



TENTH EDITION

Social Psychology

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Timothy D. Wilson

Samuel R. Sommers



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To my grandchildren: Jacob, Jason, Ruth, Eliana, Natalie, Rachel, and Leo. My hope is that your capacity for empathy and compassion will help make the world a better place.

—E.A.

To my family, Deirdre Smith, Christopher Wilson, and Leigh Wilson

—T.D.W.

To my students—past, present, and future—for making coming to work each morning fun, educational, and unpredictable.

—S.R.S.

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Preface

When we began writing this book, our overriding goal was to capture the excitement of social psychology. We have been pleased to hear, in many kind notes and messages from professors and students, that we succeeded. One of our favorite responses was from a student who said that the book was so interesting that she always saved it for last, to reward herself for finishing her other work. With that one student, at least, we succeeded in making our book an enjoyable, fascinating story, not a dry report of facts and figures.

There is always room for improvement, however, and our goal in this, the tenth edition, is to make the field of social psychology an even better read. When we teach the course, there is nothing more gratifying than seeing the sleepy students in the back row sit up with interest and say, “Wow, I didn’t know that! Now *that’s* interesting.” We hope that students who read our book will have that same reaction.

What’s New in This Edition?

First a word about what has *not* changed. As mentioned, we have done our best to tell the story of social psychology in an engaging way that will resonate with students. We also have retained features that help students learn and retain the material. As before, each chapter begins with learning objectives, which are repeated in the sections of the chapter that are most relevant to them and in the chapter-ending summary. All major sections of every chapter end with review quizzes. Research shows that students learn material better when they are tested frequently; thus, these section quizzes, as well as the test questions at the end of every chapter, should be helpful learning aids. In the Revel version of the text, instructors have the option of assigning these quizzes and giving course credit for correct answers. Each chapter also has our Try It! feature that invites students to apply what they have learned to their own lives. Several of these Try It! features have been updated.

We are pleased to add several new features to the tenth edition that we believe will appeal to students and make it even easier for them to learn the material. The first is called #SurvivalTips which are brief videos recorded by students who have taken a social psychology class. Each one tells a personal story relaying how the student applied social psychology to better navigate or “survive” a real situation in their lives. For example,

one video in Chapter 9 tells the story of how a student learned to avoid process loss in her study groups. These videos are in the Revel version of the text, placed alongside the relevant concepts.

A second new feature, called #trending, is a brief analysis of a current event that illustrates a key principle in each chapter. In Chapter 11 on Prosocial Behavior, for example, we describe an incident in which a White dentist from Texas, in town for Donald Trump’s inauguration, left a \$450 tip for an African American waitress. Students are asked to think about how concepts in the chapter might help explain why the man acted so generously, such as Batson’s empathy-altruism hypothesis. Importantly, these examples will be updated frequently in the Revel version of the text, such that students will always be able to connect what they are reading to current, real-world events.

Third, every chapter now begins with a feature called, “What do YOU think?” where students answer a survey question designed to illustrate a concept in that chapter. In Chapter 6, for example, students are asked, “Have you ever joined a group that required you to do something humiliating or dangerous in order to gain membership?” In the Revel version of the text, students get immediate feedback on how other students have answered (23% said yes to this question). Then, at the end of the chapter, there is a writing exercise tied to the survey question that instructors can assign if they wish. In Chapter 6, for example, the question is, “How does justification of effort help explain why hazing and initiation rites are common across so many different group types?”

Lastly, we have expanded a feature that proved to be very popular with users of the Revel version of the previous edition, namely videos that recreate classic experiments in social psychology. These videos, recorded exclusively for this book, give students a vivid and contemporary look at how an experiment was done and what it found.

And, of course, we have updated the tenth edition substantially, with numerous references to new research. Here is a sampling of the new research that is covered:

- Chapter 1: This chapter contains updated examples, a new Try It!, and a new section on the role of biological approaches and evolutionary theory in social psychology.
- Chapter 2: A signature of our book continues to be a readable, student-friendly chapter on research methods in social psychology. This chapter has been updated

for the tenth edition with new references and examples and a discussion of the replication debate in social psychology.

- Chapter 3, “Social Cognition: How We Think About the Social World,” has been updated with more than 40 new references. There is a new section on the planning fallacy and discussions of recent research findings, such as a study on counterfactual thinking and people’s belief in God.
- Chapter 4, “Social Perception: How We Come to Understand Other People,” now includes several new features, including a new opening drawing on the *Black Mirror* television series, an interactive photo gallery on using first impressions to your advantage, a discussion of cross-cultural attitudes regarding karma and beliefs in a just world, and a reorganized discussion of Kelley’s covariation model.
- Chapter 5, “The Self: Understanding Ourselves in a Social Context,” has been updated with more than 35 new references. The chapter headings have also been reorganized into three major sections, which should make the material clearer to students. There is a new opening example about children raised by animals and how they might have influenced their sense of self. Lastly, the section on self-esteem has been updated and moved to Chapter 6.
- Chapter 6, “Cognitive Dissonance and the Need to Protect Our Self-Esteem,” is one of the most extensively revised chapters in this edition. This chapter has always been a signature of the book; we are the only text to devote an entire chapter to cognitive dissonance theory and self-esteem maintenance. We proudly retain this chapter in our tenth edition, continuing to present classic work in cognitive dissonance in a highly readable manner with compelling examples designed to draw students in. At the same time we have updated the chapter, adding a major new section on advances and extensions of dissonance theory that includes discussions of self-affirmation theory and self-evaluation maintenance theory. There is also a section on narcissism and self-esteem, which previously appeared in Chapter 5. Lastly the chapter has two new Try It! exercises that students will enjoy: In one they complete a values affirmation writing exercise, and in another they can take a short version of the Narcissistic Personality Inventory and get feedback on their score.
- Chapter 7, “Attitudes and Attitude Change: Influencing Thoughts and Feelings,” includes a new opening story, new examples from Election 2016 in the discussion of affectively based attitudes, and new discussion of how implicit versus explicit attitudes

can vary in predicting outcomes when it comes to evaluation of job résumés based on applicant name. A new interactive feature is also included to explain the formula for persuasion according to the Yale Attitude Change approach.

- Chapter 8, “Conformity and Obedience: Influencing Behavior,” now opens with a more positive focus on social influence, in the form of Pete Frates and the ALS ice bucket challenge. We have added a discussion of the proliferation of “fake news” in the section on informational social influence. The chapter also features a new interactive video demonstrating students employing various social influence techniques and added discussion of contemporary criticism of Milgram’s research.
- Chapter 9, “Group Processes: Influence in Social Groups,” now opens with an analysis of problematic group decision making and strategizing in Hilary Clinton’s 2016 campaign team. We have also added coverage of recent research on combating the problematic effects on deindividuation online and group polarization via social media feeds. The chapter also includes expanded and updated discussion of the prisoner’s dilemma and a new photo gallery regarding resource dilemmas.
- Chapter 10, “Attraction and Relationships: From Initial Impressions to Long-Term Intimacy,” has a new title to better reflect the balanced focus between initial attraction and relationship trajectory/satisfaction. A new interactive photo gallery explores the relationship between mere exposure and liking, and a new interactive video illustrates the matching hypothesis in attraction. We have added coverage (including an interactive figure) of Sternberg’s triangular theory of love and have reorganized and updated the concluding section on relationship satisfaction and breaking up.
- In Chapter 11, “Prosocial Behavior: Why Do People Help?” includes more than 30 new references, expanded discussions of empathy and altruism and volunteerism, and a revised discussion of religion and prosocial behavior.
- Chapter 12, “Aggression: Why Do We Hurt Other People? Can We Prevent It?,” has significant content updates in addition to covering new research. Our discussion of testosterone and aggression is more nuanced, disentangling some aspects of gender and hormones and introducing the other sex hormone related to aggression, estradiol. We also introduce and evaluate two formal evolutionary theories of aggression: the challenge hypothesis and dual-hormone theory. We also streamlined the section on sexual assault to make this important section clearer. Overall, the

chapter narrative now emphasizes the convergent evidence for the role of impulsivity in aggression across biological and psychological evidence.

- In Chapter 13, “Prejudice: Causes, Consequences, and Cures,” has undergone a major organizational and content update. We generalized the discussion of prejudice from the strong focus on Black-White and male-female relations to relate more generally to other ethnic, gender, and stigmatized identities. Nonetheless, we maintain an important dialog on anti-Blackness, including a discussion of police shootings and activist groups. We expanded the discussion of emotions as a core component of prejudice, through which we included more physiological research on prejudice into the chapter. Under the ways to reduce prejudice, we have extended the discussion of intergroup contact to teach students about *indirect* contact, and we have streamlined the discussion of the jigsaw classroom. The entire chapter was updated with new examples from recent popular culture and interactive components in Revel.
- Social Psychology in Action chapters—“Using Social Psychology to Achieve a Sustainable and Happy Future,” “Social Psychology and Health,” and “Social Psychology and the Law”—have been updated with many references to new research, but remain shorter chapters. When we teach the course, we find that students are excited to learn about these applied areas. At the same time, we recognize that some instructors have difficulty fitting the chapters into their courses. As with the previous edition, our approach remains to maintain a shortened length for the applied chapters to make it easy to integrate these chapters into different parts of the course in whatever fashion an instructor deems best. SPA1, “Using Social Psychology to Achieve a Sustainable and Happy Future,” includes an updated opening example about the effects of climate change and new examples of ways in which students can both act in sustainable ways and maximize their well-being. In SPA2, “Social Psychology and Health,” we updated coverage on perceived control interventions among nursing home residents and included a new interactive on coping with stress. SPA3, “Social Psychology and Law,” has a new video about attentional blindness and an interactive feature on best practices in eyewitness identification procedures.

Revel for Social Psychology

Revel™

When students are engaged deeply, they learn more effectively and perform better in their courses. This simple

fact inspired the creation of Revel: an interactive learning environment designed for the way today’s students read, think, and learn. Built in collaboration with educators and students nationwide, Revel is the newest, fully digital way to deliver respected Pearson content. Revel enlivens course content with media interactives and assessments—including an interactive figure) of integrated directly within the authors’ narrative—that provide opportunities for students to read about and practice course material in tandem. This immersive educational technology boosts student engagement, which leads to better understanding of concepts and improved performance throughout the course.

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Rather than simply offering opportunities to read about and study social psychology, Revel facilitates deep, engaging interactions with the concepts that matter most. By providing opportunities to improve skills in analyzing and interpreting sources of psychological evidence, for example, Revel engages students directly and immediately, which leads to a better understanding of course material. A wealth of student and instructor resources and interactive materials can be found within Revel. Some of our favorites are mentioned in the information that follows.

For more information about all the tools and resources in Revel and access to your own Revel account for Social Psychology, go to www.pearsonhighered.com/revel.

Instructor Resources

We know that instructors are “tour guides” for their students, leading them through the exciting world of social psychology in the classroom. As such, we have invested tremendous effort in the creation of a world-class collection of instructor resources that will support professors in their mission to teach the best course possible.

Coauthor Sam Sommers guided the creation of this supplements package, which has been reviewed and updated for the tenth edition. Here are the highlights of the supplements we are pleased to provide:

PRESENTATION TOOLS AND CLASSROOM ACTIVITIES

- **Social Psychology PowerPoint Collection (0134700732)**
The PowerPoints provide an active format for presenting concepts from each chapter and incorporating relevant figures and tables. Instructors can choose from three PowerPoint presentations: a lecture presentation set that highlights major topics from the chapters, a highly visual lecture presentation set with **embedded videos**, or a PowerPoint collection of the complete art files from the text. The

PowerPoint files can be downloaded from www.pearsonhighered.com.

- **Instructor's Resource Manual** (0134700694) The Instructor's Manual includes key terms, lecture ideas, teaching tips, suggested readings, chapter outlines, student projects and research assignments, Try It! exercises, critical-thinking topics and discussion questions, and a media resource guide. It has been updated for the tenth edition with hyperlinks to ease facilitation of navigation within the Instructor's Resource Manual.

ASSESSMENT RESOURCES

- **Test Bank** (0134700740) Each of the more than 2,000 questions in this test bank is page-referenced to the text and categorized by topic and skill level. Each question in the test bank was reviewed by several instructors to ensure that we are providing you with the best and most accurate content in the industry.
- **MyTest Test Bank** (0134677897) This Web-based test-generating software provides instructors "best in class" features in an easy-to-use program. Create tests and easily select questions with drag-and-drop or point-and-click functionality. Add or modify test questions using the built-in Question Editor, and print tests in a variety of formats. The program comes with full technical support.

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work starts on the eleventh edition), and for frequently providing excellent real-life examples that illustrate social psychological concepts. He also gives special thanks to all of his teachers of social psychology, for introducing him to the field, for continued support, and for serving as role models as instructors, mentors, researchers, and writers.

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Thank you for inviting us into your classroom. We welcome your suggestions, and we would be delighted to hear your comments about this book.

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About the Authors

Elliot Aronson

When I was a kid, we were the only Jewish family in a virulently anti-Semitic neighborhood. I had to go to Hebrew school every day, late in the afternoon. Being the only youngster in my neighborhood going to Hebrew school made me an easy target for some of the older neighborhood toughs. On my way home from Hebrew school, after dark, I was frequently waylaid and roughed up by roving gangs shouting anti-Semitic epithets.

I have a vivid memory of sitting on a curb after one of these beatings, nursing a bloody nose or a split lip, feeling very sorry for myself and wondering how these kids could hate me so much when they didn't even know me. I thought about whether those kids were taught to hate Jews or whether, somehow, they were born that way. I wondered if their hatred could be changed—if they got to know me better, would they hate me less? I speculated about my own character. What would I have done if the shoe were on the other foot—that is, if I were bigger and stronger than they, would I be capable of beating them up for no good reason?

I didn't realize it at the time, of course, but eventually I discovered that these were profound questions. And some 30 years later, as an experimental social psychologist, I had the great good fortune to be in a position to answer some of those questions and to invent techniques to reduce the kind of prejudice that had claimed me as a victim.

*Elliot Aronson is Professor Emeritus at the University of California at Santa Cruz and one of the most renowned social psychologists in the world. In 2002, he was chosen as one of the 100 most eminent psychologists of the twentieth century. Dr. Aronson is the only person in the 120-year history of the American Psychological Association to have received all three of its major awards: for distinguished writing, distinguished teaching, and distinguished research. Many other professional societies have honored his research and teaching as well. These include the American Association for the Advancement of Science, which gave him its highest honor, the Distinguished Scientific Research award; the American Council for the Advancement and Support of Education, which named him Professor of the Year of 1989; the Society for the Psychological Study of Social Issues, which awarded him the Gordon Allport prize for his contributions to the reduction of prejudice among racial and ethnic groups; and the William James Award from the Association for Psychological Science. In 1992, he was named a Fellow of the American Academy of Arts and Sciences. A collection of papers and tributes by his former students and colleagues, *The Scientist and the Humanist*, celebrates his contributions to social psychological theory and its application to*

*real-world problems. Dr. Aronson's own recent books for general audiences include *Mistakes Were Made (but not by ME)*, with Carol Tavris, and a memoir, *Not by Chance Alone: My Life as a Social Psychologist*.*

Tim Wilson

One day when I was 8, a couple of older kids rode up on their bikes to share some big news: They had discovered an abandoned house down a country road. "It's really neat," they said. "We broke a window and nobody cared!" My friend and I hopped onto our bikes to investigate. We had no trouble finding the house—there it was, sitting off by itself, with a big, jagged hole in a first-floor window. We got off of our bikes and looked around. My friend found a baseball-sized rock lying on the ground and threw a perfect strike through another first-floor window. There was something exhilarating about the smash-and-tingle of shattering glass, especially when we knew there was nothing wrong with what we were doing. After all, the house was abandoned, wasn't it? We broke nearly every window in the house and then climbed through one of the first-floor windows to look around.

It was then that we realized something was terribly wrong. The house certainly did not look abandoned. There were pictures on the wall, nice furniture, books in shelves. We went home feeling frightened and confused. We soon learned that the house was the home of an elderly couple who were away on vacation. Eventually, my parents discovered what we had done and paid a substantial sum to repair the windows. For years, I pondered this incident: Why did I do such a terrible thing? Was I a bad kid? I didn't think so, and neither did my parents. How, then, could a good kid do such a bad thing? Even though the neighborhood kids said the house was abandoned, why couldn't my friend and I see the clear signs that someone lived there? How crucial was it that my friend was there and threw the first rock? Although I didn't know it at the time, these reflections touched on several classic social psychological issues, such as whether only bad people do bad things, whether the social situation can be powerful enough to make good people do bad things, and the way in which our expectations about an event can make it difficult to see it as it really is. Fortunately, my career as a vandal ended with this one incident. It did, however, mark the beginning of my fascination with basic questions about how people understand themselves and the social world—questions I continue to investigate to this day.

Tim Wilson did his undergraduate work at Williams College and Hampshire College and received his PhD from the University of Michigan. Currently Sherrell J. Aston Professor of Psychology at the University of Virginia, he has published numerous articles in the areas of introspection, attitude change, self-knowledge, and affective forecasting, as well as a recent book, Redirect: The Surprising New Science of Psychological Change. His research has received the support of the National Science Foundation and the National Institute for Mental Health. He has been elected twice to the Executive Board of the Society for Experimental Social Psychology and is a Fellow in the American Psychological Society and the Society for Personality and Social Psychology. In 2009, he was named a Fellow of the American Academy of Arts and Sciences. In 2015 he received the William James Fellows Award from the Association for Psychological Science. Wilson has taught the Introduction to Social Psychology course at the University of Virginia for more than 30 years. In 2001 he was awarded the University of Virginia All-University Outstanding Teaching Award, and in 2010 was awarded the University of Virginia Distinguished Scientist Award.

Sam Sommers

I went to college to major in English. I only found myself in an Intro to Psychology course as a second-semester freshman because, well, it just seemed like the kind of thing you did as a second-semester freshman. It was when we got to the social psychology section of the course that a little voice in my head started whispering something along the lines of, *Hey, you've gotta admit this is pretty good stuff. It's a lot like the conversations you have with your friends about daily life, but with scientific data.*

As part of the class, we had the opportunity to participate in research studies for course credit. So one day I found myself in an interaction study in which I was going to work on solving problems with a partner. I walked in and it was clear that the other guy had arrived earlier—his coat and bag were already hanging on the back of a chair. I was led to another, smaller room and shown a video of my soon-to-be partner. Then I was given a series of written questions about my perceptions of him, my expectations for our upcoming session together, and so forth. Finally, I walked back into the main area. The experimenter handed me a chair and told me to put it down anywhere next to my partner's chair, and that she would go get him (he, too, was presumably completing written questionnaires in a private room).

So I did. I put my chair down, took a seat, and waited. Then the experimenter returned, but she was alone. She told me the study was over. There was no other participant; there would be no problem solving in pairs. The video I

had watched was of an actor, and in some versions of the study he mentioned having a girlfriend. In other versions, he mentioned a boyfriend. What the researchers were actually studying was how this social category information of sexual orientation would influence participants' attitudes about the interaction.

And then she took out a tape measure.

The tape measure was to gauge how close to my partner's chair I had placed my own chair, the hypothesis being that discomfort with a gay partner might manifest in terms of participants placing their chairs farther away. Greater comfort with or affinity for the partner was predicted to lead to more desire for proximity.

And at that, I was hooked. The little voice in my head had grown from a whisper to a full-throated yell that this was a field I could get excited about. First of all, the researchers had tricked me. That, alone, I thought was, for lack of a better word, *cool*. But more important, they had done so in the effort to get me and my fellow participants to reveal something about our attitudes, preferences, and tendencies that we never would have admitted to (or perhaps even would have been aware of) had they just asked us directly. Here was a fascinatingly creative research design, being used in the effort to study what struck me as an incredibly important social issue.

Like I said, I was hooked. And I look forward to helping to introduce you to this field that caught me by surprise back when I was a student and continues to intrigue and inspire me to this day.

Sam Sommers earned his BA from Williams College and his PhD from the University of Michigan. Since 2003 he has been a faculty member in the Department of Psychology at Tufts University in Medford, Massachusetts. His research examines issues related to stereotyping, prejudice, and group diversity, with a particular interest in how these processes play out in the legal domain. He has won multiple teaching awards at Tufts, including the Lerman-Neubauer Prize for Outstanding Teaching and Advising and the Gerald R. Gill Professor of the Year Award. He was also inducted into the Tufts Hall of Diversity for his efforts to promote an inclusive climate on campus for all students. He has testified as an expert witness on issues related to racial bias, jury decision making, and eyewitness memory in criminal trial proceedings in eight states. He has written two general audience books related to social psychology: Situations Matter: Understanding How Context Transforms Your World (2011) and This Is Your Brain on Sports: The Science of Underdogs, the Value of Rivalry, and What We Can Learn from the T-shirt Cannon (2016). He is also co-author of Invitation to Psychology (7th edition), along with Carole Wade, Carol Tavis, and Lisa Shin.

Special Tips for Students

“There is then creative reading as well as creative writing,” said Ralph Waldo Emerson in 1837, and that aptly sums up what you need to know to be a proficient student: Be an active, creative consumer of information. How do you accomplish that feat? Actually, it’s not difficult. Like everything else in life, it just takes some work—some clever, well-planned, purposeful work. Here are some suggestions about how to do it.

Get to Know the Textbook

Believe it or not, in writing this book, we thought carefully about the organization and structure of each chapter. Things are presented as they are for a reason, and that reason is to help you learn the material in the best way possible. Here are some tips on what to look for in each chapter.

Key terms are in boldface type in the text so that you’ll notice them. We define the terms in the text, and that definition appears again in the margin. These marginal definitions are there to help you out if later in the chapter you forget what something means. The marginal definitions are quick and easy to find. You can also look up key terms in the alphabetical Glossary at the end of this textbook.

Make sure you notice the headings and subheadings. The headings are the skeleton that holds a chapter together. They link together like vertebrae. If you ever feel lost, look back to the previous heading and the headings before it—this will give you the “big picture” of where the chapter is going. It should also help you see the connections between sections.

The summary at the end of each chapter is a succinct shorthand presentation of the chapter information. You should read it and make sure there are no surprises when you do so. If anything in the summary doesn’t ring a bell, go back to the chapter and reread that section. Most important, remember that the summary is intentionally brief, whereas your understanding of the material should be full and complete. Use the summary as a study aid before your exams. When you read it over, everything should be familiar. When you have that wonderful feeling of knowing more than is in the summary, you’ll know that you are ready to take the exam.

Be sure to do the Try It! exercises. They will make concepts from social psychology concrete and help you see how they can be applied to your own life. Some of the Try It! exercises replicate social psychology experiments. Others reproduce self-report scales so you can see where you stand in relation

to other people. Still others are short quizzes that illustrate social psychological concepts.

Watch the videos. Our carefully curated collection of interviews, news clips, and research study reenactments is designed to enhance, and help you better understand, the concepts you’re reading. If you can see the concept in action, it’s likely to sink in a little deeper.

Just Say No to the Couch Potato Within

Because social psychology is about everyday life, you might lull yourself into believing that the material is all common sense. Don’t be fooled. The material presented in this book is more complicated than it might seem. Therefore, we want to emphasize that the best way to learn it is to work with it in an active, not passive, fashion. You can’t just read a chapter once and expect it to stick with you. You have to go over the material, wrestle with it, make your own connections to it, question it, think about it, interact with it. Actively working with material makes it memorable and makes it your own. Because it’s a safe bet that someone is going to ask you about this material later and you’re going to have to pull it out of memory, do what you can to get it into memory now. Here are some techniques to use:

- Go ahead and highlight lines in the text—you can do so in Revel by clicking and dragging the cursor over a sentence; you can even choose your own color, and add a note! If you highlight important points, you will remember those important points better and can scroll back through them later.
- Read the chapter before the applicable class lecture, not afterward. This way, you’ll get more out of the lecture, which will likely introduce new material in addition to what is in the chapter. The chapter will give you the big picture, as well as a lot of detail. The lecture will enhance that information and help you put it all together. If you haven’t read the chapter first, you may not understand some of the points made in the lecture or realize which points are most important.
- Here’s a good way to study material: Write out a key concept or a study in your own words, without looking at the book or your notes. Or say it out loud to yourself—again in your own words, with your eyes

closed. Can you do it? How good was your version? Did you omit anything important? Did you get stuck at some point, unable to remember what comes next? If so, you now know that you need to go over that information in more detail. You can also study with someone else, describing theories and studies to each other and seeing if you're making sense.

- If you have trouble remembering the results of an important study, try drawing your own version of a graph of the findings (you can use our data graphs for an idea of how to proceed). You will probably find that you remember the research results much better in pictorial form than in words. Draw the information a few times and it will stay with you.
- Remember, the more you work with the material, the better you will learn and remember it. Write it in your own words, talk about it, explain it to others, or draw visual representations of it.
- Last but not least, remember that this material is a lot of fun. You haven't even started reading the book yet, but we think you're going to like it. In particular, you'll see how much social psychology has to tell you about your real, everyday life. As this course progresses, you might want to remind yourself to observe the events of your daily life with new eyes—the eyes

of a social psychologist—and try to apply what you are learning to the behavior of friends, acquaintances, strangers, and, yes, even yourself. In each chapter you will see how other students have done this in brief videos called #SurvivalTips. Make sure you use the Try It! exercises. You will find out how much social psychology can help us understand our lives. When you read the news, think about what social psychology has to say about current events and behaviors; we believe you will find that your understanding of daily life is richer. If you notice a news article that you think is an especially good example of “social psychology in action,” please send it to us, with a full reference to where you found it and on what page. If we decide to use it in the next edition of this book, we'll list your name in the Acknowledgments.

We realize that 10 years from now you may not remember all the facts, theories, and names you learn now. Although we hope you will remember some of them, our main goal is for you to take with you into your future a great many of the broad social psychological concepts presented herein—and, perhaps more important, a critical and scientific way of thinking. If you open yourself to social psychology's magic, we believe it will enrich the way you look at the world and the way you live in it.

Chapter 1

Introducing Social Psychology



Chapter Outline and Learning Objectives

Defining Social Psychology

LO 1.1 Define social psychology and distinguish it from other disciplines.

Social Psychology, Philosophy, Science, and Common Sense

How Social Psychology Differs From Its Closest Cousins

The Power of the Situation

LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Underestimating the Power of the Situation

The Importance of Construal

Where Construals Come From: Basic Human Motives

LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

The Self-Esteem Motive: The Need to Feel Good About Ourselves

The Social Cognition Motive: The Need to Be Accurate

Why Study Social Psychology?

LO 1.4 Explain why the study of social psychology is important.

WHAT DO YOU THINK?

Revel Interactive	Survey	What Do You Think?
	SURVEY	
	RESULTS	
	Do you consider yourself good at predicting how people around you will behave and react under different circumstances?	
	<input type="radio"/> Yes	
	<input type="radio"/> No	

It is a pleasure to be your tour guides as we take you on a journey through the world of social psychology. As we embark on this journey, our hope is to convey our excitement about social psychology—what it is and why it matters. Not only do we, the authors, enjoy teaching this stuff (which we’ve been doing, combined, for more than 100 years), we also love contributing to the growth and development of this field. In addition to being teachers, each of us is a scientist who has contributed to the knowledge base that makes up our discipline. Thus, not only are we leading this tour, we also helped create some of its attractions. We will travel to fascinating and exotic places like prejudice, love, propaganda, education, conformity, aggression, compassion... all the rich variety and surprise of human social life. Ready? OK, let’s go!

Let’s begin with a few examples of the heroic, touching, tragic, and puzzling things that people do:

- Jorge Munoz is a school bus driver during the day but works a different “job” at night: Feeding the hungry. When he gets home from his last school bus run, he and his family cook meals for dozens of people using donated food and their own money. They then serve the food to people down on their luck who line up at a street corner in Queens, New York. Over a 4-year period Munoz has fed more than 70,000 people. Why does he do it? “When they smile,” Munoz says, “That’s the way I get paid.” (<http://www.karmatube.org/videos.php?id=1606>)
- Kristen has known Martin for 2 months and feels that she is madly in love with him. “We’re soul mates!” she tells her best friend. “He’s the one!” “What are you thinking?” says the best friend. “He’s completely wrong for you! He’s as different from you as can be—different background, religion, politics; you even like different movies.” “I’m not worried,” says Kristen. “Opposites attract. I know that’s true; I read it on Wikipedia!”
- Janine and her brother Oscar are arguing about fraternities. Janine’s college didn’t have any, but Oscar is at a large state university in the Midwest, where he has joined Alpha Beta. He went through a severe and scary hazing ritual to join, and Janine cannot understand why he loves these guys so much. “They make the pledges do such stupid stuff,” she says. “They humiliate you and force you to get sick drunk and practically freeze to death in the middle of the night. How can you possibly be happy living there?” “You don’t get it,” Oscar replies. “Alpha Beta is the best of all fraternities. My frat brothers just seem more fun than most other guys.”
- Abraham Biggs Jr., age 19, had been posting to an online discussion board for 2 years. Unhappy about his future and that a relationship had ended, Biggs announced on camera that he was going to commit suicide. He took an overdose of drugs and linked to a live video feed from his bedroom. None of his hundreds of observers called the police for more than 10 hours; some egged him on. Paramedics reached him too late, and Biggs died.