



PSY403

Mid-Term (Solved)

ABSTRACT

This comprehensive collection of notes is accurately crafted to empower students to excel academically, ensuring they achieve a minimum of 80% marks in their examinations. The content is organized with clarity and precision, focusing on key concepts, critical analyses, and practical applications tailored to the syllabus. These notes serve as a reliable resource for both thorough preparation and last-minute revision. Designed to inspire confidence and mastery, this guide is an essential tool for students striving for academic excellence.

Maha Malik
Social Psychology

1. Social Psychology

Definition (from handout):

“Social psychology is the scientific study of how individuals think, feel and behave in a social context.”

2. Two Early Infant Attachment Responses

1. **Eye Contact / Gaze preference** – infant stares at caregiver face.
 2. **Rooting / grasping / sucking response** – turns head toward voice/ touch.
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3. Negative Thinking as Cause of Depression

Negative automatic thoughts distort reality → lead to hopelessness → increase depressive symptoms.

4. Aggression vs Assertiveness

Aggression

Intent to harm, control, violate rights
Hostile, impulsive, coercive

Assertiveness

Clear expression of needs while respecting others
Confident, direct yet non-threatening

5. Can Stereotypes be Monitored through Recategorization?

Yes, stereotypes reduce when out-groups are re-defined into a **shared inclusive group** (e.g., “we students” instead of ethnic labels).

6. Obesity & Attractiveness Bias

Overweight individuals often face **negative evaluation** (lazy, uncontrolled) while attractive individuals receive **halo effect** (smart, capable).

7. Three Strategies to Reduce Social Loafing

1. Make individual contributions identifiable.
 2. Increase task importance and accountability.
 3. Strengthen group cohesion and shared goals.
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8. Two Steps of Compliance Strategy

1. Use **foot-in-the-door** (small request → bigger one).
 2. Use **door-in-the-face** (big request rejected → moderate one accepted).
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9. Open-Ended vs Closed-Ended

Type	Example
Open-ended	“How was your experience today?”
Closed-ended	“Did you like the session? Yes/No.”

10. Deindividuation

Loss of personal identity in groups → reduced self-awareness → impulsive behavior (e.g., crowd riots).

11. Actor-Observer Bias

Actors attribute actions to **situations**, observers attribute same actions to **person traits**.
Example: “I was late because traffic; she was late because irresponsible.”

12. Critical Step in Research Process & Why

Literature Review – defines variables, avoids duplication, sets conceptual grounding.

13. High vs Low Self-Esteem

- **High:** confident, resilient.
 - **Low:** self-doubt, easily threatened.
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14. Fundamental Attribution Error vs Self-Serving Bias

Fundamental Attribution Error

Overemphasis on personal causes
About others' behavior

Self-Serving Bias

Success → ability; Failure → situation
About own outcomes

15. Authoritarian vs Permissive Parenting

Authoritarian

Strict, obedience, punishment

Permissive

Lenient, few rules, low control

16. Self-Perception Theory

We infer attitudes from observing our own behavior (Bem).

17. Virtual Environmental Technology

Digital simulation used for learning: VR classrooms, immersion training.

18. Self-Discrepancies

Mismatch between **actual**, **ideal**, and **ought** selves → guilt, anxiety, disappointment.

19. Types of Experimental Research

- True experiment

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- Quasi-experiment
 - Field experiment
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20. Self Type: Ali Using Phone Without Care

Represents **Independent / self-focused orientation** → low social awareness.

21. Baby-Faced Workers

Positive: seen as warm, honest.

Negative: viewed as less competent/leadership potential.

22. Nonverbal Cues & Culture

Cue	Individualistic	Collectivistic
Eye Contact	Direct = confident	Avoided = respect
Touch	Informal	Controlled/formal

Names of three cues: facial expression, eye gaze, posture.

23. Why Successful Lying Occurs

Because of consistent story, controlled non-verbals, cognitive rehearsal.

24. Three Research Designs

- Experimental
 - Correlational
 - Survey
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25. Self-Awareness

Understanding internal feelings, values; linked to controlled behavior.

26. Social Data Collection Techniques

Interview, survey, observation, focus groups.

27. Attitude Formation

Through learning, conditioning, exposure, reinforcement.

28. Attribution Biases

Fundamental error, self-serving bias, actor-observer difference.

29. Mimicking & Impression Formation

Mimicry increases **liking and affiliation** → smoother interaction.

30. Cultural Effects on Non-Verbal

Collectivists: indirect expression; Individualists: direct signals.

31. Primary Emotions

Happiness, sadness, anger, fear, disgust, surprise.

32. Fundamental Attribution Error (Example)

Observers blame **traits** (e.g., “late = careless”) ignoring situation.

33. Correspondent Inference Theory

Jones & Davis: observers infer traits from behaviors when chosen freely and despite social pressure.

34. Weiner’s Attribution Dimensions

1. Locus (internal/external)
 2. Stability
 3. Controllability
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35. Private Self-Awareness Effects

Increases personal standards & moral behavior.

36. Youth, Substance Use & Binge Eating

Driven by **peer norms, low impulse control, coping stress.**

37. False Consensus Effect

Believing others share our opinions more than they actually do.

38. Impression Formation

Initial judgement based on physical cues, speech, first behavior.

39. Self-Complexity vs Self-Schema

Self-Schema	Self-Complexity
Beliefs about self traits	No. of distinct self-roles across contexts

40. Cause-Effect in Natural Setting

Correlational inference: no manipulation but variable co-relation observed.

41. Aggressive Cues as Triggers

Weapons, insults, violent media → prime aggression.

42. Kin Selection

Helping relatives ensures **gene survival**.

43. Attitude-Behavior Link

Stronger when attitudes are **accessible, specific, and self-relevant**.

44. Groupthink: Three Symptoms

- Illusion of unanimity
 - Suppression of dissent
 - Pressure for conformity
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45. Classical vs Statistical Prediction

Classical **Statistical**
Human judgment Based on models & data

46. Heat Hypothesis

Higher temperature → increased aggression.

47. Punishment Reducing Aggression

Effective only if immediate, consistent, and fair.

48. Reinforcement vs Punishment (Operational)

- Reinforcement: increases behavior frequency.
 - Punishment: decreases behavior frequency.
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49. Mere Exposure Effect

More exposure → higher liking (Zajonc).

50. TOTE Emotional Consequence

Failure → frustration, anxiety, self-criticism.

51. Expectations Shape Thinking

Guide interpretation → confirmation bias.

52. Just-World Belief

Maha Malik's Compilation

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People get what they deserve → blames victims.

53. Social Cognition

Thinking about people; strategy: heuristic shortcuts.

54. Attribution: Dispositional

Traits, motives, abilities.

55. Experimental Design

Manipulation + random assignment + control.

56. Prejudice Forming Factors

Stereotyping, categorization, competition, media.

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