

ENCYCLOPEDIA OF
Social
Psychology



Roy F. Baumeister
Kathleen D. Vohs
EDITORS

2

ENCYCLOPEDIA OF
Social
Psychology

2

Roy F. Baumeister
Florida State University

Kathleen D. Vohs
University of Minnesota

EDITORS

A SAGE Reference Publication

 **SAGE Publications**
Los Angeles • London • New Delhi • Singapore

Copyright © 2007 by SAGE Publications, Inc.

All rights reserved. No part of this book may be reproduced or utilized in any form or by any means, electronic or mechanical, including photocopying, recording, or by any information storage and retrieval system, without permission in writing from the publisher.

For information:



SAGE Publications, Inc.
2455 Teller Road
Thousand Oaks, California 91320
E-mail: order@sagepub.com

SAGE Publications Ltd.
1 Oliver's Yard
55 City Road
London EC1Y 1SP
United Kingdom

SAGE Publications India Pvt. Ltd.
B 1/I 1 Mohan Cooperative Industrial Area
Mathura Road, New Delhi 110 044
India

SAGE Publications Asia-Pacific Pte. Ltd.
33 Pekin Street #02-01
Far East Square
Singapore 048763

Printed in the United States of America.

Library of Congress Cataloging-in-Publication Data

Encyclopedia of social psychology/editors, Roy F. Baumeister, Kathleen D. Vohs.
p. cm.

Includes bibliographical references and index.

ISBN 978-1-4129-1670-7 (cloth)

1. Social psychology—Encyclopedias. I. Baumeister, Roy F. II. Vohs, Kathleen D.

HM1007.E53 2007

302.03—dc22

2007014603

This book is printed on acid-free paper.

07 08 09 10 11 10 9 8 7 6 5 4 3 2 1

<i>Publisher:</i>	Rolf A. Janke
<i>Acquisitions Editor:</i>	Michael Carmichael
<i>Developmental Editors:</i>	Carole Maurer, Paul Reis
<i>Reference Systems Manager:</i>	Leticia Gutierrez
<i>Project Editor:</i>	Tracy Alpern
<i>Copy Editors:</i>	Colleen B. Brennan, Robin Gold
<i>Typesetter:</i>	C&M Digital (P) Ltd.
<i>Indexer:</i>	Julie Sherman Grayson
<i>Cover Designer:</i>	Candice Harman
<i>Marketing Manager:</i>	Carmel Withers

List of Entries

- Accessibility
- Accountability
- Achievement Motivation
- Action Identification Theory
- Actor–Observer Asymmetries
- Adaptive Unconscious
- Affect
- Affect-as-Information
- Affect Heuristic
- Affect Infusion
- Affordances
- Aggression
- Agreeableness
- Alcohol Myopia Effect
- Altruism
- Altruistic Punishment
- Ambivalence
- Anchoring and Adjustment Heuristic
- Androgyny
- Anger
- Anonymity. *See* Deindividuation
- Anticipatory Attitude Change
- Antisocial Behavior
- Anxiety
- Apparent Mental Causation
- Applied Social Psychology
- Approach–Avoidance Conflict
- Arousal
- Assimilation Processes
- Associative Networks
- Attachment Styles
- Attachment Theory
- Attention
- Attitude–Behavior Consistency
- Attitude Change
- Attitude Formation
- Attitudes
- Attitude Strength
- Attraction
- Attributional Ambiguity
- Attribution Cube. *See* Kelley’s Covariation Model
- Attributions
- Attribution Theory
- Authenticity
- Authoritarian Personality
- Authority Ranking. *See* Relational Models Theory
- Autobiographical Narratives
- Automatic Processes
- Auto-Motive Model
- Autonomy
- Availability Heuristic
- Aversive Racism
- Awe
- Babyfacedness
- Bad Is Stronger Than Good
- Balance Theory
- Barnum Effect
- Base Rate Fallacy
- Basking in Reflected Glory (BIRGing)
- Behavioral Contagion
- Behavioral Economics
- Belief Perseverance
- Beliefs
- Benevolent Sexism
- Bennington College Study
- Betrayal
- Big Five Personality Traits
- Binge Eating
- Biopsychosocial Model
- Blaming the Victim
- Bobo Doll Studies

- Bogus Pipeline
Brainstorming
Brainwashing
Broaden-and-Build Theory of Positive Emotions
Buffering Effect
Bulimia
Bullying
Bystander Effect
- Catharsis of Aggression
Central Traits Versus Peripheral Traits
Cheater-Detection Mechanism
Choking Under Pressure
Close Relationships
Cognitive Consistency
Cognitive Dissonance Theory
Cohesiveness, Group
Collective Self
Collectivistic Cultures
Commons Dilemma. *See* Social Dilemmas
Communal Relationships
Communal Sharing. *See* Relational Models Theory
Companionate Love
Compassion
Complementarity, of Relationship Partners
Compliance
Confirmation Bias
Conflict Resolution
Conformity
Consciousness
Consensus, in Attribution Theory. *See* Kelley's Covariation Model
Consistency, in Attributions. *See* Kelley's Covariation Model
Construal Level Theory. *See* Temporal Construal Theory
Consumer Behavior
Contact Hypothesis
Content Analysis
Contingencies of Self-Worth
Contingency Model of Leadership
Contrast Effects
Control
Control Condition
Controlled Processes
Control Motivation
Cooperation
- Coping
Correctness of Personality Judgments. *See* Personality Judgments, Accuracy of
Correspondence Bias
Correspondent Inference Theory
Counterfactual Thinking
Counterregulation of Eating
Creativity
Critical Social Psychology
Cross-Lagged Panel Correlation
Crowding
Cultural Animal
Cultural Differences
Culture
Culture of Honor
Curiosity
- Date Rape
Debiasing
Deception (Lying)
Deception (Methodological Technique)
Decision and Commitment in Love
Decision Making
Decision Model of Helping
Defensive Attribution
Defensive Pessimism
Deindividuation
Delay of Gratification
Demand Characteristics
Dependence Regulation
Depression
Depressive Realism
Deviance
Diagnosticity
Diffusion of Responsibility
Dilution Effect
Discontinuity Effect
Discounting, in Attribution
Discourse Analysis. *See* Discursive Psychology
Discrimination
Discursive Psychology
Disgust
Displaced Aggression
Distinctiveness, in Attribution
Distributive Justice
Dominance, Evolutionary
Door-in-the-Face Technique

-
- Downward Comparison. *See* Downward Social Comparison
- Downward Social Comparison
- Drive Theory
- Dual Attitudes
- Dual Process Theories
- Dynamical Systems Theory
- Ecological Rationality
- Ecological Validity
- Effort Justification
- Egocentric Bias
- Ego Depletion
- Ego Shock
- Elaboration Likelihood Model
- Elevation
- Embarrassment
- Emotion
- Emotional Contagion
- Emotional Intelligence
- Empathic Accuracy
- Empathy
- Empathy–Altruism Hypothesis
- Encoding
- Endowment Effect. *See* Mere Ownership Effect
- Entitativity
- Environmental Psychology
- Envy
- Equality Matching. *See* Relational Models Theory
- Equity Theory
- Erotic Plasticity
- Error Management Theory
- Escape Theory
- Ethnocentrism
- Ethology
- Evolutionary Psychology
- Exchange Relationships
- Excitation-Transfer Theory
- Excuse
- Executive Function of Self
- Exemplification
- Expectancy Effects
- Expectations
- Experimental Condition
- Experimental Realism
- Experimentation
- Experimenter Effects
- Expertise
- Extraversion
- Extrinsic Motivation
- Eyewitness Testimony, Accuracy of
- Facial Expression of Emotion
- Facial-Feedback Hypothesis
- False Consciousness
- False Consensus Effect
- False Uniqueness Bias
- Falsification
- Fast and Frugal Heuristics
- Fear Appeals
- Feedback Loop
- Fight-or-Flight Response
- Focalism
- Foot-in-the-Door Technique
- Forced Compliance Technique
- Forensic Psychology
- Forewarning
- Forgiveness
- Free Will, Study of
- Frustration–Aggression Hypothesis
- Fundamental Attribution Error
- Gain–Loss Framing
- Gambler’s Fallacy
- Gender Differences
- Genetic Influences on Social Behavior
- Goals
- Gossip
- Gratitude
- Grim Necessities
- GRIT Tension Reduction Strategy
- Group Cohesiveness
- Group Decision Making
- Group Dynamics
- Group Identity
- Group Performance and Productivity
- Group Polarization
- Groups, Characteristics of
- Groupthink
- Guilt
- Guilty Pleasures
- Habits
- Halo Effect

- Happiness
- Hardiness
- Health Psychology
- Hedonic Treadmill
- Helping Behavior
- Helplessness, Learned
- Heuristic Processing
- Heuristic-Systematic Model of Persuasion
- Hindsight Bias
- History of Social Psychology
- Home-Field Advantage and Disadvantage
- Hope
- Hormones and Behavior
- Hostile Attribution Bias
- Hostile Masculinity Syndrome
- Hostile Media Bias
- Hot Hand Effect
- Hyperbolic Discounting

- Identity Crisis
- Identity Status
- Ideology
- Illusion of Control
- Illusion of Transparency
- Illusory Correlation
- Implementation Intentions
- Implicit Association Test
- Implicit Attitudes
- Implicit Personality Theory
- Impression Management
- Independence of Positive and Negative Affect
- Independent Self-Construals
- Individual Differences
- Inference
- Influence
- Informational Influence
- Ingratiation
- Ingratiation's Dilemma
- Ingroup-Outgroup Bias
- Inoculation Theory
- Integrative Complexity
- Interdependence Theory
- Interdependent Self-Construals
- Intergroup Anxiety
- Intergroup Emotions
- Intergroup Relations
- Interpersonal Attraction Processes. *See* Attraction
- Interpersonal Cognition
- Intimacy
- Intimate Partner Violence
- Intimidation. *See* Self-Presentation
- Intrinsic Motivation
- Introspection
- Introversion
- Ironic Processes

- Jealousy
- Jigsaw Classroom
- Justice Motive
- Just-World Hypothesis

- Kelley's Covariation Model
- Kin Selection

- Law of Small Numbers
- Lay Epistemics
- Leadership
- Learned Helplessness
- Learning Theory
- LISREL
- Locus of Control
- Logical Positivism
- Loneliness
- Looking-Glass Self
- Loss Aversion
- Lost Letter Technique
- Love
- Lowballing

- Marital Satisfaction
- Market Pricing. *See* Relational Models Theory
- Masculinity/Femininity
- Matching Hypothesis
- Meaning Maintenance Model
- Media Violence and Aggression
- Memory
- Mental Accounting
- Mental Control
- Mere Exposure Effect
- Mere Ownership Effect
- Meta-Analysis
- Meta-Awareness
- Metacognition
- Metatraits

-
- Milgram's Obedience to Authority Studies
Mimicry
Mindfulness and Mindlessness
Mind-Wandering
Minimal Group Paradigm
Minority Social Influence
Misattribution of Arousal
Modeling of Behavior
MODE Model
Modern Racism. *See* Symbolic Racism
Moral Cognitions. *See* Moral Reasoning
Moral Development
Moral Emotions
Moral Hypocrisy
Moral Reasoning
Mortality Salience
Motivated Cognition
Motivated Reasoning
MUM Effect
Mundane Realism
- Naive Cynicism
Naive Realism
Name Letter Effect
Narcissism
Narcissistic Entitlement
Narcissistic Reactance Theory of Sexual Coercion
Need for Affiliation
Need for Closure
Need for Cognition
Need for Power
Need to Belong
Negative-State Relief Model
Neuroticism
Nonconscious Emotion
Nonconscious Processes
Nonexperimental Designs
Nonverbal Cues and Communication
Normative Influence
Norms, Prescriptive and Descriptive
- Objectification Theory
Omission Neglect
Operationalization
Opponent Process Theory of Emotions
Optimal Distinctiveness Theory
Order Effects
- Organizational Behavior
Ostracism
Other-Total Ratio
Outgroup Homogeneity
Overconfidence
Overjustification Effect
- Path Analysis
Peace Psychology
Personalities and Behavior Patterns,
 Type A and Type B
Personality and Social Behavior
Personality Judgments, Accuracy of
Personal Space
Person Perception
Person-Positivity Heuristic
Persuasion
Phenomenal Self
Placebo Effect
Planned Behavior Theory. *See* Theory of
 Planned Behavior
Planning Fallacy
Pluralistic Ignorance
Polarization Processes
Political Psychology
Pornography
Positive Affect
Positive Illusions
Positive-Negative Asymmetry
Positive Psychology
Power
Power Motive
Preference Reversals
Prejudice
Prejudice Reduction
Primacy Effect, Attribution
Primacy Effect, Memory
Priming
Prisoner's Dilemma
Procedural Justice
Procrastination
Projection
Propinquity
Prosocial Behavior
Prospect Theory
Prototypes
Psychological Entitlement

- Psychology of Terrorism. *See* Terrorism,
- Psychology of
- Public Goods Dilemma
- Quasi-Experimental Designs
- Racial Resentment. *See* Symbolic Racism
- Racism
- Rape
- Reactance
- Realistic Group Conflict Theory
- Reasoned Action Theory
- Recency Effect
- Reciprocal Altruism
- Reciprocity Norm
- Reductionism
- Reference Group
- Regret
- Regulatory Focus Theory
- Rejection
- Rejection Sensitivity
- Relational Models Theory
- Relationship Violence. *See* Intimate Partner Violence
- Religion and Spirituality
- Representativeness Heuristic
- Research Methods
- Resisting Persuasion
- Responsibility Attribution
- Ringelmann Effect
- Risk Appraisal
- Risk Taking
- Risky Shift
- Robbers Cave Experiment
- Roles and Role Theory
- Romantic Love
- Romantic Secrecy
- Rosenthal Effect. *See* Experimenter Effects
- Rubicon Model of Action Phases
- Rumor Transmission
- Salience
- Satisficing
- Scapegoat Theory
- Scarcity Principle
- Schemas
- Scripts
- Search for Meaning in Life
- Self
- Self-Affirmation Theory
- Self-Attribution Process
- Self-Awareness
- Self-Categorization Theory
- Self-Complexity
- Self-Concept
- Self-Concept Clarity
- Self-Control Measures
- Self-Deception
- Self-Defeating Behavior
- Self-Determination Theory
- Self-Disclosure
- Self-Discrepancy Theory
- Self-Efficacy
- Self-Enhancement
- Self-Esteem
- Self-Esteem Stability
- Self-Evaluation Maintenance
- Self-Expansion Theory
- Self-Fulfilling Prophecy
- Self-Handicapping
- Self-Monitoring
- Self-Perception Theory
- Self-Presentation
- Self-Promotion
- Self-Reference Effect
- Self-Regulation
- Self-Reports
- Self-Schemas. *See* Schemas
- Self-Serving Bias
- Self-Stereotyping
- Self-Verification Theory
- Semantic Differential
- Sensation Seeking
- Sequential Choice
- Sex Drive
- Sexism
- Sex Roles
- Sexual Desire
- Sexual Economics Theory
- Sexual Harassment
- Sexual Selection
- Sexual Strategies Theory
- Shame
- Shifting Standards
- Shyness
- Similarity-Attraction Effect
- Simulation Heuristic

- Simultaneous Choice
Sleeper Effect
Social Anxiety
Social Categorization
Social Cognition
Social Cognitive Neuroscience
Social Comparison
Social Compensation
Social Desirability Bias
Social Dilemmas
Social Dominance Orientation
Social Exchange Theory
Social Exclusion
Social Facilitation
Social Identity Theory
Social Impact Theory
Social Influence. *See* Influence
Social Justice Orientation
Social Learning
Social Loafing
Social Neuroscience
Social Power
Social Projection
Social Psychophysiology
Social Relations Model
Social Support
Social Trap. *See* Social Dilemmas
Social Value Orientation
Sociobiological Theory
Sociobiology
Socioeconomic Status
Sociological Social Psychology
Sociometric Status
Spontaneous Trait Inferences
Spotlight Effect
Spreading of Alternatives
Stanford Prison Experiment
Stealing Thunder
Stereotypes and Stereotyping
Stereotype Threat
Sternberg's Triangular Theory of Love.
 See Triangular Theory of Love
Stigma
Stress and Coping
Stress Appraisal Theory (Primary and Secondary
 Appraisal)
Structural Equation Modeling
Subliminal Perception
Subtyping
Suicide
Sunk Cost
Supplication
Surprise
Symbolic Interactionism
Symbolic Racism
Symbolic Self-Completion
System Justification
Systems Theory. *See* Dynamical Systems Theory
Teasing
Temporal Construal Theory
Tend-and-Befriend Response
Territoriality
Terrorism, Psychology of
Terror Management Theory
Testosterone
Thematic Apperception Test
Theory of Mind
Theory of Planned Behavior
Thin Slices of Behavior
Threatened Egotism Theory of Aggression
Three-Dimensional Model of Attribution
Token Effects
Traits
Transactive Memory
Triangular Theory of Love
Trust
Twin Studies
Type A Personality. *See* Personalities and
 Behavior Patterns, Type A and Type B
Type B Personality. *See* Personalities and
 Behavior Patterns, Type A and Type B
Uniqueness
Unrequited Love
Urban Myth. *See* Rumor Transmission
Validity of Personality Judgments. *See* Personality
 Judgments, Accuracy of
Value Pluralism Model
Value Priorities
Values
Visceral Influences
Volunteerism
Zeal

Reader's Guide

This Reader's Guide performs two functions within the encyclopedia. One, the headings alone describe, at a broad level, the kinds of topics covered in the field of social psychology. Looking at the overarching categories, one can see that social psychology studies cognition (thought) and action, helpful and hurtful behaviors, emotions and decisions, culture and evolution, the self and social relationships, as well as health and problematic behaviors. That's quite a range of topics! The second purpose of the Reader's Guide is related to the first in that it helps readers who are already interested in a topic find new topics that may be of interest. In this way, the Reader's Guide provides links among topics. Either way it is used, we hope that you find yourself reading entries from all of the general categories, given the wealth of interesting and important information to learn here.

Action Control

Action Identification Theory
Adaptive Unconscious
Apparent Mental Causation
Approach-Avoidance Conflict
Authenticity
Auto-Motive Model
Autonomy
Behavioral Contagion
Choking Under Pressure
Control
Controlled Processes
Decision Making
Delay of Gratification
Drive Theory
Ego Depletion
Excitation-Transfer Theory
Extrinsic Motivation
Feedback Loop
Free Will, Study of
Goals
Grim Necessities
Guilty Pleasures
Habits
Helplessness, Learned
Home-Field Advantage and Disadvantage

Hormones and Behavior
Implementation Intentions
Intrinsic Motivation
Ironic Processes
Learned Helplessness
Learning Theory
Locus of Control
Mental Control
Meta-Awareness
Mindfulness and Mindlessness
Modeling of Behavior
Nonconscious Processes
Overjustification Effect
Procrastination
Reasoned Action Theory
Regulatory Focus Theory
Risk Taking
Rubicon Model of Action Phases
Scripts
Self-Awareness
Self-Control Measures
Self-Defeating Behavior
Self-Determination Theory
Self-Discrepancy Theory
Self-Efficacy
Self-Handicapping
Self-Regulation

Social Facilitation
 Social Learning
 Social Loafing
 Stereotype Threat
 Stress Appraisal Theory (Primary and Secondary Appraisal)
 Temporal Construal Theory
 Theory of Planned Behavior
 Zeal

Antisocial Behaviors

Aggression
 Antisocial Behavior
 Aversive Racism
 Betrayal
 Bobo Doll Studies
 Bullying
 Catharsis of Aggression
 Cheater-Detection Mechanism
 Conflict Resolution
 Date Rape
 Deception (Lying)
 Displaced Aggression
 Frustration–Aggression Hypothesis
 GRIT Tension Reduction Strategy
 Hostile Masculinity Syndrome
 Intimate Partner Violence
 Media Violence and Aggression
 Milgram's Obedience to Authority Studies
 Moral Hypocrisy
 Narcissistic Reactance
 Theory of Sexual Coercion
 Ostracism
 Rape
 Rejection
 Sexual Harassment
 Social Exclusion
 Stanford Prison Experiment
 Terrorism, Psychology of
 Threatened Egotism Theory of Aggression

Attitude

Anticipatory Attitude Change
 Attitude–Behavior Consistency
 Attitude Change

Attitude Formation
 Attitudes
 Attitude Strength
 Balance Theory
 Beliefs
 Brainwashing
 Cognitive Consistency
 Cognitive Dissonance Theory
 Dual Attitudes
 Effort Justification
 Elaboration Likelihood Model
 Forced Compliance Technique
 Forewarning
 Heuristic-Systematic Model of Persuasion
 Implicit Attitudes
 MODE Model
 Motivated Reasoning
 Polarization Processes
 Satisficing
 Theory of Planned Behavior
 Values

Culture

Collective Self
 Collectivistic Cultures
 Cultural Animal
 Cultural Differences
 Culture
 Culture of Honor
 Erotic Plasticity
 Ethnocentrism
 Ideology
 Independent Self-Construals
 Interdependent Self-Construals
 Moral Development
 Mortality Salience
 Objectification Theory
 Pornography
 Relational Models Theory
 Sexual Economics Theory
 Terror Management Theory

Emotions

Affect
 Affect-as-Information

Affect Heuristic
Affect Infusion
Ambivalence
Anger
Anxiety
Arousal
Awe
Broaden-and-Build Theory of Positive Affect
Buffering Effect
Companionate Love
Decision and Commitment in Love
Disgust
Elevation
Embarrassment
Emotion
Emotional Contagion
Emotional Intelligence
Empathy
Envy
Facial Expression of Emotion
Facial-Feedback Hypothesis
Fear Appeals
Forgiveness
Gratitude
Guilt
Happiness
Hedonic Treadmill
Hope
Independence of Positive and Negative Affect
Intergroup Anxiety
Intergroup Emotions
Jealousy
Loneliness
Love
Mere Exposure Effect
Moral Emotions
Nonconscious Emotion
Opponent Process Theory of Emotions
Positive Affect
Regret
Romantic Love
Shame
Social Anxiety
Stress and Coping
Surprise
Unrequited Love
Visceral Influences

Evolution

Affordances
Cheater-Detection Mechanism
Cultural Animal
Dominance, Evolutionary
Ecological Rationality
Error Management Theory
Ethology
Evolutionary Psychology
Fight-or-Flight Response
Genetic Influences on Social Behavior
Kin Selection
Sexual Selection
Sexual Strategies Theory
Sociobiological Theory
Sociobiology

Groups

Brainstorming
Bystander Effect
Close Relationships
Cohesiveness, Group
Collective Self
Communal Relationships
Conformity
Contact Hypothesis
Contingency Model of Leadership
Crowding
Deindividuation
Deviance
Diffusion of Responsibility
Discontinuity Effect
Distributive Justice
Entitativity
Gossip
Group Cohesiveness
Group Decision Making
Group Dynamics
Group Identity
Group Performance and Group Productivity
Group Polarization
Groups, Characteristics of
Groupthink
Ingroup-Outgroup Bias
Intergroup Anxiety

Intergroup Emotions
Intergroup Relations
Jigsaw Classroom
Leadership
Minimal Group Paradigm
Minority Social Influence
Optimal Distinctiveness Theory
Organizational Behavior
Other–Total Ratio
Outgroup Homogeneity
Polarization Processes
Power
Procedural Justice
Realistic Group Conflict Theory
Ringelmann Effect
Risky Shift
Robbers Cave Experiment
Roles and Role Theory
Rumor Transmission
Scapegoat Theory
Self-Categorization Theory
Self-Stereotyping
Sex Roles
Social Compensation
Social Dominance Orientation
Social Identity Theory
Social Impact Theory
Social Justice Orientation
Social Loafing
Social Power
Socioeconomic Status
Subtyping
System Justification
Territoriality
Token Effects

Health

Binge Eating
Biopsychosocial Model
Buffering Effect
Bulimia
Coping
Depression
Hardiness
Health Psychology
Sexual Desire

Social Neuroscience
Social Psychophysiology
Stress and Coping
Tend-and-Befriend Response
Testosterone

History

Bennington College Study
Bobo Doll Studies
History of Social Psychology
Logical Positivism
Reductionism
Robbers Cave Experiment
Stanford Prison Experiment
Thematic Apperception Test

Influence

Compliance
Conformity
Debiasing
Door-in-the-Face Technique
Fear Appeals
Foot-in-the-Door Technique
Forced Compliance
Forewarning
Heuristic-Systematic
Model of Persuasion
Influence
Informational Influence
Ingratiation
Ingratiation's Dilemma
Inoculation Theory
Mere Exposure Effect
Milgram's Obedience to Authority Studies
Minority Social Influence
Normative Influence
Norms, Prescriptive and Descriptive
Persuasion
Reactance
Reciprocity Norm
Reference Group
Resisting Persuasion
Scarcity Principle
Self-Fulfilling Prophecy
Sleeper Effect

Social Power
Stealing Thunder
Supplication

Interpersonal Relationships

Attachment Theory
Betrayal
Close Relationships
Communal Relationships
Companionate Love
Complementarity, of Relationship Partners
Decision and Commitment in Love
Dependence Regulation
Empathic Accuracy
Equity Theory
Exchange Relationships
Forgiveness
Gossip
Interdependence Theory
Interpersonal Cognition
Intimacy
Intimate Partner Violence
Loneliness
Love
Marital Satisfaction
Matching Hypothesis
Mimicry
Need to Belong
Nonverbal Cues and
 Communication
Ostracism
Pornography
Propinquity
Rejection
Romantic Love
Romantic Secrecy
Self-Disclosure
Self-Evaluation Maintenance
Self-Expansion Theory
Self-Fulfilling Prophecy
Sex Drive
Sexual Desire
Sexual Economics Theory
Similarity-Attraction Effect
Social Exchange Theory
Social Exclusion

Social Support
Social Value Orientation
Teasing
Transactive Memory
Triangular Theory of Love
Trust
Unrequited Love

Judgment and Decision Making

Behavioral Economics
Decision Making
Fast and Frugal Heuristics
Free Will, Study of
Grim Necessities
Group Decision Making
Group Polarization
Hindsight Bias
Hot Hand Effect
Hyperbolic Discounting
Illusion of Transparency
Illusory Correlation
Ingroup-Outgroup Bias
Integrative Complexity
Law of Small Numbers
Loss Aversion
Mental Accounting
Mere Ownership Effect
Naive Cynicism
Naive Realism
Omission Neglect
Overconfidence
Planning Fallacy
Pluralistic Ignorance
Preference Reversals
Prisoner's Dilemma
Prospect Theory
Public Goods Dilemma
Recency Effect
Representativeness Heuristic
Risk Taking
Risky Shift
Satisficing
Sequential Choice
Simulation Heuristic
Simultaneous Choice
Social Dilemmas

Spreading of Alternatives
Sunk Cost
Visceral Influences

Methods

Autobiographical Narratives
Behavioral Economics
Bennington College Study
Big Five Personality Traits
Bobo Doll Studies
Bogus Pipeline
Content Analysis
Control Condition
Critical Social Psychology
Cross-Lagged Panel Correlation
Deception (Methodological Technique)
Demand Characteristics
Discursive Psychology
Dynamical Systems Theory
Ecological Validity
Ethnocentrism
Experimental Condition
Experimental Realism
Experimentation
Experimenter Effects
Falsification
Forced Compliance Technique
Identity Status
Implicit Association Test
Individual Differences
LISREL
Logical Positivism
Lost Letter Technique
Meta-Analysis
Mundane Realism
Nonexperimental Designs
Operationalization
Order Effects
Path Analysis
Placebo Effect
Quasi-Experimental Designs
Reductionism
Research Methods
Self-Reports
Semantic Differential
Social Desirability Bias

Social Relations Model
Sociometric Status
Structural Equation Modeling
Thematic Apperception Test
Twin Studies

Personality

Achievement Motivation
Agreeableness
Androgyny
Attachment Styles
Authoritarian Personality
Babyfacedness
Big Five Personality Traits
Central Traits Versus
 Peripheral Traits
Control Motivation
Curiosity
Defensive Pessimism
Depression
Expertise
Extraversion
Gender Differences
Genetic Influences on Social Behavior
Hardiness
Hostile Masculinity Syndrome
Identity Status
Implicit Personality Theory
Individual Differences
Introversion
Locus of Control
Masculinity/Femininity
Metatraits
Narcissism
Narcissistic Entitlement
Need for Affiliation
Need for Closure
Need for Cognition
Need for Power
Neuroticism
Personalities and Behavior Patterns,
 Type A and Type B
Personality and Social Behavior
Power Motive
Rejection Sensitivity
Self-Complexity

Self-Concept Clarity
Self-Control Measures
Self-Esteem
Self-Esteem Stability
Self-Monitoring
Sensation Seeking
Sex Drive
Sex Roles
Shyness
Social Desirability Bias
Testosterone
Thematic Apperception Test
Traits
Uniqueness

Prejudice

Aversive Racism
Benevolent Sexism
Contact Hypothesis
Discrimination
Jigsaw Classroom
Prejudice
Prejudice Reduction
Racism
Scapegoat Theory
Sexism
Stereotypes and Stereotyping
Stereotype Threat
Stigma
Symbolic Racism

Problem Behaviors

Binge Eating
Bulimia
Bullying
Coping
Counterregulation of Eating
Date Rape
Deception (Lying)
Depression
Narcissistic Reactance
Theory of Sexual Coercion
Objectification Theory
Rape
Self-Defeating Behavior

Self-Handicapping
Shyness
Social Loafing
Suicide

Prosocial Behaviors

Altruism
Altruistic Punishment
Attraction
Bystander Effect
Compassion
Cooperation
Decision Model of Helping
Distributive Justice
Empathic Accuracy
Empathy
Empathy–Altruism Hypothesis
Gratitude
GRIT Tension Reduction Strategy
Helping Behavior
Negative-State Relief Model
Positive Psychology
Prisoner's Dilemma
Prosocial Behavior
Public Goods Dilemma
Reciprocal Altruism
Religion and Spirituality
Search for Meaning in Life
Volunteerism

Self

Actor–Observer Asymmetries
Apparent Mental Causation
Barnum Effect
Basking in Reflected Glory (BIRGing)
Brainwashing
Close Relationships
Collective Self
Contingencies of Self-Worth
Deindividuation
Downward Social Comparison
Egocentric Bias
Ego Shock
Escape Theory
Executive Function of Self