Unit 4 Cheat Sheet: Social Psychology and Personality

AP® Psychology · Unit 4 Review · Blank practice version

The big idea: Unit 4 asks two big questions, one for each half of the unit. What are they?

How to use it: Fill in every box from memory before you look anything up. Then check your answers against the full cheat sheet and star anything you missed. Those are your review targets.

KEY TERMS

Attribution and person perception (Topic 4.1)

Dispositional vs. situational	
Explanatory style	
Locus of control	
Mere exposure effect	
Self-fulfilling prophecy	
Relative deprivation	

Attitudes and bias (Topic 4.2)

Implicit attitudes	
Just-world phenomenon	
In-group bias	
Out-group homogeneity bias	
Ethnocentrism	
Belief perseverance	
Cognitive dissonance	

Social influence and persuasion (Topic 4.3)

Normative vs. informational	
Central vs. peripheral route	
Halo effect	

Groups and culture (Topic 4.3)

Individualism vs. collectivism	
Deindividuation	
Social trap	

Cooperation and helping (Topic 4.3)

Superordinate goal	
Bystander effect	
Altruism	
Reciprocity vs. responsibility norms	

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Personality (Topics 4.4 and 4.5)

Psychodynamic theory	
Humanistic theory	
Reciprocal determinism	
Big Five	
Personality inventory	

Motivation and emotion (Topics 4.6 and 4.7)

Drive-reduction theory	
Arousal theory	
Incentive theory	
Instincts	
Lewin's motivational conflicts	
Sensation seeking	
Ghrelin vs. leptin	
Emotion theories	
Facial-feedback hypothesis	
Broaden-and-build theory	
Display rules	

EGO DEFENSE MECHANISMS (TOPIC 4.4): UNCONSCIOUS WAYS THE EGO REDUCES ANXIETY

MECHANISM	WHAT THE PERSON DOES	EXAMPLE
Repression		
Denial		
Displacement		
Projection		
Rationalization		
Reaction formation		

MECHANISM	WHAT THE PERSON DOES	EXAMPLE
Regression		
Sublimation		

DON'T CONFUSE THESE

Conformity vs. obedience	
Attribution biases	
Stereotype, prejudice, discrimination	
Foot-in-the-door vs. door-in-the-face	
Social facilitation vs. social loafing	
Group polarization vs. groupthink	
Self-efficacy vs. self-esteem	
Intrinsic vs. extrinsic motivation	

STUDIES TO KNOW COLD

Asch's line studies	
Milgram's obedience studies	
Darley and Latané's seizure study	
Festinger and Carlsmith	

Sherif's Robbers Cave study	

FRQ: HOW UNIT 4 SHOWS UP

PROMPT SAYS	WHAT TO DO
Identify or state	
Describe	
Explain	
Propose	
Support or refute	
Use evidence	

Likely Unit 4 FRQ angles

- Identify the method, and state how a variable was operationally defined.
- Describe what a statistic shows, like a median helping time.
- Identify an ethical guideline used, like debriefing after deception.
- Explain how far the findings generalize, given who took part.
- Explain how a finding supports or refutes the hypothesis.
- Propose a claim, then support it with two sources and a different concept for each (EBQ).

> **FRQ rules:** Apply each concept to the study or source; a definition alone earns nothing. Cite EBQ sources by number (Source 1, 2, or 3). Write in complete sentences.

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