



Psych 105

3 points

Answer the following questions on a separate piece of paper.

### CHAPTER 15 – Social Psychology

1. (A) What are the circumstances when our *attitudes* will have the most influence in guiding our behavior? (B) How does the *foot-in-the-door* phenomenon explain how attitudes result from behavior?
2. Describe how *normative social influence* and *informational social influence* explain why people conform.
3. Explain how *group polarization* can influence attitudes.
4. Explain how *proximity*, *attractiveness*, and *similarity* influence attraction between two people.
5. How do researchers explain the *bystander effect*?
6. Explain how the power of *cooperative activity* can make friends of former enemies?