

Key Terms

Aversive racism is simultaneously holding egalitarian values and negative feelings toward minorities (p. 403).

Example: Allen, an Asian American, believes that African Americans should hold executive positions in the company he works for, as do the whites, but feels uncomfortable in meetings with African American executives.

Categorization is the natural tendency of humans to sort objects into groups (p. 404).

Example: Sorting dogs into breeds or trees into deciduous and evergreen.

Competition is a situation in which people can attain their goals only if others do not (p. 413).

Example: Sporting events; the goal is for one team to win. In order for this to happen, the other team must lose.

Confirmation bias is the tendency to focus more on evidence that supports one's expectations than on evidence that contradicts them (p. 423).

Example: Convinced her roommate dislikes her Holly notices when the roommate leaves for class without saying goodbye or leaves her things around the room, but does not focus on when the roommate invites her out for coffee or gets notes for her when she misses class.

Contact hypothesis is regular interaction between members of different groups reduces prejudice, providing that it occurs under favorable conditions (p. 416).

Example: Integrating people from different groups in class.

Cooperation is a situation in which people must work together with others to help all achieve their goals (p. 413).

Example: A team at an ad agency must work together to put together a campaign for a client.

Discontinuity effect occurs when groups are more extreme, and often more hostile, than individuals (p. 414).

Example: Crowds at a sporting event are more likely to begin taunting players than individuals watching the game.

Discrimination is unequal treatment of different people based on the groups or categories to which they belong (p. 403).

Example: When they apply for a job at the grocery store, making men stockers and women checkers.

Homophobia is excessive fear of homosexuals or homosexual behavior (p. 409).

Example: Joe refuses to drive a certain type of car because he thinks it makes him look gay.

Ingroup favoritism is preferential treatment of, or more favorable attitudes toward, people in one's own group (p. 412).

Example: A business owner gives preferential treatment to his male customers but not his female customers.

Ingroup members are people who belong to the same group or category as we do (p. 404).

Example: Cat owners consider other cat owners ingroup members. New York Yankee fans would consider other New York Yankee fans ingroup members.

Jigsaw classroom is a cooperative learning technique for feelings of prejudice (p. 428).

Example: In learning groups students learn about Mars or Venus or Mercury or Jupiter. Once they learn about their planet they form groups with an expert from each of the learning groups and learn about the other planets.

Lexical decision task is deciding as quickly as possible whether a string of letters is a real word or not (p. 422).

Example: Deciding whether rhyme or shalk are words.

Minimal group effect occurs when people show favoritism toward ingroup members even when group membership is randomly determined (p. 412).

Example: When students are placed in dorms at random the members still show favoritism toward their own dorm mates.

Outgroup homogeneity bias is the assumption that outgroup members are more similar to one another than ingroup members are to one another (p. 405).

Example: A dog owner describes all the different kinds of dog owners, but believes all cat owners are mostly the same.

Outgroup members are people who belong to a different group or category than we do (p. 404).

Example: Cat owners would consider dog owners outgroup members. New York Yankee fans would consider Chicago Cub fans outgroup members.

Prejudice is a negative feeling toward an individual based solely on his or her membership in a particular group (p. 403).

Example: Negative feeling toward an African American man simply because he's an African American.

Racism is prejudiced attitudes toward a particular race (p. 403).

Example: All Hispanics are lazy. White people can't dance.

Realistic conflict theory occurs when competition over scarce resources leads to intergroup hostility and conflict (p. 413).

Example: Two gangs fight over the drug proceeds from an area of their territory.

Saliency is being obvious or standing out (p. 421).

Example: With a group of 5 Hispanic women friends, Julia, an African American woman is aware of being an African American, not of being a woman. Her race is salient in this instance.

Scapegoat theory is blaming problems and misfortunes on outgroups contributes to negative attitudes toward these groups (p. 421).

Example: A KKK member blames Jews for a recent economic downturn.

Self-defeating prophecy is a prediction that ensures, by the behavior it generates, that it will not come true (p. 431).

Example: With a big belly and a white beard, Joe looks like Santa. Because of the expectations he will be jolly he shows his annoyance by responding with bah-humbug to any holiday greetings.

Self-fulfilling prophecy is a prediction that ensures, by the behavior it generates that it will come true (p. 430).

Example: Believing her neighbor doesn't like her, Judy is unfriendly toward the neighbor. Fairly soon the neighbor indeed doesn't like her.

Self-serving bias is the tendency for people to take credit for success but refuse to blame for problems and failures (p. 421).

Example: When she gets an A Jody says it is because of her abilities, but when she fails a test it is because of the teacher.

Social categorization is the process of sorting people into groups on the basis of characteristics they have in common. (e.g. race, gender, age, religion, sexual orientation) (p. 404).

Example: Women fear that they will perform lower on math tests than men because of the common belief that men perform better than women on tests of math ability.

Stereotype threat is the fear that one might confirm the stereotypes that others hold (p. 434).

Example: Afraid to be judged to throw badly because she's a girl, Alyssa throws badly in a neighborhood baseball game.

Stereotypes are beliefs that associate groups of people with certain traits (p. 403).

Example: All BMW owners are stuck-up. Saturn owners are friendly.

Stigma by association is the rejection of those who associate with stigmatized others (p. 408).

Example: Ten-year-old Jake is friends with Alan who was scarred in a fire when he was younger. Jake's classmates reject Jake as well as Alan.

Stigmas are characteristics of individuals that are considered socially unacceptable (e.g. being overweight, mentally ill, sick, poor, or physically scarred) (p. 409).

Subtypes are categories that people use for individuals who do not fit a general stereotype (p. 403).

Example: A smart, successful African American male college student does not fit with some stereotypes of young African American men as troublemakers.

Superordinate goals are goals that can be achieved only by cooperating and working with others (p. 413).

Example: Only by working together can a small town build a playground for the town children.