

GROUP INFLUENCE

Reading. Franzoi, Chapter 10

Terms you should know.

Social Facilitation
.....
.....

Group
.....
.....

Coactor
.....
.....

Norms

Prescriptive norms
.....
.....

Proscriptive norms
.....
.....

Robert Zajonc
.....
.....

Crowding
.....
.....

Arousal hypothesis
.....
.....

Evaluation apprehension
.....
.....

Distraction-Conflict
.....
.....

Social Loafing
.....
.....

Free Riders
.....
.....

Diffusion of Responsibility
.....
.....

Deindividuation
.....
.....

Group Decision Making

Risky Shift
.....
.....

Group Polarization
.....
.....

Informational influence
.....
.....

Normative influence
.....
.....

Social comparison
.....
.....

Pluralistic ignorance
.....
.....

Group Think
.....
.....

Concepts you should master.

1. What factors influence group cohesiveness?
2. What are the five phases of group membership? What happens in each phase?
3. What are the two major functions of groups?
4. What is SOCIAL FACILITATION? What is our current explanation for what causes our performance to change in the presence of a group?
5. Why do crowds have the effect on us? What explanations would a social psychologist give?
6. What is SOCIAL LOAFING and how can it be avoided?
7. What is DEINDIVIDUATION? Under what conditions does it occur and how could you minimize it?

