EXAM 2 – REVIEW SHEET (Chapters 4-6)
CONCEPTS/IDEAS/THEORIES FROM LECTURES

Self-concept
James’ theory of the self
Origins of the self-concept
Social comparison theory (Festinger)
Self-schemas
  Effects on processing
  Markus (1977)
  Self-referencing effect
  Kuiper & Rogers (1979)
Upward vs downward comparisons
Self-discrepancy theory (Higgins)
  Actual, ideal, & ought selves
  4 common discrepancies
self-consistency motivation
self-enhancement motivation
  reconciling these 2 motives (Shrauger)
self-evaluation maintenance model (Tesser)
self-presentation strategies
discrimination
prejudice
stereotypes
3 research orientations
  psychodynamic orientation
  frustration-aggression hypothesis
  authoritarian personality theory
  socio-cultural (social learning) orientation
Cognitive orientation
  Categorization
  Benefits & side effects
  Outgroup homogeneity effect
    Park & Rothbart (1982)
  Ingroup bias
    Minimal group studies (Tajfel)
  Distinctiveness
    Illusory Correlation (Hamilton & Gifford, 1976)
Effects of stereotypes on information processing
  Sagar & Schofield (1980)
  Ultimate attribution error
Self-fulfilling prophecy
  Word, Zanna, & Cooper studies
Motivational factors influencing stereotyping & prejudice
  Justification for inequality
  “Just world” phenomenon
Need for self-esteem
  Social identity theory (Tajfel & Turner)
  BIRGing
Motivations for prejudice
  Frustration-aggression hypothesis
  Realistic group conflict theory (Levine & Campbell)
  Relative deprivation theory (Crosby)

Modern forms of prejudice
  Symbolic racism (Kinder & Sears)
  Aversive racism (Gaertner & Dovidio)
  Prejudice with compunction (Devine)
  Ambivalent racism (Katz & Hass)

Contact theory
  4 conditions of contact