

Chapter 12: Social Interaction

Relating to Others: One-on-One Interactions

social exchange
exchange relationships
communal relationships
reciprocity principle
door-in-the-face technique
self-disclosure
pluralistic ignorance
diffusion of responsibility
bystander effect
homogamy
matching hypothesis
romantic love
Romeo-and-Juliet effect
companionate love

Social Influence: Many-on-One Interactions

social influence
social facilitation
conformity
authoritarian personalities
social impact theory
social loafing

Leadership: One-on-Many Interactions

Crowd Behavior: Many-on Many Interactions

deindividuation
prisoner's dilemma