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| UNIT 14 VOCABULARY TERMS  |

**Unit 14: Social Psychology: (643-692)**

Attribution theory

Fundamental attribution error

Central route persuasion

Peripheral route persuasion

Foot-in-the-door phenomenon

Cognitive dissonance theory

Conformity

**UNIT 14 VOCABULARY QUIZ**

**TUESDAY 4/18**

**29 WORDS TO STUDY**

Normative social influence

Social facilitation

Social loafing

Deindividuation

Group polarization

Groupthink

Norm

Personal space

Ingroup

Outgroup

Ingroup bias

Scapegoat theory

Other-race effect

Just-world phenomenon

Frustration-aggression principle

Mere-exposure effect

Self-disclosure

Altruism

Bystander effect

Social exchange theory

Reciprocity norm

Social-responsibility norm

*Other terms to know (but not checked):*

Social psychology

Attitude

Role

Culture

Prejudice

Stereotype

Discrimination

Aggression

Passionate love

Companionate love

Equity