**Study Guide: Social Psychology**

**Chapter 4: Thinking about People and Events**

**Terms**

**Common Sense Psychology (Heider) Covariation model**

**Ease of retrieval effect/availability heuristic Entity theory**

**Fundamental attribution error Growth mindset**

**Incremental theory Locus of causality**

**Long-term memory Misinformation effect**

**Repressed and recovered memory Short-term memory**

**Implicit personality theory Blaming the victim**

**Internal/external attribution Covariation model**

**Consensus Consistency**

**Distinctiveness Just world hypothesis**

**Implicit vs. explicit memory Semantic memory**

**Episodic memory**

**Questions**

1. When remembering, what do we rely on to provide information that is not there?
2. What are causal attributions?
3. On what do we form impressions of others? How complete are they?
4. By what process do we encode short-term memory?
5. What type of information is first available to us when forming an impression of a stranger?
6. What are the six basic emotions and facial expressions?
7. What are the cultural differences in facial expressions?
8. Is most memory conscious or automatic?
9. What are some reasons that we fail to remember?
10. What is overemphasized in the fundamental attribution error? What is underemphasized?
11. Are we more likely to remember schema consistent or schema inconsistent information?
12. What are the three major encoding strategies that help us to remember?
13. What do we mean when we say that memory is constructed and re-constructed?
14. Does your current experience/context bias your recall? What is mood-congruent memory? What is a rosy recollection bias?
15. What did Sir Frederic Bartlett conclude about memory?
16. What did Dweck have to say about the perceived stability of a personal attribution? How does this relate to differences in the way people act after a failure?
17. Can a dispositional response tendency be changed?