

## Social Psychology Lecture 1

### **Attribution Theory**

### **Fundamental Attribution Error**

The effects of Attribution

Attitudes and Actions

Attitudes

**Foot-in-the-door phenomenon**

**Door-in-the-face phenomenon**

Role playing affects attitudes

Phillip Zimbardo

## **Cognitive Dissonance Theory**

Leon Festinger

## **Social Influence**

Conformity

Solomon Asch

Reasons for conformity

Obedience

Stanley Milgram

Lessons from conformity and obedience studies

