

## Open Your Class with This Tomorrow

***You Are Now Less Dumb: How to Conquer Mob Mentality, How to Buy Happiness, and All the Other Ways to Outsmart Yourself***

### The Psychology of the Election of 2016

**Background:** David McRaney's books, *You are Not So Smart*, and *You Are Now Less Dumb* provide detailed discussions of a wide range of social and cognitive psychology concepts that include a mixture of research and anecdote that can be used to enhance student understanding. In this activity students will apply their understanding of psychology concepts to the presidential election of 2016.

#### **Directions**

1. Divide students into groups of two or four.
2. Give each group 2-4 terms from the list below and instruct them to create an example of how each term relates to the presidential election of 2016 (e.g., voter behavior, candidate strategy, media coverage, primary elections, caucuses, candidate rallies, nominating conventions, or general elections).
  - Each group will be given several index cards in a different color.
  - Each example should be written on a separate index card that does NOT include the term itself.
3. After each team has completed their terms they should pass their set of completed cards to the next team.
4. Each team now has a set of example cards written by a different group. The group will attempt to determine the vocabulary word being described in each example and write that word on the back side of the index card.
5. After each group has finished they should pass the cards to the next group with the example side up (hide their own answers). The cards are now at a second group which will repeat the process and write their own answers on the back of the card.
6. Continue the rotation process until the cards are returned their original groups.
7. Have a class discussion regarding how accurate the examples were in terms of differentiating between similar terms.

#### **Vocabulary Options**

Actor-Observer Bias

Belief Perserverence

False Consensus

Just World Hypothesis

Narcissism

Self-Effacing Bias

Heuristic

Confirmation Bias

Fundamental Attribution Error

Mere Exposure Effect

Norms

Self-Serving Bias

Cognitive Dissonance

Deindividuation

Halo Effect

Arousal Theory

Overjustification Effect

Superordinate Goals

Books For Psychology Class

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