Social cognition, attribution and social influence

GRE Subject Test · GRE Psychology · Vocabulary in context

Word	Example
attribution /ətrɪˈbjuːʃn/	An **attribution** explains why someone acted as they did.
normative influence /ˈnɔːmətɪv ˈɪnfluːəns/	Joining in to gain acceptance illustrates **normative influence**.
informational influence	We follow others in a new place through **informational influence**.
conformity /kənˈfɔːmɪti/	Asch's lines study tested **conformity**.
obedience /əʊˈbiːdɪəns/	Milgram studied **obedience** to authority.
cognitive dissonance /ˈkɒgnɪtɪv ˈdɪsənəns/	**Cognitive dissonance** pushes us to change a belief that clashes with our actions.
fundamental attribution error /ˌfʌndəˈmentl ətrɪˈbjuːʃn ˈerə/	Ignoring the difficult situation can lead to **fundamental attribution error**.

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