

Social Psychology
BA Final Exam Topics

1. **A definition of social psychology, historical trends and current themes in Social psychology**
2. **Person perception – first impressions and systematic processing. The Self – Self-Concept, Self-Esteem, and Self-Regulation.**
3. **Perceiving groups – the formation and functions of stereotypes, and possibilities for changing stereotypes and reducing prejudice. Social identity – the emotional, cognitive, and behavioral consequences of group membership.**
4. **Attitudes: definition, structure, function, measurement and persuasion**
5. **The relationship between attitudes and behavior**
6. **Norms and conformity: majority and minority influence Norms and behavior – norm activation, universal norms, and resistance to normative influence**
7. **Interaction and interdependence: performance in groups and leadership**
8. **Interpersonal attraction and the social psychology of close relationships**
9. **Prosocial behavior – explanations and determinants of helping, increasing helping behavior. Cooperation – social dilemmas and the factors influencing cooperation in social dilemmas**
10. **Aggressive behavior – theories explaining aggression and possibilities for reducing aggression. Conflicts – causes of conflicts and possibilities for managing them**