

Chapter 11: Social Cognition and Emotion

Social Cognition and Social Reality

social cognition
social comparison
cognitive consistency
cognitive dissonance

Attitudes

attitudes
attitude questionnaire
persuasive communications
central route to persuasion
peripheral route to persuasion
heuristics
forced compliance
favorable self-picture

Perceiving Others

traits
central trait
primacy effects
schemas
implicit theories of personality
stereotypes
illusory correlation
in-group
out-group
out-group homogeneity effect
impression management
self-handicapping
empathetic embarrassment

Attribution

causal attribution
dispositional quality
fundamental attribution error
actor-observer difference
self-serving attributional bias
above-average effect

Perceiving Oneself

foot-in-the-door technique

Culture and Social Cognition

collectivist
individualist
cross-cultural studies

Emotion

James-Lange theory of emotions
attribution of arousal theory
excitation transfer
amygdala
complex partial seizure disorder (CPSD)
universality thesis
facial feedback hypothesis
communicative displays
audience effects
basic emotions
emotion lexicons