**Study Guide**

**Social Psychology**

**Chapter 2: Fundamentals of Social Behavior**

**Terms:**

**Socialization Automatic processes**

**Controlled processes Motivation**

**Hedonism Cognitive appraisal theory**

**Cultural truism Background emotion**

**Primary emotion Secondary emotion**

**Cognitive Appraisal Primary Appraisal Process**

**Secondary Appraisal Process Beliefs**

**Attitudes Values**

**Morals Customs**

**Community sharing authority ranking**

**Equality matching market pricing**

**Questions:**

1. What are some characteristics that lead us to identify people as social beings?

Answer: Behavior depends on a socially-constructed view of reality. Our brains are wired to recognize faces. Social rejection causes pain. We categorize people and are sensitive to closeness and hierarchy/status.

2. Why do we say that humans are very intelligent?

Answer: We are responsive to the environment. We learn, use language, and have imagination.

3. Humans have self-awareness. They also have two types of thought processes, experiential (unconscious/automatic) and controlled, which operate simultaneously. (What is the difference in the operation of the two?)

4. What are two fundamental psychological motives?

5. What do positive emotions supply to us? Negative emotions?

6. How do social emotions regulate social behavior?

7. How do good and bad moods affect cognitions?

8. Can emotions be an impediment to rational thought?

9. Does a lack of emotion improve rational decision making?

10 A culture is a system of what?

11. What is the process called in which we learn to accept cultural rules as self-evidently true?

12. Do all cultures have a set of elements in common? You should be able to recognize these.

13. What are the top two most important of the ten cross-cultural values?

14. What are the reasons for cultural change?

15. What structural elements do we find in cultures that are organized to meet its needs?

16. When individuals change cultures, what are two basic cultural stances that they can choose?

17. With what is the balance of same and mixed elements in a culture correlated?

18. Do individuals normally rebel against the necessity to conform? Why or why not?

19. You should be able to recognize the four cultural relationship patterns.

20. What effect does culture have on the metaphysical environment?

21. According to Terror Management Theory, what produces terror?

22. What is a worldview, and what does it do?

23. What may be the real fear in thinking about death?

24. Do most people believe in an afterlife?

25. What is symbolic immortality?

26. Why do people who hold other worldviews often become targets of prejudice?

27. What are emotions experienced in relation to?

28. What kind of emotions are shame and guilt?

29. You should be able to contrast the views of collectivist and individualistic societies.