Chapter 18
Social Psychology

Review 18.1: Social Thinking
Aimee sees Monica—a girl from her class whom she doesn’t know except by name—running out of a jewelry store. Aimee thinks, “She must have stolen something and is running away” Aimee shares that suspicion with some friends. Aimee is (1) attributing Monica’s behavior to her (2) disposition. In fact, Monica got a phone call saying that her Mom had been rushed to the hospital, and she was racing to meet her there. Her behavior was actually due to the (3) situation, and so Aimee had made the (4) fundamental attribution error. The idea that people usually attribute others’ behavior either to their (5) internal dispositions or to their (6) external situations was proposed by Fritz (7) Heider. Because Aimee’s incorrect beliefs about Monica are negative, she is predisposed to develop a negative (8) attitude toward Monica and to behave accordingly if other influences are (9) minimal, her attitude is (10) specific to the behavior, and she is keenly (11) aware of her feelings. When Aimee learns the truth about Monica’s behavior, she experiences (12) cognitive dissonance, because her new understanding now conflicts with her past behaviors.