Note: For theories you should know their basic components and how the theory works. For theoretical concepts and processes you should understand how they work. For theories, concepts, and processes you should be able to recognize their effects in examples.

Chap. 11: Close Relationships: Interpersonal Attraction and Intimacy

Chap. 12: Aggression and Conflict
General definition of “aggression,” and instrumental vs hostile aggression. Setup, findings, and interpretation of Zimbardo’s “mock prison” study, Sherif’s “summer camp” study, and Bandura’s studies of aggression. Effects of differentiation and reflexivity in aggressive reactions. Models of conflict development and techniques for reducing levels of competition and conflict. Differences in the social definition of “rape” (Box, p.385, know approximate percentages). Findings on family violence (Box, p.372-373). Terms: catharsis, coalition.

Chap. 13: Social Power: Behavior and Attitude Change
General definition of power, and exchange theory definition of power and dependence (lectures). Differences between balanced and imbalanced power relations (lectures). Importance of controlling valued resources in power. French’s “power resources.” Power/influence techniques: foot-in-the-door, door-in-the-face, low-ball, that’s not all. High-power vs low-power members’ use of power strategies. Main findings of effects of “fear appeals” on attitude and/or behavior change. Factors affecting the credibility of a communicator.

Chap. 15: Deviance and Stigmatism
Absolutist vs culturally relative view of deviance. Theories: labeling, social control, differential association, conflict. Nature and function of “accounts” (e.g., excuses vs justifications vs concessions vs refusals). Terms: stigmatization, impairment vs disability vs handicap, white-collar crime, status offense, covering vs passing, neutralization techniques, primary vs secondary deviance, face-work, medicalization of deviance.