

Crash Course Psychology #37—Social Thinking

Answer the following questions from the video.

1. What is social psychology?
2. What is the Attribution Theory?
3. What is the Fundamental Attribution Error?
4. What is Central Route Persuasion in the Dual-Process Theory of Persuasion?
5. What is Peripheral Route Persuasion in the Dual-Process Theory of Persuasion?
6. How do politicians and activists use our preconceptions and attitudes?
7. Why does “fake it until you make it” work?

8. What is the Foot-In-the-Door Phenomenon?

9. What did the Stanford Prison Experiment prove?

10. What is the Theory of Cognitive Dissonance?

11. How can you apply this information?

Things you should be able to explain now...	
Social Psychology	Foot-In-the-Door Theory
Fundamental Attribution Error	Stanford Prison Experiment
Dual-Process Theory of Persuasion	Theory of Cognitive Dissonance