Exercise walk-through

20.1

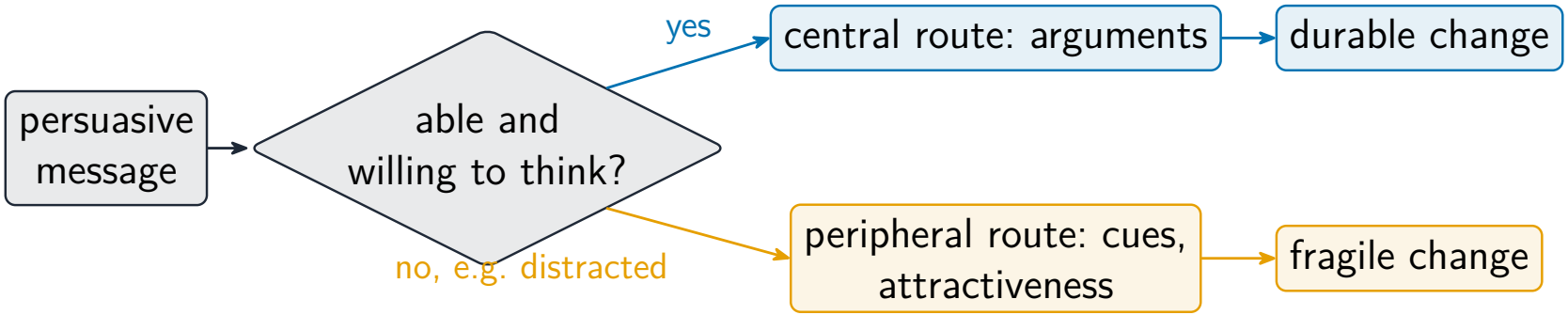
Social cognition, attribution and social influence: evidence and transfer

GRE · GRE Subject Test · GRE Psychology

Attribution

- **Fundamental attribution error** : explaining other people's behaviour too much by their character and too little by their situation.
- Actor–observer difference: we explain our own actions more by the situation.
- Self-serving bias: we credit our successes to ourselves and blame failures on circumstances.
- An action tells us most about a person when it was freely chosen and unusual for the situation.

Figure: Persuasion



- The elaboration likelihood model's two routes.
- Match each part of the diagram to the text.

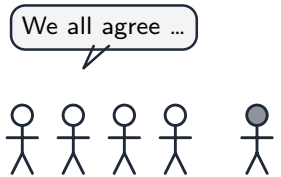
Key terms

- **attribution**: Explaining the cause of behaviour, by the person or by the situation.
- **fundamental attribution error**: Over-explaining others' behaviour by their character while neglecting the situation.
- **normative influence**: Conforming to be accepted or to avoid rejection.
- **informational influence**: Conforming because others' behaviour seems to show what is correct.

Exercise 2.1

2.1 A shopper, furious after a parking ticket, screams at a friend who tells him to calm down. Which theory best accounts for the outburst? [1]

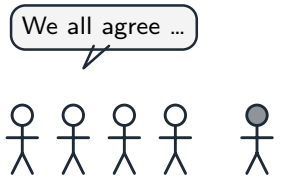
A. excitation transfer B. social identity C. correspondent inference D. distraction-conflict E. normative focus



Exercise 2.1

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A. excitation transfer B. social identity C. correspondent inference D. distraction-conflict E. normative focus



2.1 Answer: A. Residual arousal from the ticket intensifies the later anger; that is excitation transfer. The other options do not satisfy the stated defining conditions.

Exercises 2.2·2.3

2.2 Conforming to a group in order to be accepted, despite private doubt, is: [1]

A. informational influence B. normative influence C. obedience D. deindividuation E. self-verification



2.3 Revisit the worked case. State one conclusion its evidence supports and one stronger conclusion it does not support. Explain the difference. [2]



Exercises 2.2·2.3

2.2 Conforming to a group in order to be accepted, despite private doubt, is: [1]

A. informational influence B. normative influence C. obedience D. deindividuation E. self-verification



2.2 Answer: B. Acceptance-seeking conformity is normative; informational influence takes the group as evidence about reality. Compare the exact process, design or evidence, rather than an associated keyword.

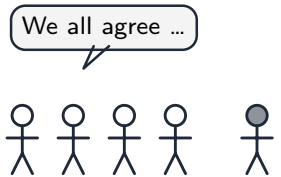
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2.3 Use the worked case evidence to support a bounded claim and explain why a causal, universal or stronger claim needs additional evidence. The claim must fit the specific design and observed process.

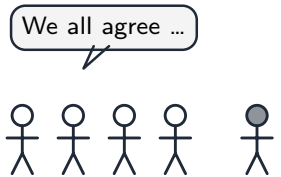
Exercise 3.1

3.1 A late student is called lazy, but the bus stopped unexpectedly. Build a better attribution and name what remains unknown. Give the interpretation, supporting reasoning, a relevant alternative or limitation, and an appropriate check. [4]



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3.1 A late student is called lazy, but the bus stopped unexpectedly. Build a better attribution and name what remains unknown. Give the interpretation, supporting reasoning, a relevant alternative or limitation, and an appropriate check. [4]



3.1 The bus interruption supplies a plausible situational cause. A single event does not establish a stable lazy trait, nor does it prove there are never dispositional contributions. Compare behaviour across occasions, constraints and available alternatives before generalizing. Explain the evidence rather than merely naming attribution bias. Award B1 each (authored) for the interpretation, its reasoning, a relevant limitation/alternative and an appropriate check, up to four points. Accept a different justified answer satisfying these demands.