


SUGGESTED SKILL

 *Concept Understanding*

1.C

Apply theories and perspectives in authentic contexts.

TOPIC 9.1

Attribution Theory and Person Perception

LEARNING TARGET

9.A

Apply attribution theory to explain motives.

9.B

Articulate the impact of social and cultural categories on self-concept and relations with others.

9.C

Anticipate the impact of self-fulfilling prophecy on behavior.

EXAMPLES

9.A.1

Fundamental attribution error

9.A.2

Self-serving bias

9.A.3

False consensus effect

9.A.4

Confirmation bias

9.A.5

Just-world hypothesis

9.A.6

Halo effect

9.B.1

Gender

9.B.2

Race

9.B.3

Ethnicity

TOPIC 9.2

Attitude Formation and Attitude Change

SUGGESTED SKILL

 *Scientific Investigation*

3

Analyze psychological research studies.

LEARNING TARGET

9.D

Identify important figures and research in the areas of attitude formation and change.

9.E

Discuss attitude formation and change, including persuasion strategies and cognitive dissonance.

EXAMPLES

9.D.1

Leon Festinger

9.E.1

Central route to persuasion

9.E.2

Peripheral route to persuasion

9.E.3

Cognitive dissonance

9.E.4

Elaboration likelihood model



Topic Planning Notes

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SUGGESTED SKILL

 *Scientific Investigation*

3

Analyze psychological research studies.

TOPIC 9.3

Conformity, Compliance, and Obedience

LEARNING TARGET

9.F

Identify the contributions of key researchers in the areas of conformity, compliance, and obedience.

9.G

Explain how individuals respond to expectations of others, including groupthink, conformity, and obedience to authority.

EXAMPLES

9.F.1

Contributions of Solomon Asch

9.F.2

Contributions of Stanley Milgram

9.F.3

Contributions of Philip Zimbardo



Topic Planning Notes

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TOPIC 9.4

Group Influences on Behavior and Mental Processes

SUGGESTED SKILL

 *Concept Understanding*

1.B

Explain behavior in authentic context.

LEARNING TARGET**9.H**

Describe the structure and function of different kinds of group behavior.

9.I

Predict the impact of the presence of others on individual behavior.

EXAMPLES**9.I.1**

Bystander effect

9.I.2

Social facilitation

9.I.3

Social inhibition

9.I.4

Group polarization

9.I.5

Deindividuation

9.I.6

Diffusion of responsibility

9.I.7

In-group/out-group bias

9.I.8

Reciprocity norms

9.I.9

Social norms

9.I.10

Social traps

9.I.11

Prisoner's dilemma


9.I.12

Conflict resolution

9.I.13

Superordinate goals

SUGGESTED SKILL

 *Concept Understanding*

1.B

Explain behavior in authentic context.

TOPIC 9.5

Bias, Prejudice, and Discrimination

LEARNING TARGET

9.J

Describe processes that contribute to differential treatment of group members.

EXAMPLES

9.J.1

In-group/out-group dynamics

9.J.2

Ethnocentrism

9.J.3

Prejudice

9.J.4

Bias

9.J.5

Discrimination

9.J.6

Scapegoat theory

9.J.7

Stereotype

9.J.1

Out-group homogeneity bias

9.J.1

Mere-exposure effect



Topic Planning Notes

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TOPIC 9.6

Altruism and Aggression

SUGGESTED SKILL

 *Concept Understanding*

1.B

Explain behavior in authentic context.

LEARNING TARGET

9.K

Describe the variables that contribute to altruism and aggression.



Topic Planning Notes

Use the space below to plan your approach to the topic.

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SUGGESTED SKILL

 *Concept Understanding*

1.B

Explain behavior in authentic context.

TOPIC 9.7

Interpersonal Attraction

LEARNING TARGET

9.L

Describe the variables that contribute to attraction.



Topic Planning Notes

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