

Groupthink	Self-Fulfilling Prophecy	Fundamental Attribution Error	Dispositional Attribution	Deindividuation
Conformity	Superordinate Goals	Just-World Phenomenon	Belief Perseverance	Obedience
Social Facilitation	Altruism	FREE	Stereotype	Mere Exposure Effect
Cognitive Dissonance	Diffusion of Responsibility	Door-in-the-Face	Group Polarization	Locus of Control
Situational Attribution	Foot-in-the-Door	Social Loafing	Self-Serving Bias	In-Group Bias

Four in a Row: four across, down, or diagonal wins; FREE counts for both. · Fox: shade 4 + 3 + 2. · witsooth.com

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WITTY — *two games, one board*

Unit 4A · Social Psychology · Two players · Four games of Four in a Row, or two games of Fox

THE DRAW — BOTH GAMES

Shuffle the 24 definition cards into one deck, face down. On your turn, draw three and read them.

Play one by matching it to a term on the board and say the term out loud. The card you played goes to the discard pile. The other two go to the bottom of the deck.

If you can match, you must. If none of your three cards match, put all three on the bottom, draw three, and your turn ends.

GAME ONE

FOUR IN A ROW

Fold the sheet, lay it flat between you, and play on the top face. Each player needs a different colored pencil.

YOUR TURN

Mark the square you matched. That square is yours.

WINNING

Four squares in a row — across, down, or diagonal. The FREE square counts toward both players' lines.

Board full with no line: draw.

Call it out: **"Witty!"**

FOUR TO A SHEET

Fold, play the top face, then turn to the next face. Four faces, four games, two layouts.

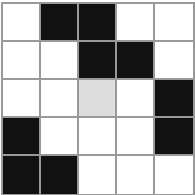
GAME TWO

FOX

Each player needs a sheet of their own. Fold it and stand the top half up so it faces you and hides the bottom half.

SETUP

On your bottom grid, shade three shapes: one of **4** squares, one of **3**, one of **2**. Each shape's squares must touch edge to edge. Shapes may not overlap and may not use FREE.



One way to place 4, 3, and 2.
Any shape works as long as the squares connect edge to edge.

YOUR TURN

The term you matched is your guess. Your opponent says **hit** or **miss**. Mark it on your standing grid.

A hit earns a free guess at any square touching it, no card needed. Keep going while you keep hitting.

Say **"Found!"** when you have found a whole shape.

WINNING

Find all three shapes. Two games to a sheet, one on each side.

CHALLENGE — BOTH GAMES

Either player, any time, before the next cards are drawn. Turn this sheet over and look it up. **Wrong claim:** cross out your mark, the guess does not count, and you lose your next turn. **Wrong challenge:** you lose your next turn.

Teacher note. Print the board sheet double-sided and fold it in the middle — never cut it, Fox needs the standing half. Every card in a deck carries the same number on its back. Print at 100%, not "fit to page."

ANSWER KEY — *Social Psychology*

Unit 4A · 24 terms · Alphabetical

Altruism

Helping others at a cost to yourself without expecting any reward.

Belief Perseverance

Clinging to an idea even after evidence shows it is false.

Cognitive Dissonance

Mental discomfort when actions and attitudes conflict, pushing you to change one.

Conformity

Adjusting your behavior to match unspoken group norms.

Deindividuation

Loss of self-awareness and restraint when anonymous in a crowd.

Diffusion of Responsibility

Sense of personal accountability shrinks because it is shared among everyone present.

Dispositional Attribution

Explaining behavior by a person's internal qualities, such as intelligence or personality.

Door-in-the-Face

Following a refused big request with a smaller one that people accept.

Foot-in-the-Door

Winning agreement to a big request by first getting a small one.

Fundamental Attribution Error

Overrating personality and underrating circumstances when explaining other people's behavior.

Group Polarization

Discussion among like-minded people pushes shared leanings to a more extreme position.

Groupthink

Wish for harmony in a cohesive team overrides realistic appraisal of options.

In-Group Bias

Favoring people in your own social circle over outsiders.

Just-World Phenomenon

Assuming people get what they deserve, so victims are blamed.

Locus of Control

Belief that your outcomes stem from your own actions or outside forces.

Mere Exposure Effect

Liking something more simply because you have encountered it repeatedly.

Obedience

Complying with commands from an authority figure.

Self-Fulfilling Prophecy

Acting on an expectation in ways that cause others to confirm it.

Self-Serving Bias

Crediting your own successes to skill but blaming failures on circumstances.

Situational Attribution

Explaining behavior by outside circumstances rather than inner qualities.

Social Facilitation

Improved performance on well-learned tasks in front of an audience.

Social Loafing

Putting in less effort on a shared task than when working alone.

Stereotype

Generalized belief about a group that cuts mental effort in judging people.

Superordinate Goals

Shared objectives that unite rival groups and reduce hostility between them.

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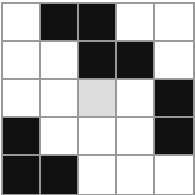
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Four in a Row: four across, down, or diagonal wins; FREE counts for both. · Fox: shade 4 + 3 + 2. · witsooth.com

fold here — never cut

Groupthink	Altruism	Fundamental Attribution Error	Belief Perseverance	Self-Serving Bias
Conformity	Obedience	Mere Exposure Effect	In-Group Bias	Group Polarization
Stereotype	Self-Fulfilling Prophecy	FREE	Superordinate Goals	Cognitive Dissonance
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Unit 4A · Social Psychology · Two players · Four games of Four in a Row, or two games of Fox

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GAME ONE

FOUR IN A ROW

Fold the sheet, lay it flat between you, and play on the top face. Each player needs a different colored pencil.

YOUR TURN

Mark the square you matched. That square is yours.

WINNING

Four squares in a row — across, down, or diagonal. The FREE square counts toward both players' lines.

Board full with no line: draw.

Call it out: **"Witty!"**

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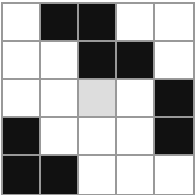
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FOX

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SETUP

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ANSWER KEY — *Social Psychology*

Unit 4A · 24 terms · Alphabetical

Altruism

Helping others at a cost to yourself without expecting any reward.

Belief Perseverance

Clinging to an idea even after evidence shows it is false.

Cognitive Dissonance

Mental discomfort when actions and attitudes conflict, pushing you to change one.

Conformity

Adjusting your behavior to match unspoken group norms.

Deindividuation

Loss of self-awareness and restraint when anonymous in a crowd.

Diffusion of Responsibility

Sense of personal accountability shrinks because it is shared among everyone present.

Dispositional Attribution

Explaining behavior by a person's internal qualities, such as intelligence or personality.

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Following a refused big request with a smaller one that people accept.

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Overrating personality and underrating circumstances when explaining other people's behavior.

Group Polarization

Discussion among like-minded people pushes shared leanings to a more extreme position.

Groupthink

Wish for harmony in a cohesive team overrides realistic appraisal of options.

In-Group Bias

Favoring people in your own social circle over outsiders.

Just-World Phenomenon

Assuming people get what they deserve, so victims are blamed.

Locus of Control

Belief that your outcomes stem from your own actions or outside forces.

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Liking something more simply because you have encountered it repeatedly.

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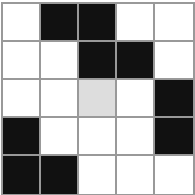
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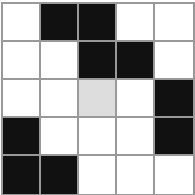
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Discussion among like-minded people pushes shared leanings to a more extreme position.

Groupthink

Wish for harmony in a cohesive team overrides realistic appraisal of options.

In-Group Bias

Favoring people in your own social circle over outsiders.

Just-World Phenomenon

Assuming people get what they deserve, so victims are blamed.

Locus of Control

Belief that your outcomes stem from your own actions or outside forces.

Mere Exposure Effect

Liking something more simply because you have encountered it repeatedly.

Obedience

Complying with commands from an authority figure.

Self-Fulfilling Prophecy

Acting on an expectation in ways that cause others to confirm it.

Self-Serving Bias

Crediting your own successes to skill but blaming failures on circumstances.

Situational Attribution

Explaining behavior by outside circumstances rather than inner qualities.

Social Facilitation

Improved performance on well-learned tasks in front of an audience.

Social Loafing

Putting in less effort on a shared task than when working alone.

Stereotype

Generalized belief about a group that cuts mental effort in judging people.

Superordinate Goals

Shared objectives that unite rival groups and reduce hostility between them.

WITTY · SOCIAL PSYCHOLOGY

Explaining behavior by a person's internal qualities, such as intelligence or personality.

WITTY · SOCIAL PSYCHOLOGY

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Situational Attribution	Foot-in-the-Door	Social Loafing	Self-Serving Bias	In-Group Bias

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WITTY — *two games, one board*

Unit 4A · Social Psychology · Two players · Four games of Four in a Row, or two games of Fox

THE DRAW — BOTH GAMES

Shuffle the 24 definition cards into one deck, face down. On your turn, draw three and read them.

Play one by matching it to a term on the board and say the term out loud. The card you played goes to the discard pile. The other two go to the bottom of the deck.

If you can match, you must. If none of your three cards match, put all three on the bottom, draw three, and your turn ends.

GAME ONE

FOUR IN A ROW

Fold the sheet, lay it flat between you, and play on the top face. Each player needs a different colored pencil.

YOUR TURN

Mark the square you matched. That square is yours.

WINNING

Four squares in a row — across, down, or diagonal. The FREE square counts toward both players' lines.

Board full with no line: draw.

Call it out: **"Witty!"**

FOUR TO A SHEET

Fold, play the top face, then turn to the next face. Four faces, four games, two layouts.

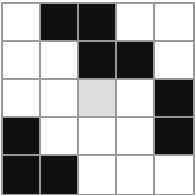
GAME TWO

FOX

Each player needs a sheet of their own. Fold it and stand the top half up so it faces you and hides the bottom half.

SETUP

On your bottom grid, shade three shapes: one of **4** squares, one of **3**, one of **2**. Each shape's squares must touch edge to edge. Shapes may not overlap and may not use FREE.



One way to place 4, 3, and 2.
Any shape works as long as the squares connect edge to edge.

YOUR TURN

The term you matched is your guess. Your opponent says **hit** or **miss**. Mark it on your standing grid.

A hit earns a free guess at any square touching it, no card needed. Keep going while you keep hitting.

Say **"Found!"** when you have found a whole shape.

WINNING

Find all three shapes. Two games to a sheet, one on each side.

CHALLENGE — BOTH GAMES

Either player, any time, before the next cards are drawn. Turn this sheet over and look it up. **Wrong claim:** cross out your mark, the guess does not count, and you lose your next turn. **Wrong challenge:** you lose your next turn.

Teacher note. Print the board sheet double-sided and fold it in the middle — never cut it, Fox needs the standing half. Every card in a deck carries the same number on its back. Print at 100%, not "fit to page."

ANSWER KEY — *Social Psychology*

Unit 4A · 24 terms · Alphabetical

Altruism

Helping others at a cost to yourself without expecting any reward.

Belief Perseverance

Clinging to an idea even after evidence shows it is false.

Cognitive Dissonance

Mental discomfort when actions and attitudes conflict, pushing you to change one.

Conformity

Adjusting your behavior to match unspoken group norms.

Deindividuation

Loss of self-awareness and restraint when anonymous in a crowd.

Diffusion of Responsibility

Sense of personal accountability shrinks because it is shared among everyone present.

Dispositional Attribution

Explaining behavior by a person's internal qualities, such as intelligence or personality.

Door-in-the-Face

Following a refused big request with a smaller one that people accept.

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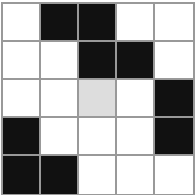
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Conformity	Superordinate Goals	Just-World Phenomenon	Belief Perseverance	Obedience
Social Facilitation	Altruism	FREE	Stereotype	Mere Exposure Effect
Cognitive Dissonance	Diffusion of Responsibility	Door-in-the-Face	Group Polarization	Locus of Control
Situational Attribution	Foot-in-the-Door	Social Loafing	Self-Serving Bias	In-Group Bias

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WITTY — *two games, one board*

Unit 4A · Social Psychology · Two players · Four games of Four in a Row, or two games of Fox

THE DRAW — BOTH GAMES

Shuffle the 24 definition cards into one deck, face down. On your turn, draw three and read them.

Play one by matching it to a term on the board and say the term out loud. The card you played goes to the discard pile. The other two go to the bottom of the deck.

If you can match, you must. If none of your three cards match, put all three on the bottom, draw three, and your turn ends.

GAME ONE

FOUR IN A ROW

Fold the sheet, lay it flat between you, and play on the top face. Each player needs a different colored pencil.

YOUR TURN

Mark the square you matched. That square is yours.

WINNING

Four squares in a row — across, down, or diagonal. The FREE square counts toward both players' lines.

Board full with no line: draw.

Call it out: **"Witty!"**

FOUR TO A SHEET

Fold, play the top face, then turn to the next face. Four faces, four games, two layouts.

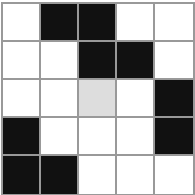
GAME TWO

FOX

Each player needs a sheet of their own. Fold it and stand the top half up so it faces you and hides the bottom half.

SETUP

On your bottom grid, shade three shapes: one of **4** squares, one of **3**, one of **2**. Each shape's squares must touch edge to edge. Shapes may not overlap and may not use FREE.



One way to place 4, 3, and 2.
Any shape works as long as the squares connect edge to edge.

YOUR TURN

The term you matched is your guess. Your opponent says **hit** or **miss**. Mark it on your standing grid.

A hit earns a free guess at any square touching it, no card needed. Keep going while you keep hitting.

Say **"Found!"** when you have found a whole shape.

WINNING

Find all three shapes. Two games to a sheet, one on each side.

CHALLENGE — BOTH GAMES

Either player, any time, before the next cards are drawn. Turn this sheet over and look it up. **Wrong claim:** cross out your mark, the guess does not count, and you lose your next turn. **Wrong challenge:** you lose your next turn.

Teacher note. Print the board sheet double-sided and fold it in the middle — never cut it, Fox needs the standing half. Every card in a deck carries the same number on its back. Print at 100%, not "fit to page."

ANSWER KEY — *Social Psychology*

Unit 4A · 24 terms · Alphabetical

Altruism

Helping others at a cost to yourself without expecting any reward.

Belief Perseverance

Clinging to an idea even after evidence shows it is false.

Cognitive Dissonance

Mental discomfort when actions and attitudes conflict, pushing you to change one.

Conformity

Adjusting your behavior to match unspoken group norms.

Deindividuation

Loss of self-awareness and restraint when anonymous in a crowd.

Diffusion of Responsibility

Sense of personal accountability shrinks because it is shared among everyone present.

Dispositional Attribution

Explaining behavior by a person's internal qualities, such as intelligence or personality.

Door-in-the-Face

Following a refused big request with a smaller one that people accept.

Foot-in-the-Door

Winning agreement to a big request by first getting a small one.

Fundamental Attribution Error

Overrating personality and underrating circumstances when explaining other people's behavior.

Group Polarization

Discussion among like-minded people pushes shared leanings to a more extreme position.

Groupthink

Wish for harmony in a cohesive team overrides realistic appraisal of options.

In-Group Bias

Favoring people in your own social circle over outsiders.

Just-World Phenomenon

Assuming people get what they deserve, so victims are blamed.

Locus of Control

Belief that your outcomes stem from your own actions or outside forces.

Mere Exposure Effect

Liking something more simply because you have encountered it repeatedly.

Obedience

Complying with commands from an authority figure.

Self-Fulfilling Prophecy

Acting on an expectation in ways that cause others to confirm it.

Self-Serving Bias

Crediting your own successes to skill but blaming failures on circumstances.

Situational Attribution

Explaining behavior by outside circumstances rather than inner qualities.

Social Facilitation

Improved performance on well-learned tasks in front of an audience.

Social Loafing

Putting in less effort on a shared task than when working alone.

Stereotype

Generalized belief about a group that cuts mental effort in judging people.

Superordinate Goals

Shared objectives that unite rival groups and reduce hostility between them.

WITTY · SOCIAL PSYCHOLOGY

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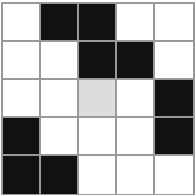
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WITTY — *two games, one board*

Unit 4A · Social Psychology · Two players · Four games of Four in a Row, or two games of Fox

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Call it out: **"Witty!"**

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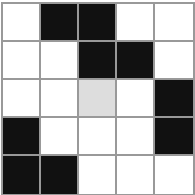
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ANSWER KEY — *Social Psychology*

Unit 4A · 24 terms · Alphabetical

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Helping others at a cost to yourself without expecting any reward.

Belief Perseverance

Clinging to an idea even after evidence shows it is false.

Cognitive Dissonance

Mental discomfort when actions and attitudes conflict, pushing you to change one.

Conformity

Adjusting your behavior to match unspoken group norms.

Deindividuation

Loss of self-awareness and restraint when anonymous in a crowd.

Diffusion of Responsibility

Sense of personal accountability shrinks because it is shared among everyone present.

Dispositional Attribution

Explaining behavior by a person's internal qualities, such as intelligence or personality.

Door-in-the-Face

Following a refused big request with a smaller one that people accept.

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Fundamental Attribution Error

Overrating personality and underrating circumstances when explaining other people's behavior.

Group Polarization

Discussion among like-minded people pushes shared leanings to a more extreme position.

Groupthink

Wish for harmony in a cohesive team overrides realistic appraisal of options.

In-Group Bias

Favoring people in your own social circle over outsiders.

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Assuming people get what they deserve, so victims are blamed.

Locus of Control

Belief that your outcomes stem from your own actions or outside forces.

Mere Exposure Effect

Liking something more simply because you have encountered it repeatedly.

Obedience

Complying with commands from an authority figure.

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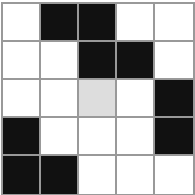
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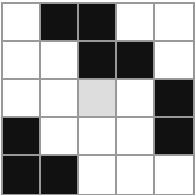
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Crediting your own successes to skill but blaming failures on circumstances.

Situational Attribution

Explaining behavior by outside circumstances rather than inner qualities.

Social Facilitation

Improved performance on well-learned tasks in front of an audience.

Social Loafing

Putting in less effort on a shared task than when working alone.

Stereotype

Generalized belief about a group that cuts mental effort in judging people.

Superordinate Goals

Shared objectives that unite rival groups and reduce hostility between them.

WITTY · SOCIAL PSYCHOLOGY

Explaining behavior by a person's internal qualities, such as intelligence or personality.

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Situational Attribution	Foot-in-the-Door	Social Loafing	Self-Serving Bias	In-Group Bias

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WITTY — *two games, one board*

Unit 4A · Social Psychology · Two players · Four games of Four in a Row, or two games of Fox

THE DRAW — BOTH GAMES

Shuffle the 24 definition cards into one deck, face down. On your turn, draw three and read them.

Play one by matching it to a term on the board and say the term out loud. The card you played goes to the discard pile. The other two go to the bottom of the deck.

If you can match, you must. If none of your three cards match, put all three on the bottom, draw three, and your turn ends.

GAME ONE

FOUR IN A ROW

Fold the sheet, lay it flat between you, and play on the top face. Each player needs a different colored pencil.

YOUR TURN

Mark the square you matched. That square is yours.

WINNING

Four squares in a row — across, down, or diagonal. The FREE square counts toward both players' lines.

Board full with no line: draw.

Call it out: **"Witty!"**

FOUR TO A SHEET

Fold, play the top face, then turn to the next face. Four faces, four games, two layouts.

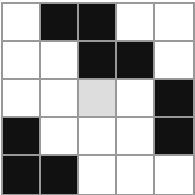
GAME TWO

FOX

Each player needs a sheet of their own. Fold it and stand the top half up so it faces you and hides the bottom half.

SETUP

On your bottom grid, shade three shapes: one of **4** squares, one of **3**, one of **2**. Each shape's squares must touch edge to edge. Shapes may not overlap and may not use FREE.



One way to place 4, 3, and 2.
Any shape works as long as the squares connect edge to edge.

YOUR TURN

The term you matched is your guess. Your opponent says **hit** or **miss**. Mark it on your standing grid.

A hit earns a free guess at any square touching it, no card needed. Keep going while you keep hitting.

Say **"Found!"** when you have found a whole shape.

WINNING

Find all three shapes. Two games to a sheet, one on each side.

CHALLENGE — BOTH GAMES

Either player, any time, before the next cards are drawn. Turn this sheet over and look it up. **Wrong claim:** cross out your mark, the guess does not count, and you lose your next turn. **Wrong challenge:** you lose your next turn.

Teacher note. Print the board sheet double-sided and fold it in the middle — never cut it, Fox needs the standing half. Every card in a deck carries the same number on its back. Print at 100%, not "fit to page."

ANSWER KEY — *Social Psychology*

Unit 4A · 24 terms · Alphabetical

Altruism

Helping others at a cost to yourself without expecting any reward.

Belief Perseverance

Clinging to an idea even after evidence shows it is false.

Cognitive Dissonance

Mental discomfort when actions and attitudes conflict, pushing you to change one.

Conformity

Adjusting your behavior to match unspoken group norms.

Deindividuation

Loss of self-awareness and restraint when anonymous in a crowd.

Diffusion of Responsibility

Sense of personal accountability shrinks because it is shared among everyone present.

Dispositional Attribution

Explaining behavior by a person's internal qualities, such as intelligence or personality.

Door-in-the-Face

Following a refused big request with a smaller one that people accept.

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Group Polarization

Discussion among like-minded people pushes shared leanings to a more extreme position.

Groupthink

Wish for harmony in a cohesive team overrides realistic appraisal of options.

In-Group Bias

Favoring people in your own social circle over outsiders.

Just-World Phenomenon

Assuming people get what they deserve, so victims are blamed.

Locus of Control

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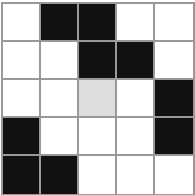
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Groupthink	Altruism	Fundamental Attribution Error	Belief Perseverance	Self-Serving Bias
Conformity	Obedience	Mere Exposure Effect	In-Group Bias	Group Polarization
Stereotype	Self-Fulfilling Prophecy	FREE	Superordinate Goals	Cognitive Dissonance
Social Loafing	Just-World Phenomenon	Situational Attribution	Diffusion of Responsibility	Door-in-the-Face
Deindividuation	Social Facilitation	Locus of Control	Dispositional Attribution	Foot-in-the-Door

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WITTY — *two games, one board*

Unit 4A · Social Psychology · Two players · Four games of Four in a Row, or two games of Fox

THE DRAW — BOTH GAMES

Shuffle the 24 definition cards into one deck, face down. On your turn, draw three and read them.

Play one by matching it to a term on the board and say the term out loud. The card you played goes to the discard pile. The other two go to the bottom of the deck.

If you can match, you must. If none of your three cards match, put all three on the bottom, draw three, and your turn ends.

GAME ONE

FOUR IN A ROW

Fold the sheet, lay it flat between you, and play on the top face. Each player needs a different colored pencil.

YOUR TURN

Mark the square you matched. That square is yours.

WINNING

Four squares in a row — across, down, or diagonal. The FREE square counts toward both players' lines.

Board full with no line: draw.

Call it out: **"Witty!"**

FOUR TO A SHEET

Fold, play the top face, then turn to the next face. Four faces, four games, two layouts.

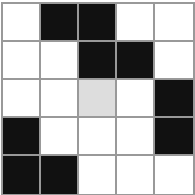
GAME TWO

FOX

Each player needs a sheet of their own. Fold it and stand the top half up so it faces you and hides the bottom half.

SETUP

On your bottom grid, shade three shapes: one of **4** squares, one of **3**, one of **2**. Each shape's squares must touch edge to edge. Shapes may not overlap and may not use FREE.



One way to place 4, 3, and 2.
Any shape works as long as the squares connect edge to edge.

YOUR TURN

The term you matched is your guess. Your opponent says **hit** or **miss**. Mark it on your standing grid.

A hit earns a free guess at any square touching it, no card needed. Keep going while you keep hitting.

Say **"Found!"** when you have found a whole shape.

WINNING

Find all three shapes. Two games to a sheet, one on each side.

CHALLENGE — BOTH GAMES

Either player, any time, before the next cards are drawn. Turn this sheet over and look it up. **Wrong claim:** cross out your mark, the guess does not count, and you lose your next turn. **Wrong challenge:** you lose your next turn.

Teacher note. Print the board sheet double-sided and fold it in the middle — never cut it, Fox needs the standing half. Every card in a deck carries the same number on its back. Print at 100%, not "fit to page."

ANSWER KEY — *Social Psychology*

Unit 4A · 24 terms · Alphabetical

Altruism

Helping others at a cost to yourself without expecting any reward.

Belief Perseverance

Clinging to an idea even after evidence shows it is false.

Cognitive Dissonance

Mental discomfort when actions and attitudes conflict, pushing you to change one.

Conformity

Adjusting your behavior to match unspoken group norms.

Deindividuation

Loss of self-awareness and restraint when anonymous in a crowd.

Diffusion of Responsibility

Sense of personal accountability shrinks because it is shared among everyone present.

Dispositional Attribution

Explaining behavior by a person's internal qualities, such as intelligence or personality.

Door-in-the-Face

Following a refused big request with a smaller one that people accept.

Foot-in-the-Door

Winning agreement to a big request by first getting a small one.

Fundamental Attribution Error

Overrating personality and underrating circumstances when explaining other people's behavior.

Group Polarization

Discussion among like-minded people pushes shared leanings to a more extreme position.

Groupthink

Wish for harmony in a cohesive team overrides realistic appraisal of options.

In-Group Bias

Favoring people in your own social circle over outsiders.

Just-World Phenomenon

Assuming people get what they deserve, so victims are blamed.

Locus of Control

Belief that your outcomes stem from your own actions or outside forces.

Mere Exposure Effect

Liking something more simply because you have encountered it repeatedly.

Obedience

Complying with commands from an authority figure.

Self-Fulfilling Prophecy

Acting on an expectation in ways that cause others to confirm it.

Self-Serving Bias

Crediting your own successes to skill but blaming failures on circumstances.

Situational Attribution

Explaining behavior by outside circumstances rather than inner qualities.

Social Facilitation

Improved performance on well-learned tasks in front of an audience.

Social Loafing

Putting in less effort on a shared task than when working alone.

Stereotype

Generalized belief about a group that cuts mental effort in judging people.

Superordinate Goals

Shared objectives that unite rival groups and reduce hostility between them.

WITTY · SOCIAL PSYCHOLOGY

Explaining behavior by a person's internal qualities, such as intelligence or personality.

WITTY · SOCIAL PSYCHOLOGY

Explaining behavior by outside circumstances rather than inner qualities.

WITTY · SOCIAL PSYCHOLOGY

OVERRATING personality and underrating circumstances when explaining other people's behavior.

WITTY · SOCIAL PSYCHOLOGY

Crediting your own successes to skill but blaming failures on circumstances.

WITTY · SOCIAL PSYCHOLOGY

Belief that your outcomes stem from your own actions or outside forces.

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[illegible]

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