**Chapter 1: Introduction: Adaptive Motives for Social Situations, via Cultures and Brains**

1. What is the classic definition of social psychology?

* **The scientific attempt to explain how people’s thoughts, feelings, and behaviors are influenced by the actual, imagined or implied presence of others**

1. The scientific belief in the significance of context in shaping people’s thoughts, feelings and behaviors is known as what?

* **situationism**

1. What are four reasons for which social psychology emphasizes social situations in accounting for people’s behaviors?

* **Ordinary people overemphasize personalities in shaping behavior**
* **Ordinary people underemphasize situations in shaping behavior**
* **Complexity of personality judgments requires its own separate subfield**
* **Personality explanations are incomplete**

1. According to evolutionary psychology, what is the term used to emphasize the idea that some social groups survive better than others?

* **group selection**

1. What are the five core social motives?

* **Belonging**
* **Understanding**
* **Controlling**
* **Enhancing Self**
* **Trusting Others**

1. Which core social motive underlies the other four?

* **Belonging**

1. Which core social motive comprises people’s desire to make sense of their environment in order to predict what will happen next?

* **Understanding**

1. When people attempt to make sense of their world, they often share their theories with other people, in an effort to reach agreement. What is another name for these shared understandings?

* **Social representations** or **Group meaning**

1. Which core social motive most represents a need for strong, stable relationships?

* **Belonging**

1. Trauma caused by other people, such as rape, poses the gravest threat to which core social motive?

* **Trusting** others

1. Which core social motive corresponds to Robert White’s (1959) concept of effectance?

* **Controlling**

1. Which core social motive includes the need to maintain self-esteem?

* **Enhancing self**

1. The need to perceive the social world as a benevolent place reflects which core social motive?

* **Trusting** **others**

1. In general, cultural psychologists describe North American and European countries as more \_\_\_\_\_.

* **Individualist**

1. Cultural psychologists identify Asian, African, and South American cultures as more generally \_\_\_\_\_.

* **Collectivist**

1. The statement, “Sometimes when I am with others, I seem to lose track of what I personally want” reflects which cultural phenomenon?

* **Harmony control**

1. Sherif’s (1935) experiment involving the autokinetic effect demonstrated the power of which general social psychological phenomenon?

* **Social influence** or **Norms**

1. Which branch of psychology takes into account Darwinian notions of inheritance and applies them to the design of the mind?

* **Evolutionary psychology**

1. Cultures that tend to emphasize power differentials between those at the top and bottom of a hierarchy are said to have high \_\_\_\_.

* **Power distance**

1. What is the social psychology term for all the action in communication that is made without words?

* **Nonverbal behavior**