

**Open Your Class With This Tomorrow- *Why We Act: Turning Bystanders into Moral Rebels***

**Applying Social Psychology Principles**

**Part I**

**Directions:** Watch each provided video example and answer the provided questions with your group. Be prepared to share your thoughts with the larger group.

Example 1 Captain Chesley Sullenberger

Do the actions of Captain Chelsey Sully Sullenberger qualify as an act of altruism? Explain your answer.

Example 2 Wesley Autrey

Do the actions of Wesley Autrey on the subway qualify as an act of altruism? Explain your answer.

Example 3 Parody Who Wants to Be A Millionaire

Which type of social influence (normative or informational) had the greatest impact on the decision made by the contestant in the comedy sketch? Explain your answer.

Example 4 Waiting Room

Which type of social influence (normative or informational) had the greatest impact on the decision made by the participant in the study portrayed in the video? Explain your answer.

In what way can conformity be beneficial?

In what way can conformity be dangerous?

Example 5 Who Gets Hired

Which social psychology concept is illustrated in this example? Explain your answer.

Example 6 Cadillac (2014)

Which social psychology concept is illustrated in this example? Explain your answer.

Example 7 Ford Response to Cadillac Ad (2014)

Which social psychology concept is illustrated in this example? Explain your answer.

Example 8 Embassy Suites

Which social psychology concept is illustrated in this example? Explain your answer.

Example 9 Free Money

Which social psychology concept is illustrated in this example? Explain your answer.

Example 10 Cadillac (2015)

Which social psychology concept is illustrated in this example? Explain your answer.

## Part II

**Directions:** Working in small groups, find current video examples of four social psychology concepts below. Identify and explain the specific social psychology concepts used in a short paragraph. You may use current events, movies, commercials, or other videos as sources.

### Social Psychology Concepts

Attribution	Dispositional attribution	Situational attribution
Fundamental attribution error	Self-serving bias	Just-world hypothesis
False consensus effect	Confirmation bias	Self-fulfilling prophecy
Social norm	Reciprocity norm	Central route
Peripheral route	Cognitive dissonance	Social facilitation
Social inhibition	Bystander effect	Diffusion of responsibility
Conformity	Normative social influence	Informational social influence
Obedience	Foot-in-the-door technique	Ethnocentrism
Door-in-the-face technique	Discrimination	Contact hypothesis
Superordinate goal	In-group bias	Out-group homogeneity bias
Scapegoat theory	Mere exposure effect	Halo effect
Altruism	Proximity and attraction	Similarity and attraction
Matching hypothesis	Aggression	Deindividuation
Group polarization	Groupthink	

### KEY Applications of Social Psychology Principles

**Directions:** Watch each provided example and answer the provided questions with your group. Be prepared to share your thoughts with the larger group.

#### Example 1

Do the actions of Captain Chelsey Sully Sullenberger qualify as an act of altruism? Explain your answer.

Answers will vary.

#### Example 2

Do the actions of Wesley Autrey on the subway qualify as an act of altruism? Explain your answer.

Answers will vary.

#### Example 3

Which type of social influence (normative or informational) had the greatest impact on the decision made by the contestant in the comedy sketch? Explain your answer.

Answers will vary.

#### Example 4

Which type of social influence (normative or informational) had the greatest impact on the decision made by the participant in the Brain Games study? Explain your answer.

Answers will vary.

In what way can conformity be beneficial?  
Answers will vary.

In what way can conformity be dangerous?  
Answers will vary.

Example 5

Which social psychology concept is illustrated in this example? Explain your answer.  
Answers will vary (e.g., implicit bias, discrimination).

Example 6

Which social psychology concept is illustrated in this example? Explain your answer.

Answers will vary (e.g., ethnocentrism, just-world hypothesis, false consensus effect, peripheral route to persuasion).

Example 7

Which social psychology concept is illustrated in this example? Explain your answer.  
Answers will vary (e.g., fundamental attribution error, dispositional attribution, situational attribution, peripheral route to persuasion).

Example 8

Which social psychology concept is illustrated in this example? Explain your answer.

Answers will vary (e.g., halo effect, dispositional attribution, peripheral route to persuasion).

Example 9

Which social psychology concept is illustrated in this example? Explain your answer.  
Answers will vary (e.g., social norms, deindividuation).

Example 10

Which social psychology concept is illustrated in this example? Explain your answer.  
Answers will vary (e.g., self-fulfilling prophecy, dispositional attribution, peripheral route to persuasion).

## Part II

**Directions:** Working in small groups, find current video examples of four social psychology concepts below. Identify and explain the specific social psychology concepts used in a short paragraph. You may use current events, movies, commercials, or other videos as sources.

After students have submitted their work, create a digital quiz by selecting ten of the best examples. Provide students with the student-created quiz as a review method for the unit exam.