**Study Guide**

**Social Psychology**

**Chapter 3: The Core Elements of Social Cognition**

**Terms:**

**Cognitive System Experiential System**

**Dual-Process theories Heuristics**

**Somatic marker hypothesis Categories**

**Schemas Scripts**

**Impressions Priming**

**Self-fulfilling prophecy Metaphor**

**Availability heuristic**

**Representativeness heuristic**

**Questions:**

1. What are our motives when selecting information to pay attention to?
2. What is the theory of lay epistemology?
3. What is the difference in the need for specific and non-specific closure?
4. What is the difference between the cognitive and experiential systems of social cognition? What are three characteristics of automatic social thinking?
5. What is the experiential system not equipped to deal with?
6. What is a heuristic? Which is quicker, experiential or rational thought? Which one is most useful in novel situations?
7. Name five ways in which the unconscious is intelligent?
8. Where do the motives that guide thinking come from?
9. How can we organize memory during sleep/
10. You should be able to recognize the various types of schemas.
11. Where do schemas come from?
12. What are the reasons that we take mental shortcuts? Do these usually lead to good conclusions?
13. If you have more than one schema, which one are you most likely to use?
14. How does media bias schemas? What is created news?
15. Describe why a rumor changes as it goes from person to person.
16. What are some biases in media that distort information?
17. What is a self-fulfilling prophecy?
18. What do you use if you have no schema?
19. What kind of mood leads to more automatic thinking?
20. What was the lesson learned from the Rosenthal and Jacobsen study?