



1 point      N. Lucas

### Chapter 15 – Social Psychology

1. (A) The *fundamental attribution error* is the tendency for people to explain others' behavior as being due to internal factors such as their personality, and explain our own behavior as due to factors in our environment. (B) Attributing the bumbling mistakes by a new cashier to his or her lack of intelligence rather than the difficulty learning how to operate the register.
2. (A) *Social facilitation* is the tendency to demonstrate a higher performance when others are present. An example would be running faster on a treadmill when someone is running on the treadmill next to you compared to when you run alone. (B) *Social facilitation* is inhibited or absent when people attempt to perform unfamiliar and difficult tasks in the presence of others. It is thought that people don't want to look like they don't know what they're doing and therefore are slower and more cautious in performing the task than they would have been if they performed it with no one around.
3. (A) *Deindividuation* is the loss of self-awareness and self-restraint occurring in group situations that foster arousal and anonymity. (B) Under the influence of deindividuation, people are typically more aroused and thus more likely to behave in ways that are more outspoken, that tend to be against the social norm, and more responsive to the group experience.