SOCIAL PSYCH III

March 15, 2022

Why social psychology? (review of the Cultural Brain Hypothesis)

Mechanisms of cultural transmission

Conformity

Obedience

Deindividuation

Diffusion of Responsibility

Groupthink

Enhancement of the self and simplification of the other

Social Identity Theory

The Lesson: How not to be a Nazi

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- Through uniforms, marching drills, etc., militaries suppress individual psychology in order to increase group psychology

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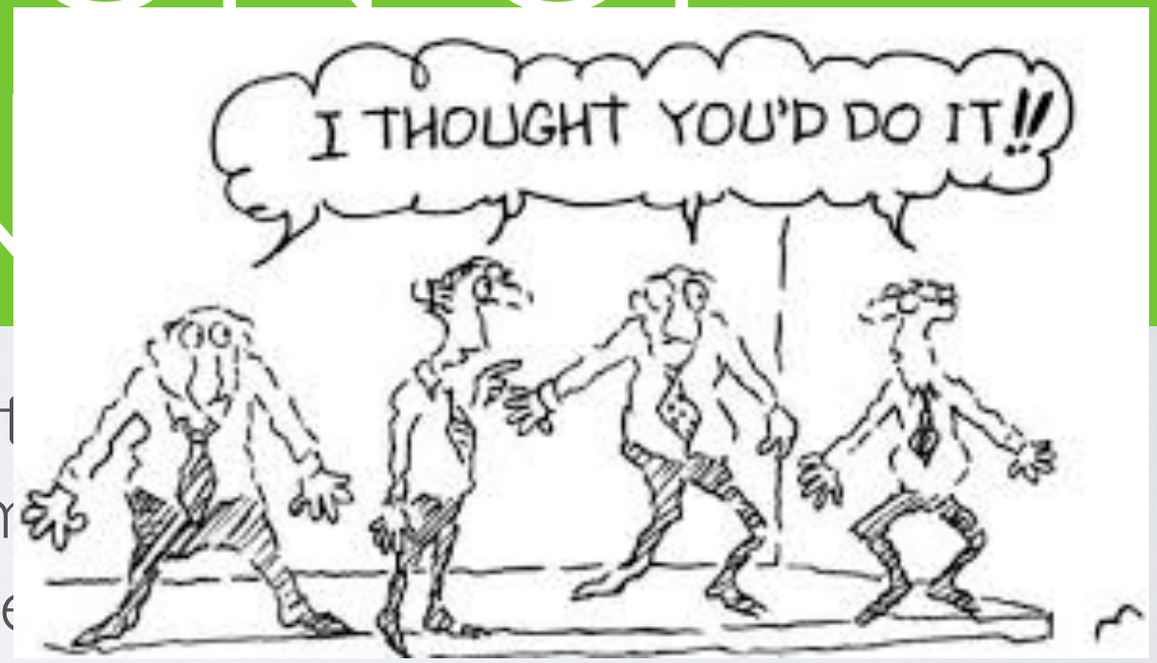

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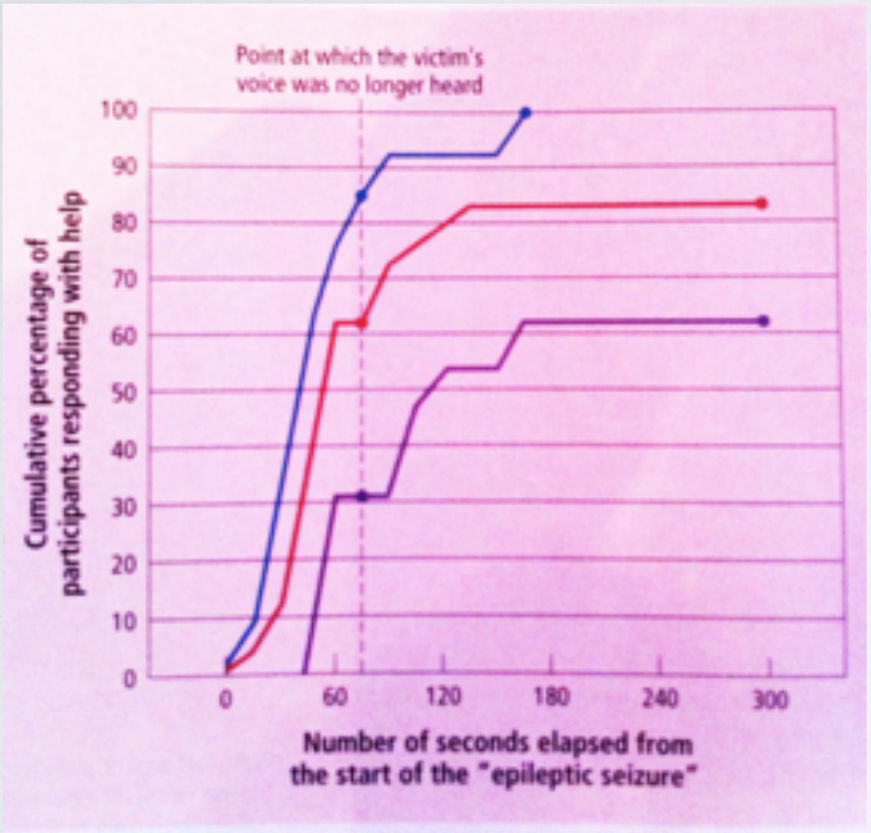

Blue line = subject thought s/he was the only one

Red line = subject thought one other student heard

Purple line = subject thought four other students heard

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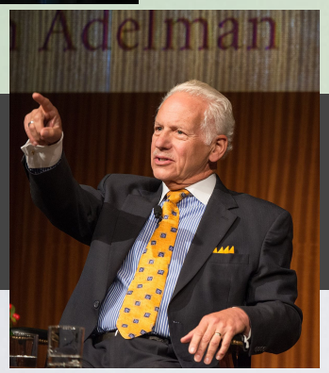

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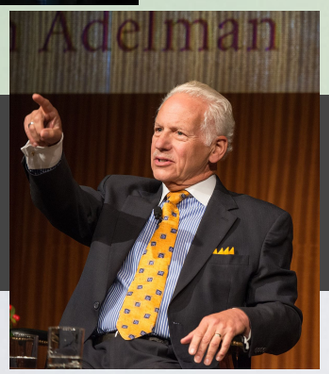

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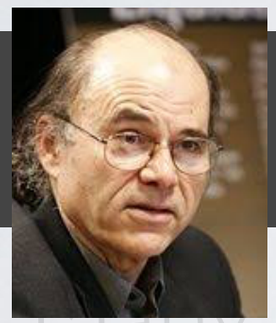

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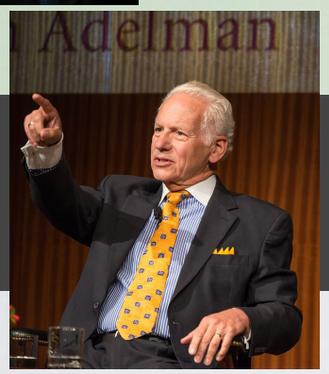

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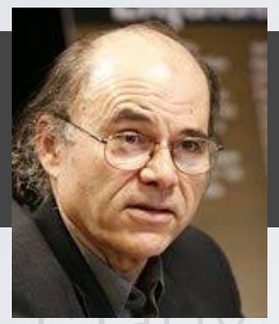

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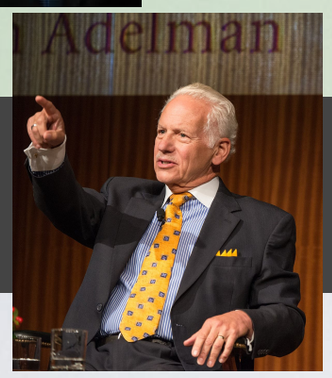

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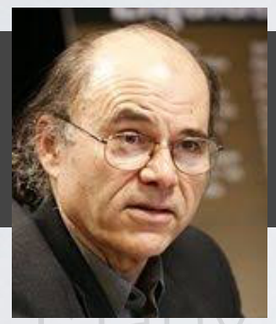

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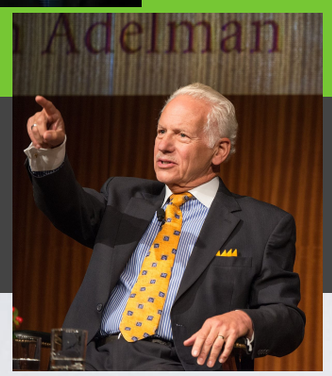

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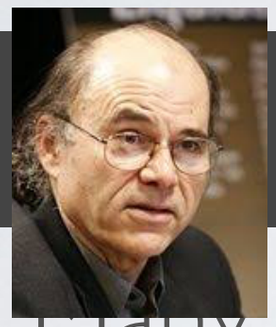

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Russian spy chiefs ‘under house arrest’ as Putin turns on his security chiefs over invasion setback

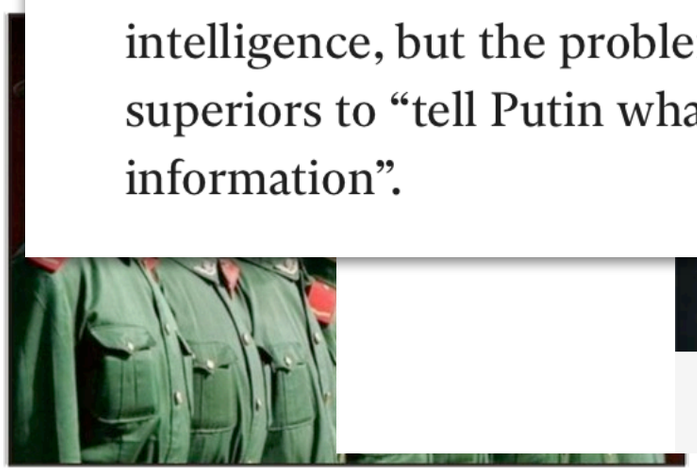
Source reveals that Russian intelligence “miscalculated” the resistance expected in Ukraine in the run-up to invasion

Maryam Zakir-H

The arrests were further corroborated by Vladimir Osechkin, an exiled Russian human rights activist who also added that the FSB officers had carried out searches at over 20 addresses in Moscow of colleagues suspected to be speaking with journalists.

Sergey Beseda, head of FSB, has been placed under house arrest by Vladmir Putin *(FSB)*

The author and editor added that the intelligence may have gathered good intelligence, but the problem lies in the difficulty faced by Russian superiors to “tell Putin what he doesn’t want to hear” so they “tailor their information”.



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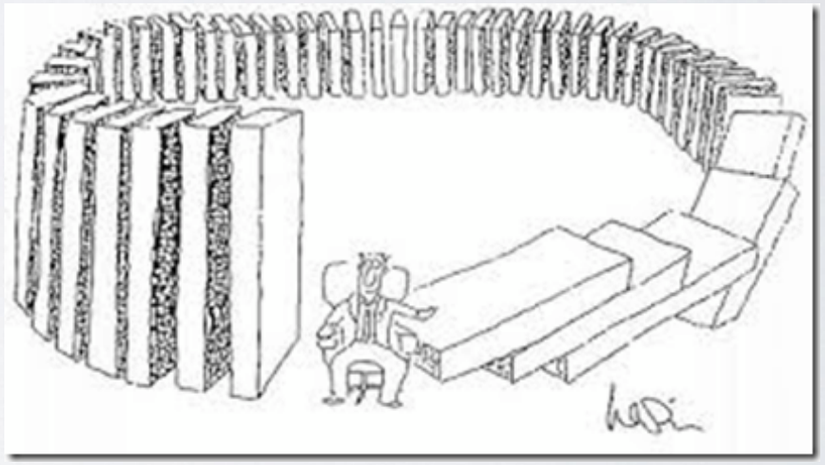

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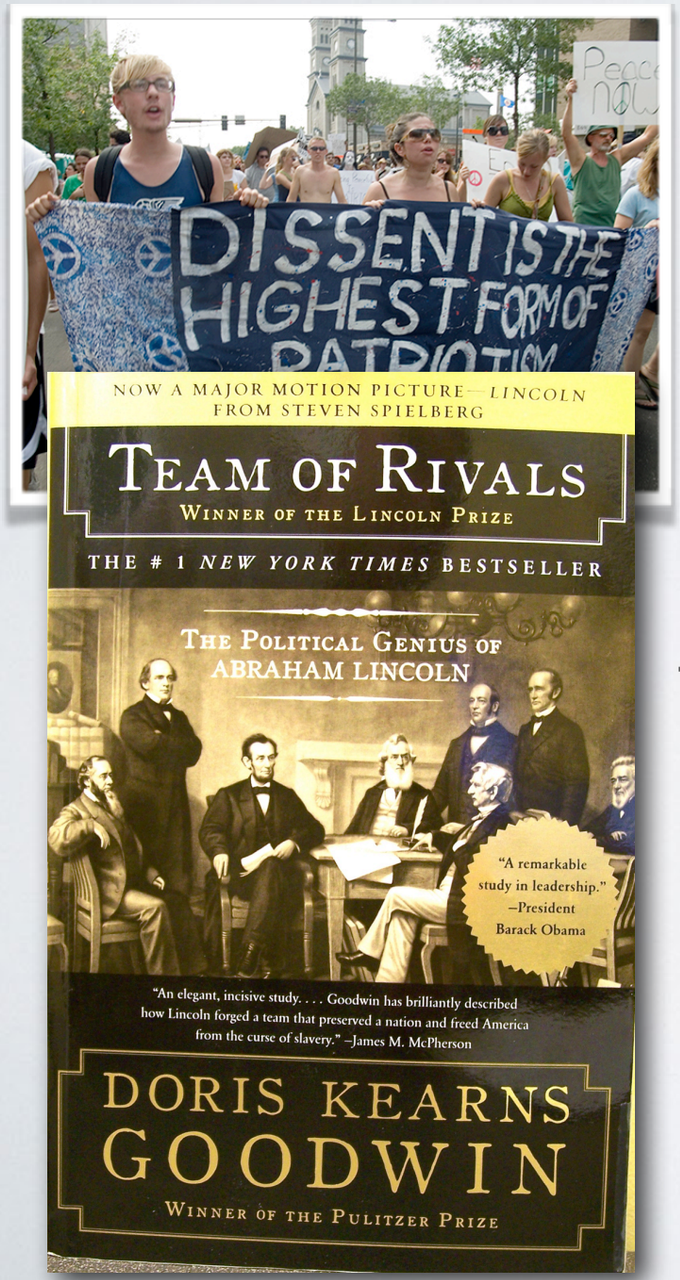

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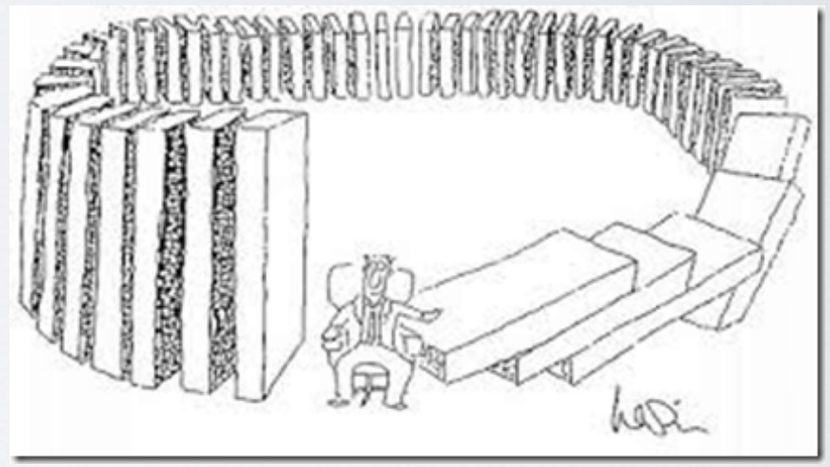

(II) Take time to think about the consequences

(III) Bring in Fresh Perspectives

Attendance

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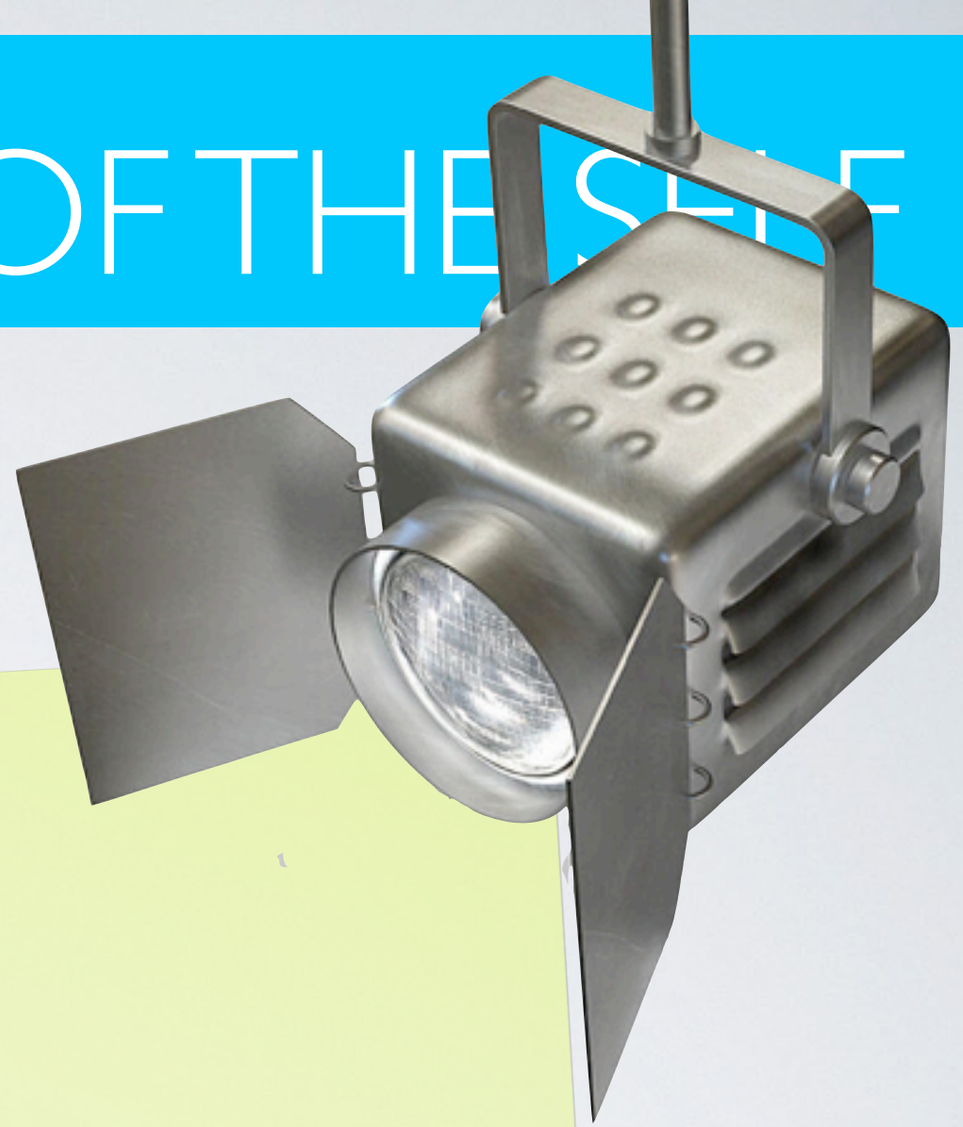
The Spotlight Effect



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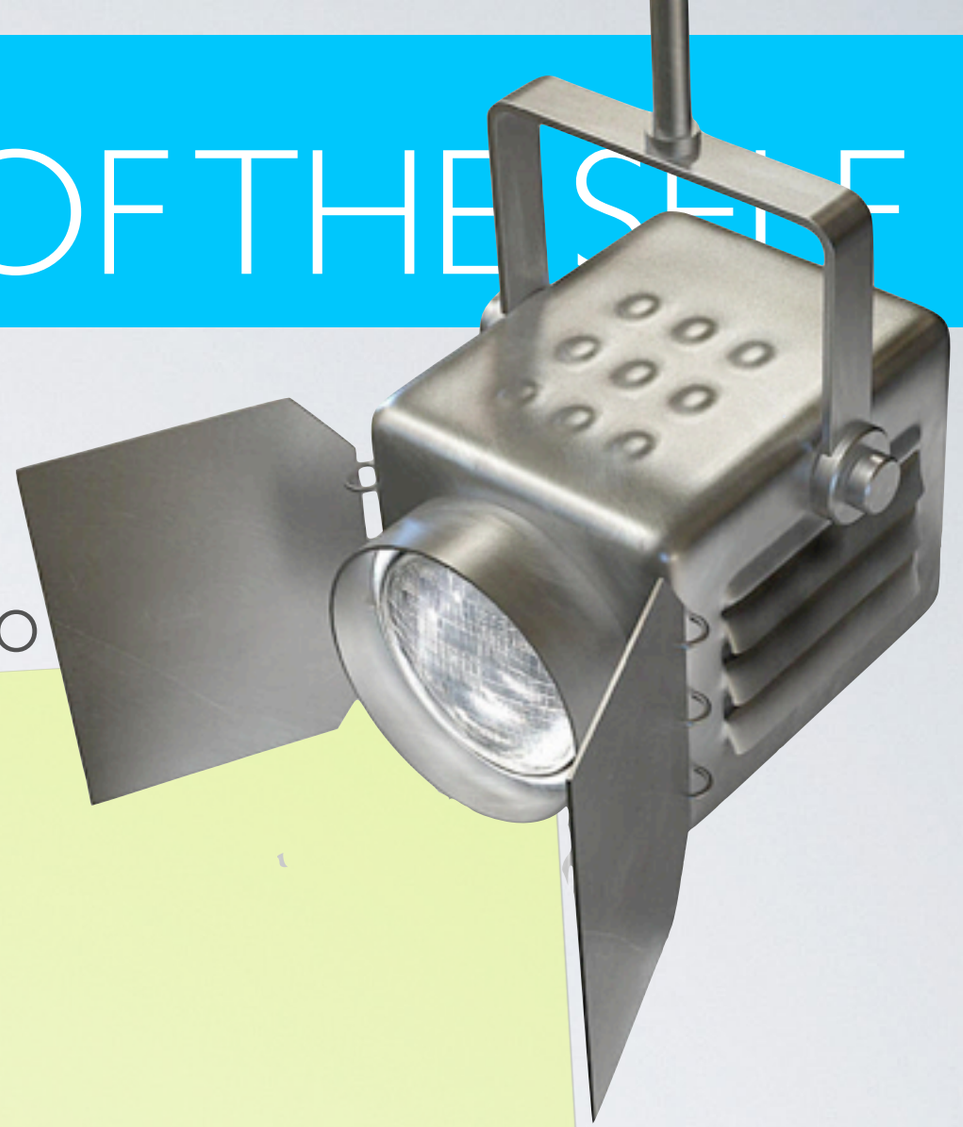

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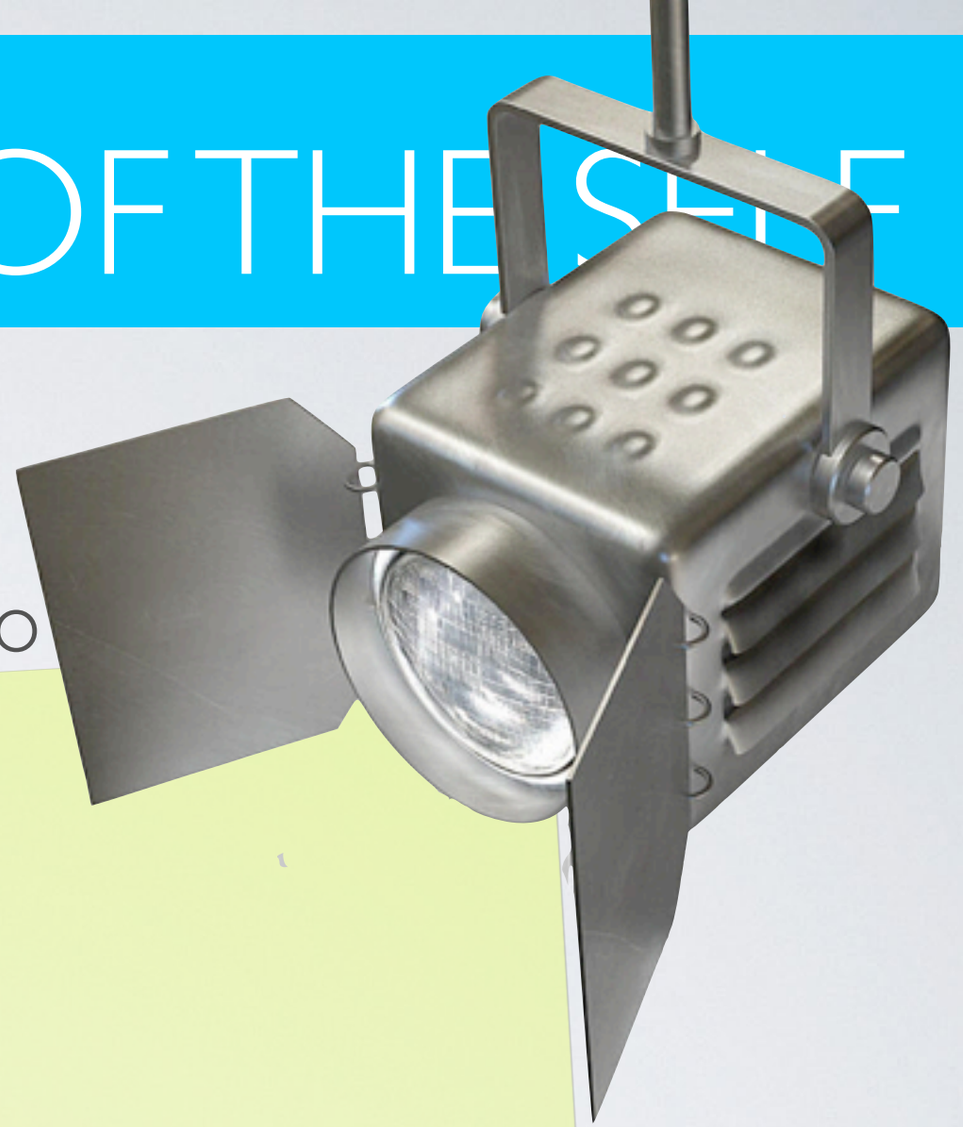

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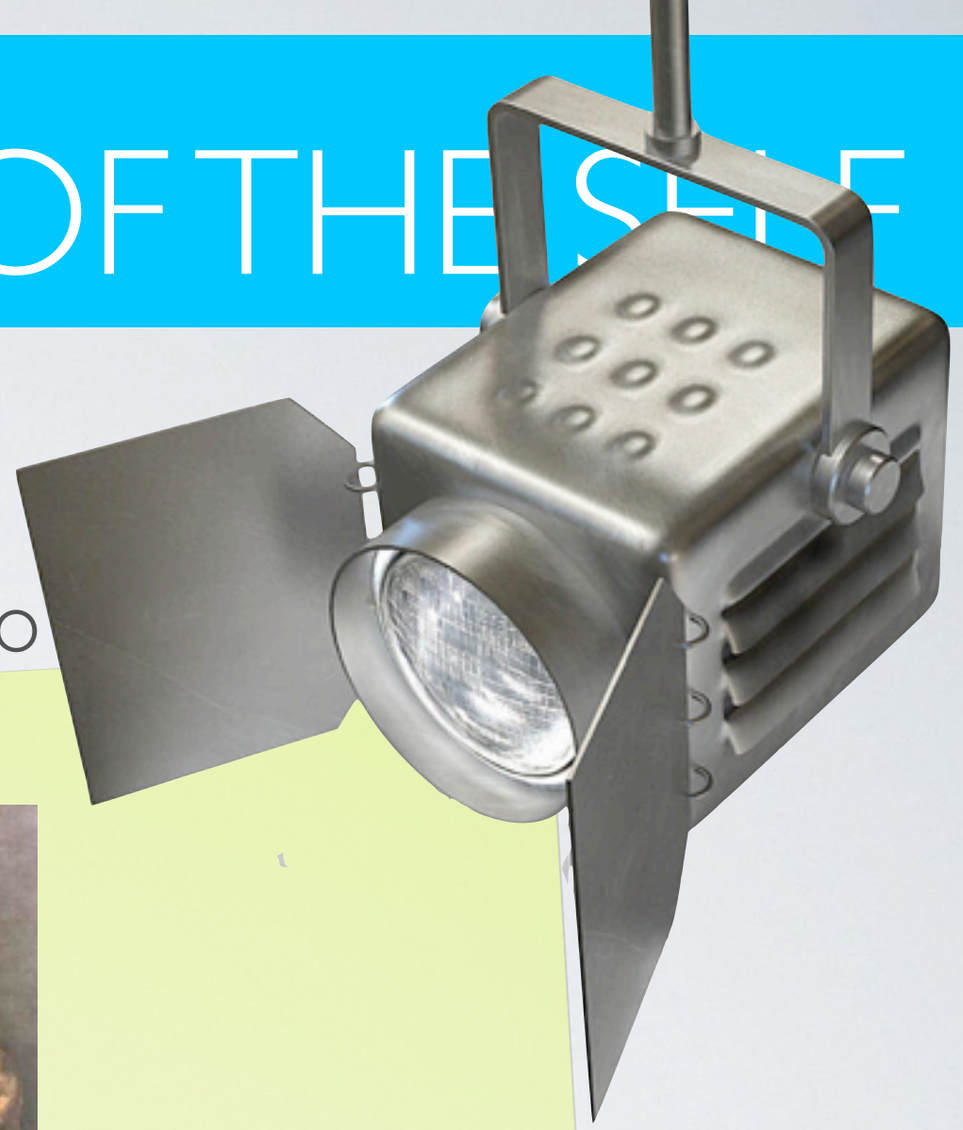

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- We think we are the center of our universes, but so does everyone else

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Illusion of Transparency:

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- teaching

ENHANCEMENT OF THE SELF

<u>Illusion of Transparency</u>:
We generally overestimate how much our own mental state is known to others. E.g.:

- lying
- cranium example (the "humdinger")
- teaching
  - *<u>the curse of knowledge</u>: the difficulty in recognizing that others don't have the knowledge that you already do*

ENHANCEMENT OF THE SELF

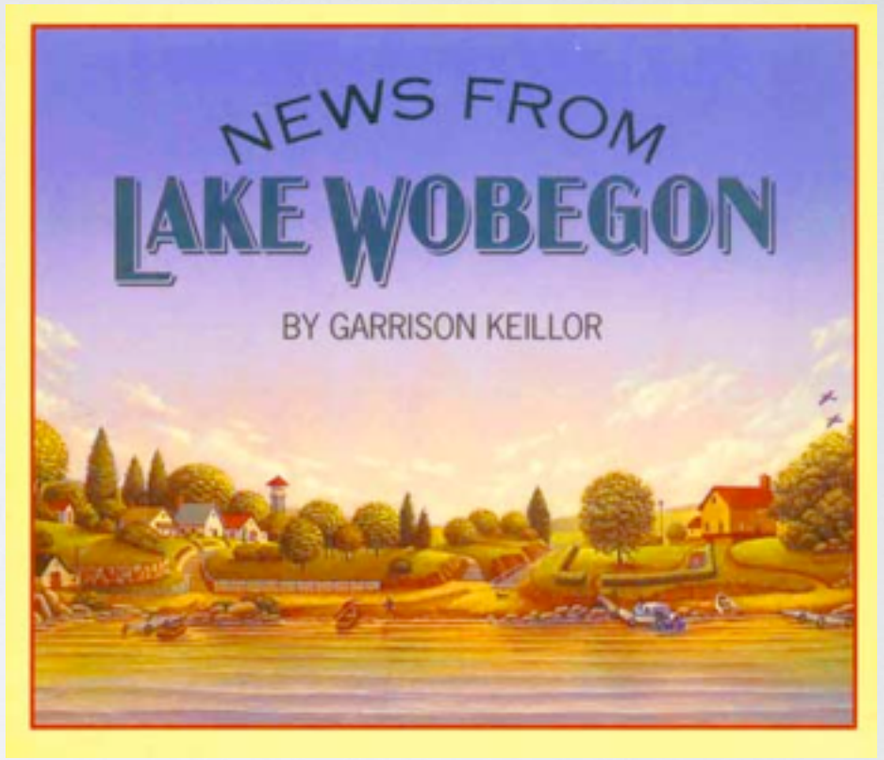
ENHANCEMENT OF THE SELF

The Better-Than-Average Effect

ENHANCEMENT OF THE SELF

The Better-Than-Average Effect

aka "The Lake Woebegone Effect"



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The Better-Than-Average Effect
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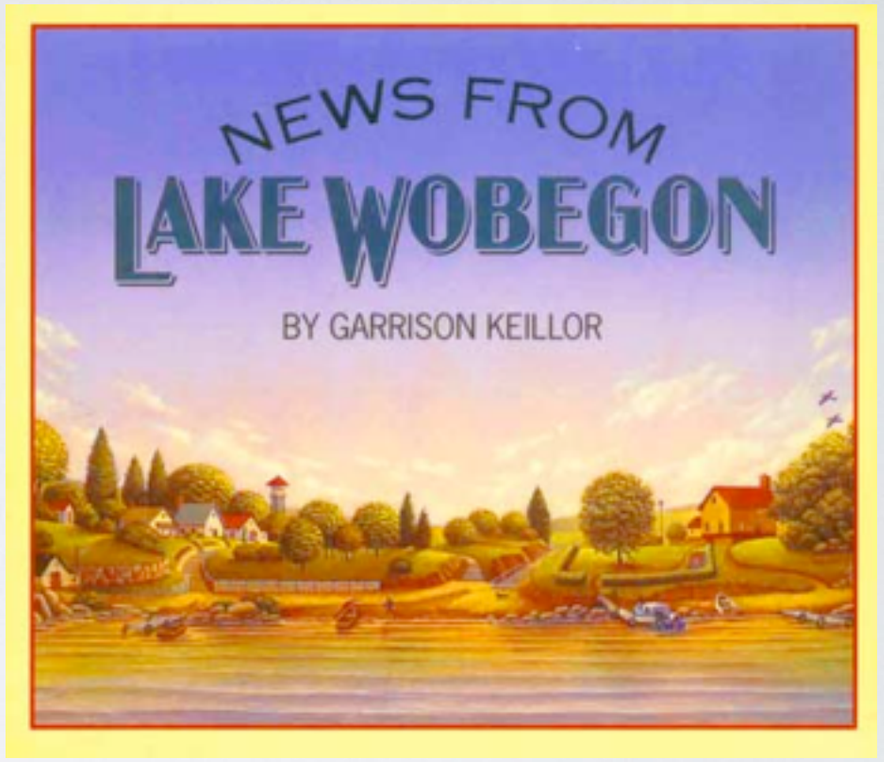
"All the women are strong, all the men are good looking, and all the children are above average"



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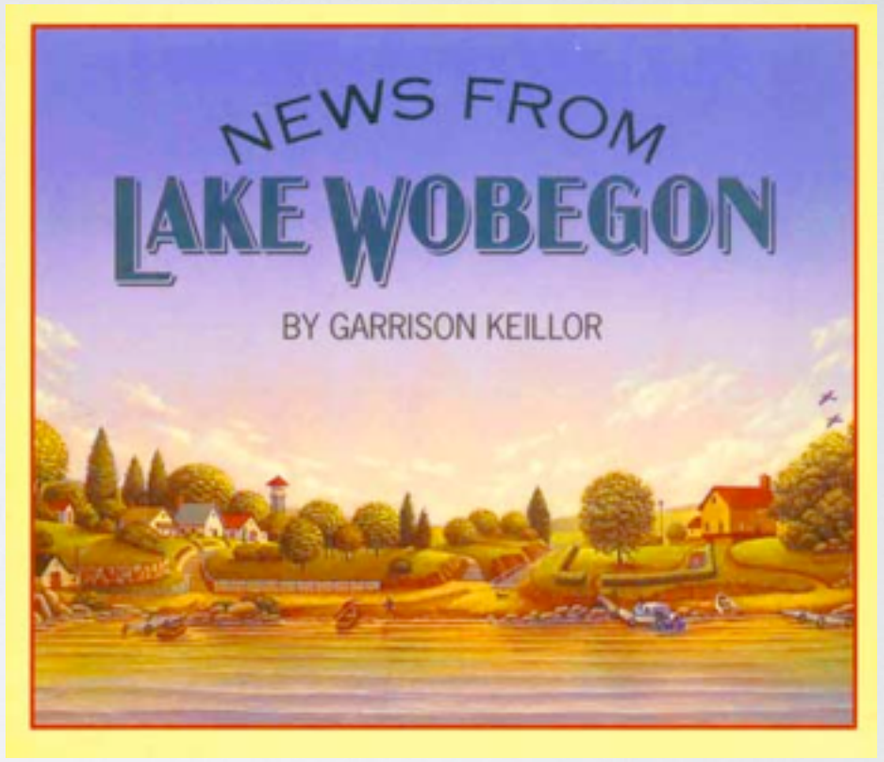

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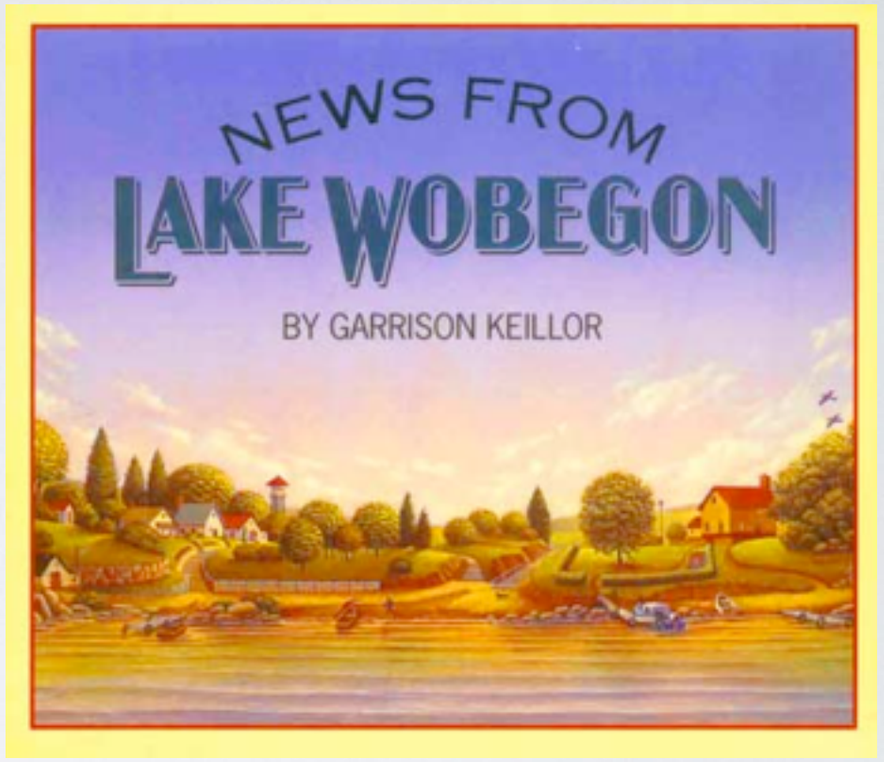

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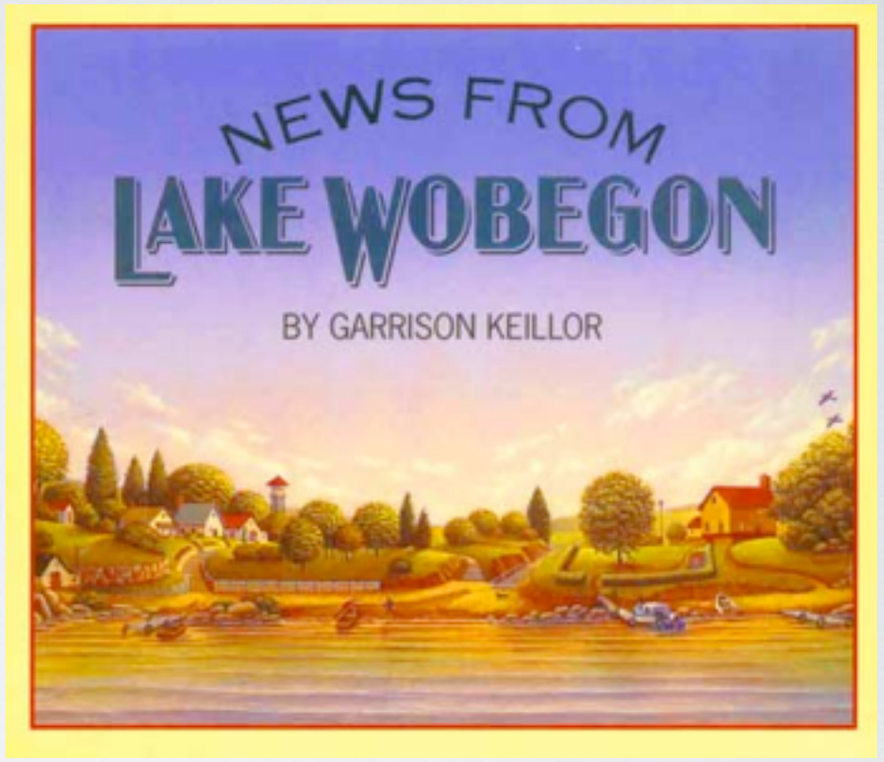

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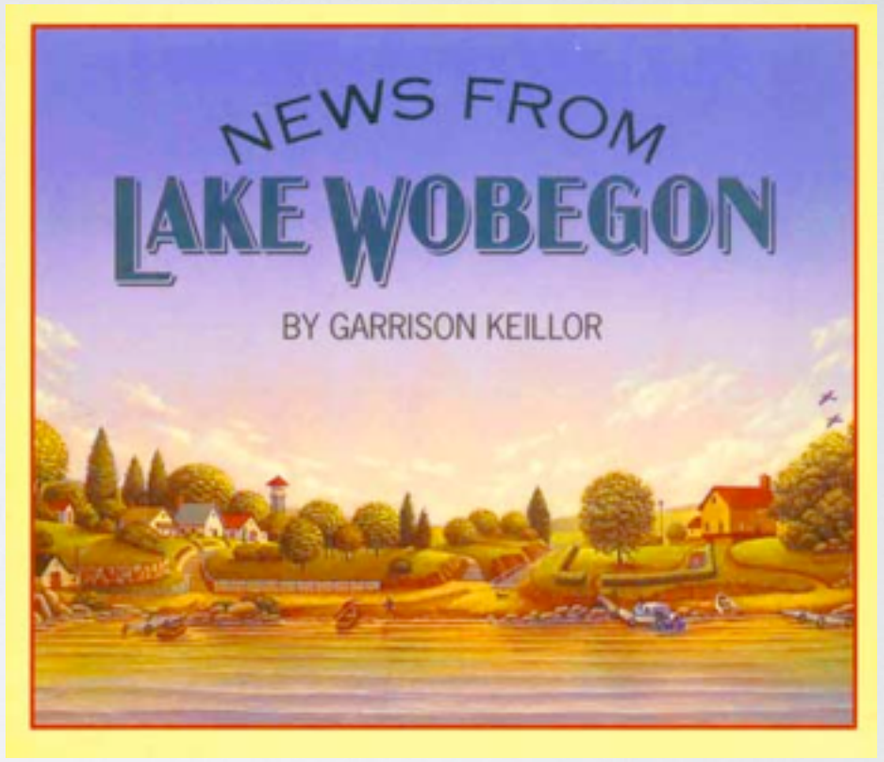

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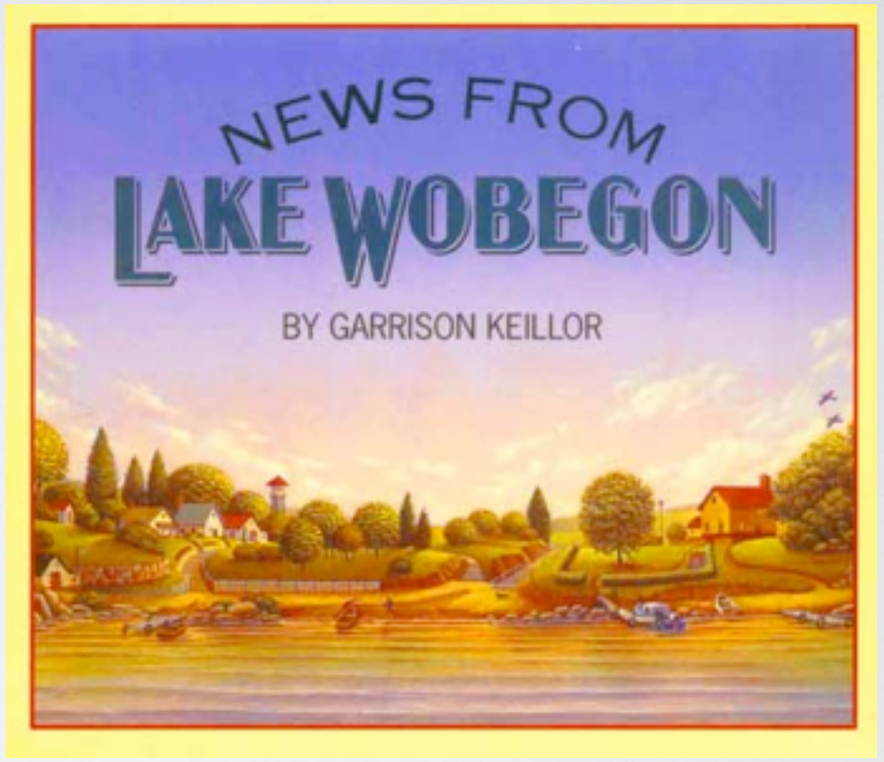

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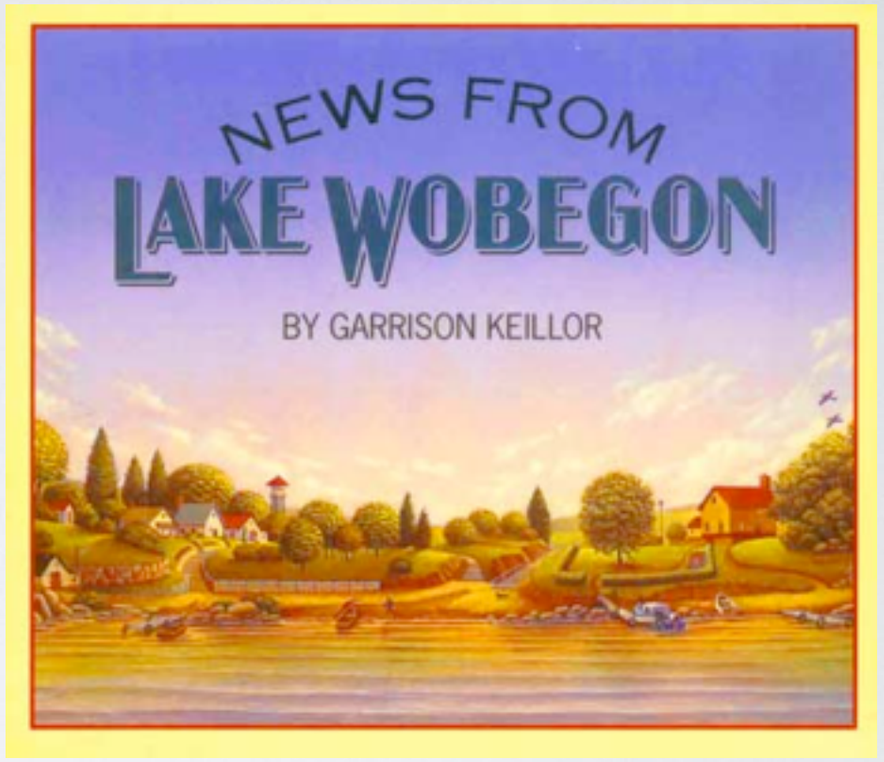

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- Self-Serving Bias

ENHANCEMENT OF THE SELF

The Self-Serving Bias

- Attributing success to internal/dispositional factors
- Attributing failures to external/situational factors

SIMPLIFICATION OF THE OTHER

But other people's successes and failures are always due to internal factors.

The Fundamental Attribution Error

- Overvaluing internal/dispositional factors when explaining the behavior of others, and discounting the situation

SIMPLIFICATION OF THE OTHER

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THE POWER OF THE SITUATION

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THE HEAT OF THE MOMENT

Ariely and Lowenstein (2006)

THE POWER OF THE SITUATION

THE HEAT OF THE MOMENT

Ariely and Lowenstein (2006)

Are women's shoes erotic?
Could it be fun to have sex with a 50-year old woman?
If you were attracted to a woman and she proposed a 3-some with a man would you do it?
Would you tell a woman that you loved her to increase the chance that she would have sex with you?
Would you encourage your date to drink to increase the chance that she would have sex with you?
Would you always use a condom if you didn't know the sexual history of a new sexual partner?
A condom decreases sexual pleasure
Birth control is the woman's responsibility

THE POWER OF THE SITUATION

THE HEAT OF THE MOMENT

Ariely and Lowenstein (2006)

Are women's shoes erotic?	42
Could it be fun to have sex with a 50-year old woman?	28
If you were attracted to a woman and she proposed a 3-some with a man would you do it?	19
Would you tell a woman that you loved her to increase the chance that she would have sex with you?	30
Would you encourage your date to drink to increase the chance that she would have sex with you?	46
Would you always use a condom if you didn't know the sexual history of a new sexual partner?	88
A condom decreases sexual pleasure	66
Birth control is the woman's responsibility	34

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A condom decreases sexual pleasure	66	78
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- But when asked, subjects in both conditions felt the essays corresponded to the author's own beliefs(!)

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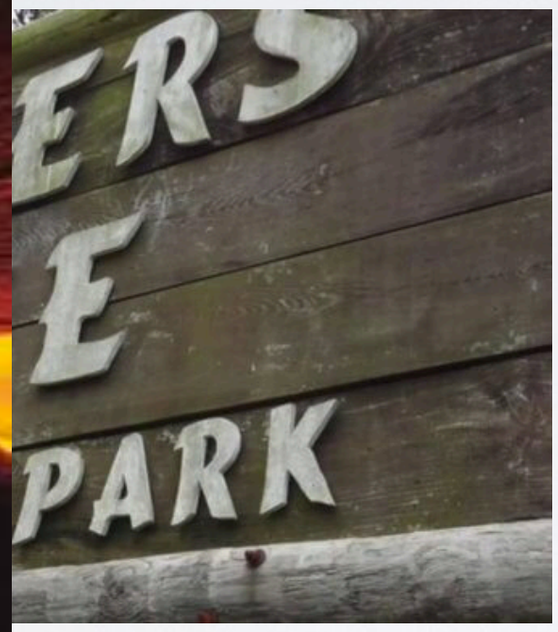

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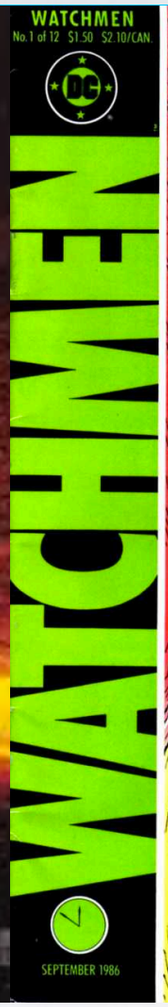

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Klee vs Kandinsky fans

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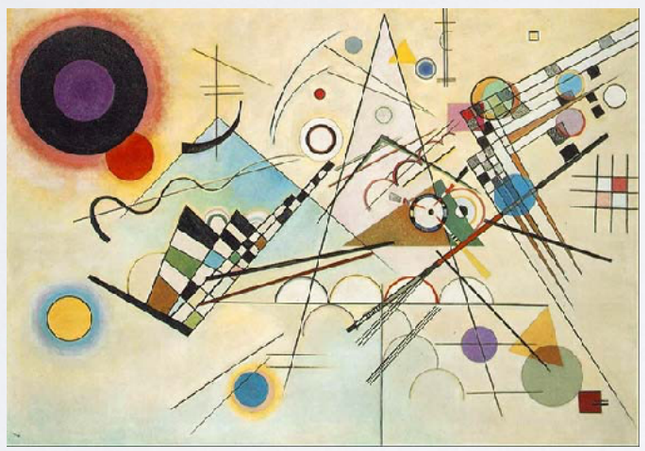

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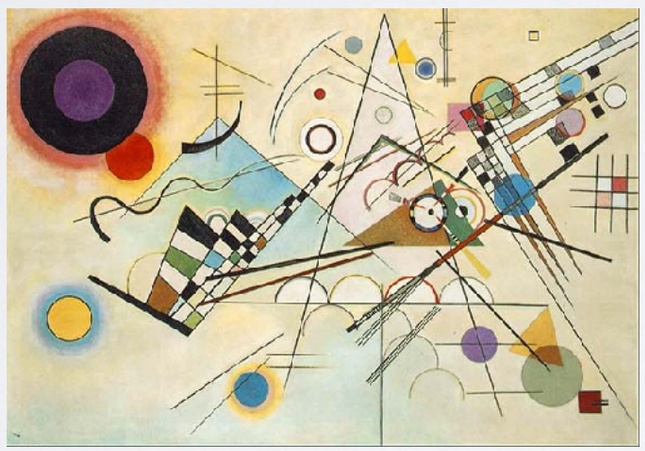

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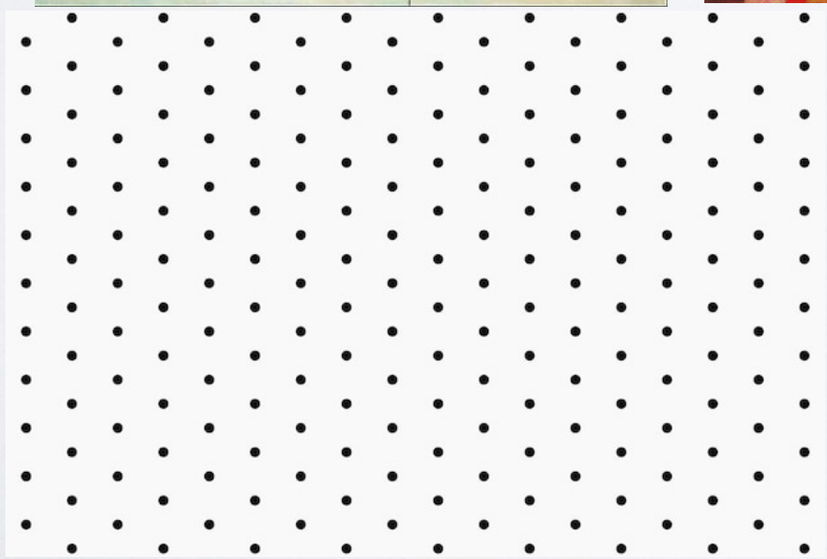
Overestimators vs underestimators



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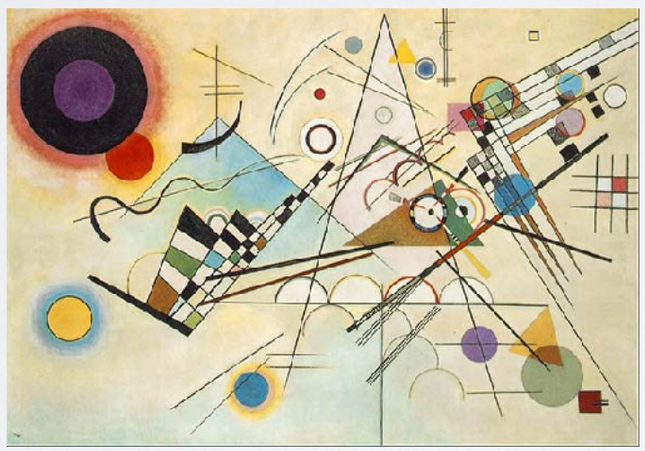

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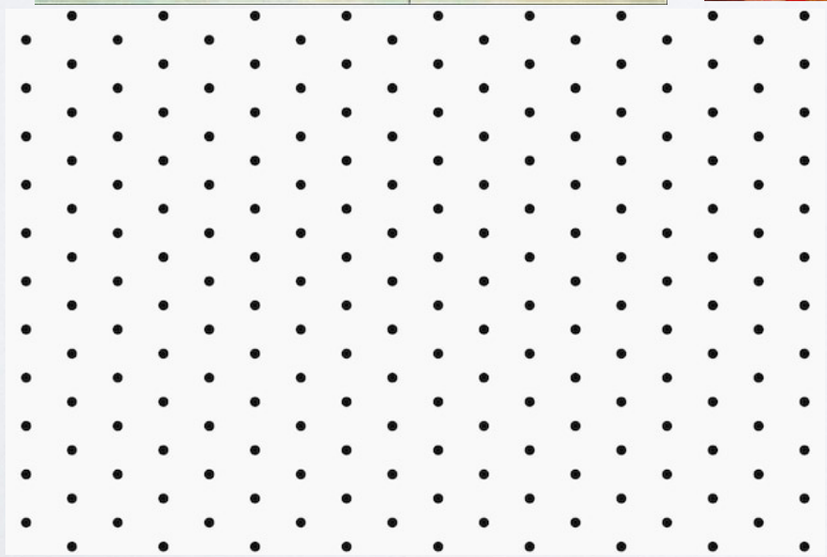

People in the same ‘group’:

SIMPLIFICATION OF THE OTHER

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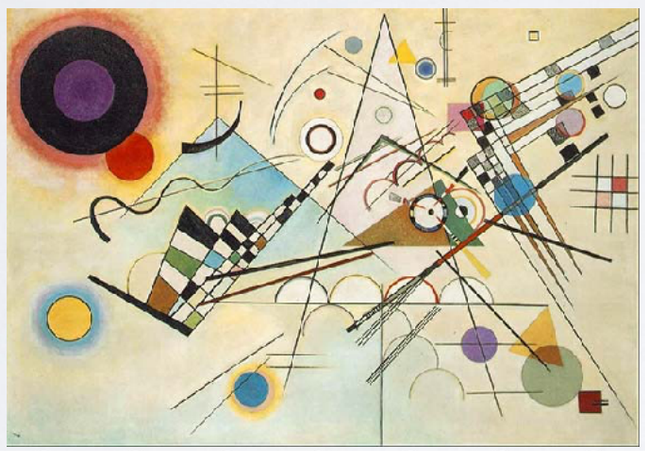

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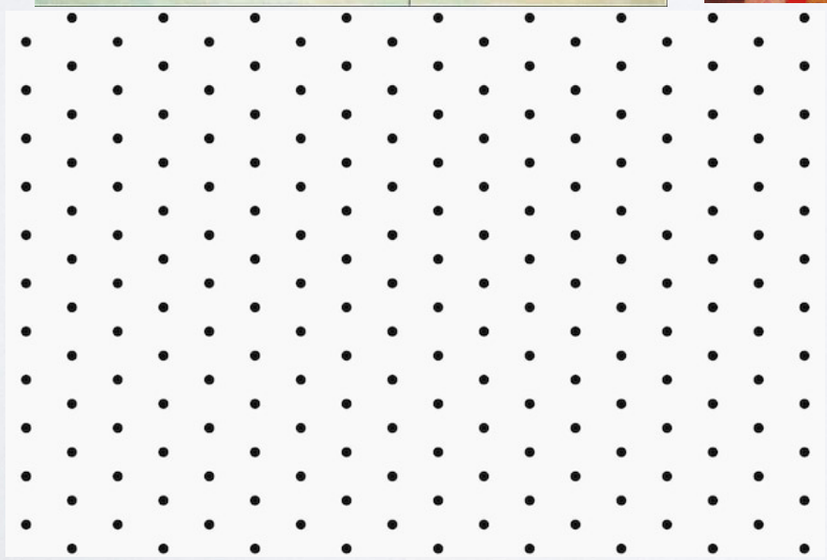

People in the same 'group':

- felt similar to each other

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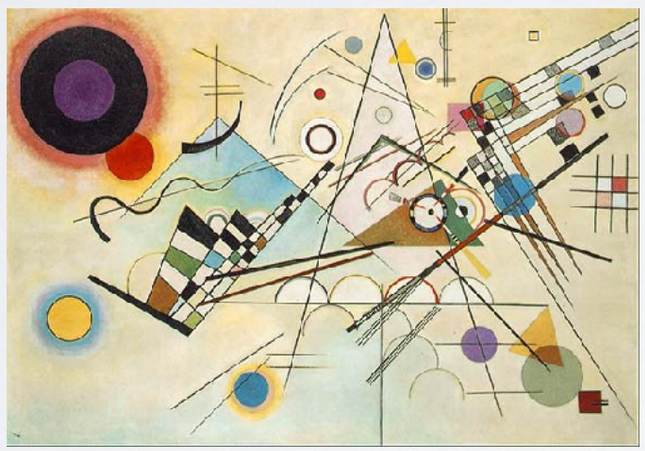
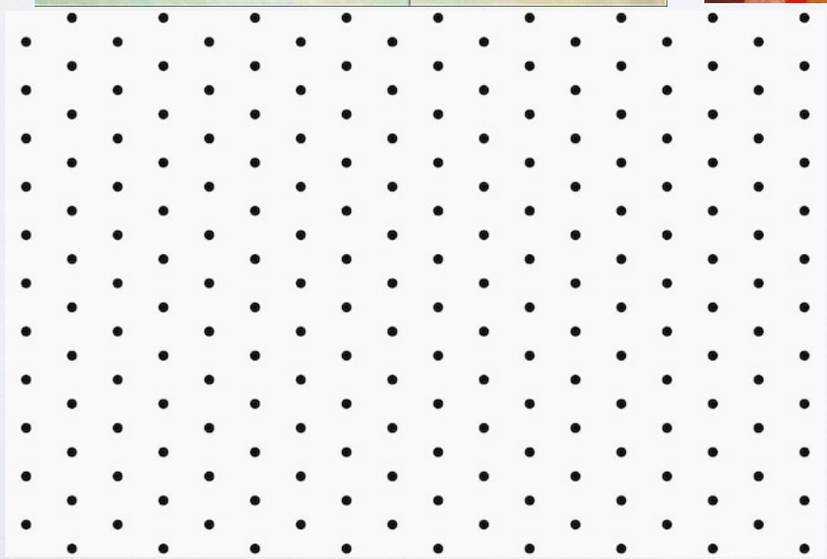
ENHANCEMENT OF THE SELF

Henri Tajfel (1919-1982)



Klee vs Kandinsky fans

Overestimators vs underestimators



People in the same 'group':

- felt similar to each other
- saw other ingroup members

SIMPLIFICATION OF THE OTHER

VIA

ENHANCEMENT OF THE SELF

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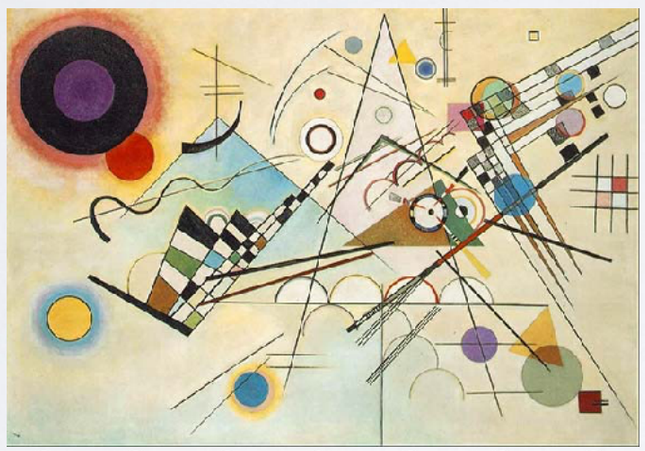

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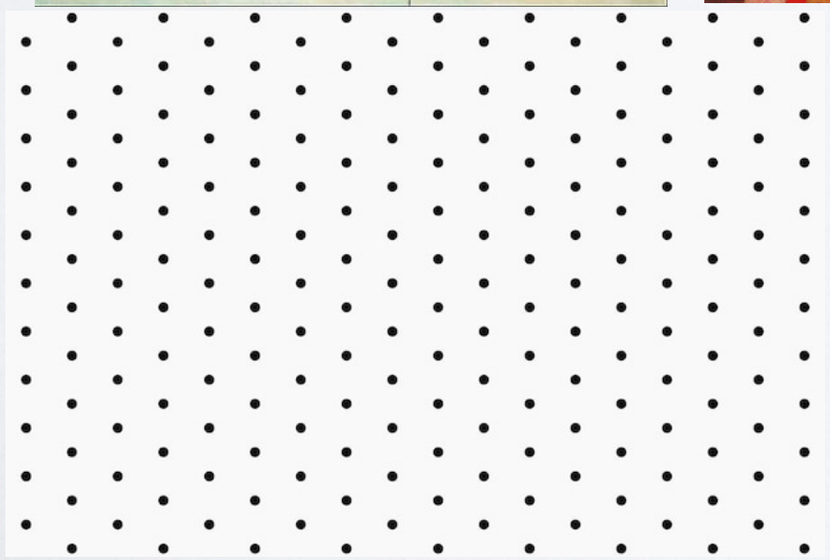

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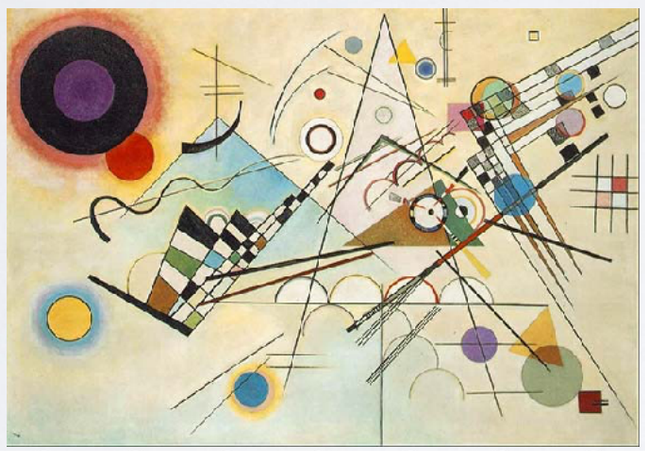

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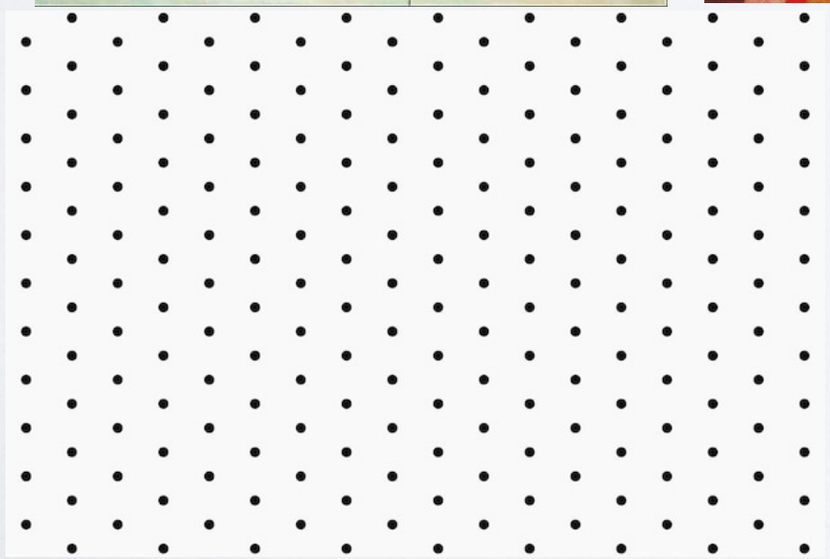

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- allocated more money to ingroup members
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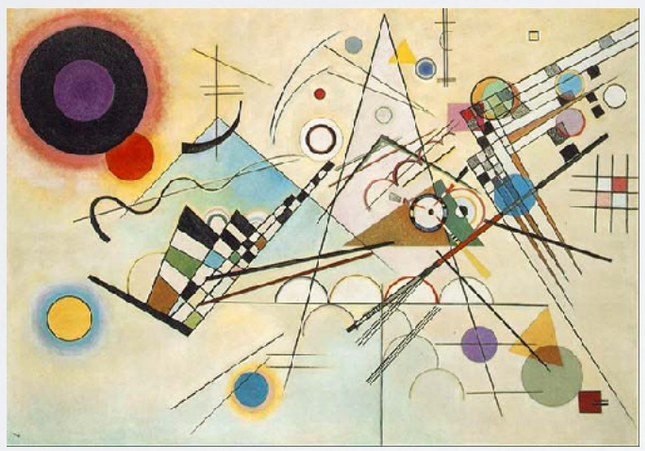
SIMPLIFICATION OF THE OTHER

VIA

ENHANCEMENT OF THE SELF

Henri Tajfel (1919-1982) The Minimal Groups Paradigm



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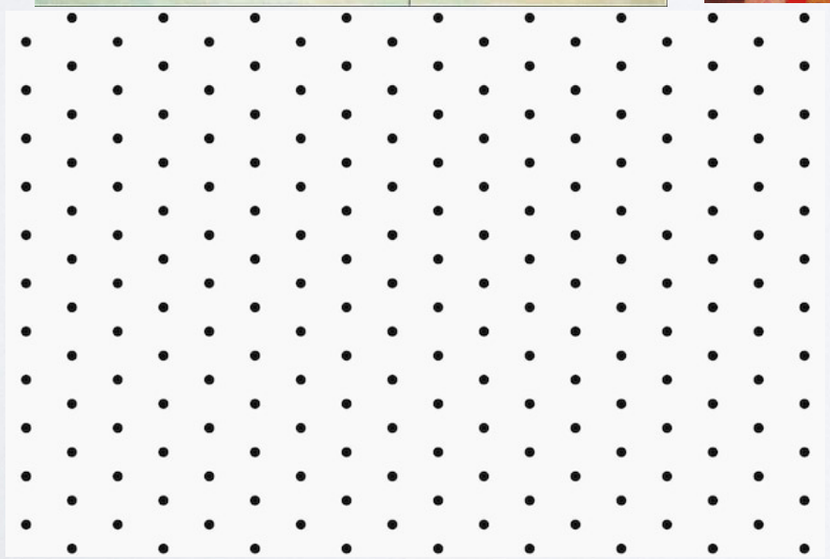

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"The ideal citizen of Orwell's Oceania bubbled with rage a mile wide and a millimeter deep and could forget in an instant passions that may have consumed him or her for years. We just did this, with a pandemic that had the country steaming with indignation until it was quietly declared over the moment Putin rolled over Ukraine's borders. We switched from "the pandemic of the unvaccinated" to "Putin's price hikes" in a snap. National outrage moved a few lobes over with zero fuss, and now we hate new people; instead of "anti-vax Barbie," we're barring Russian and Belarussian kids from the Paralympics." - Taibbi

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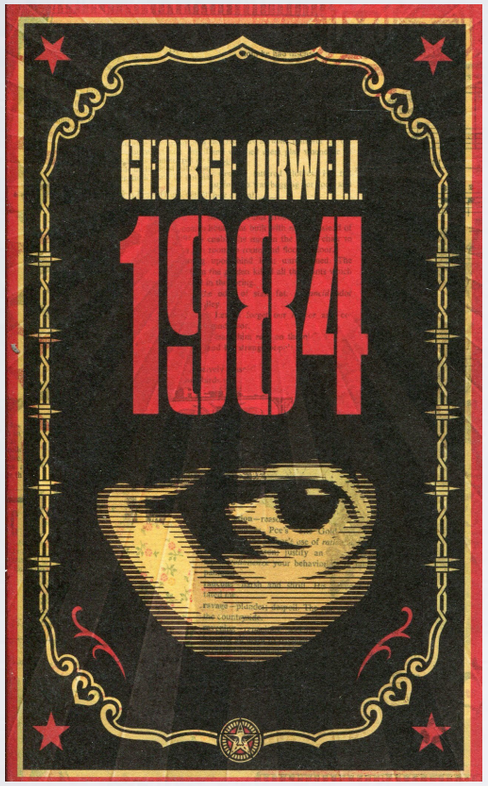

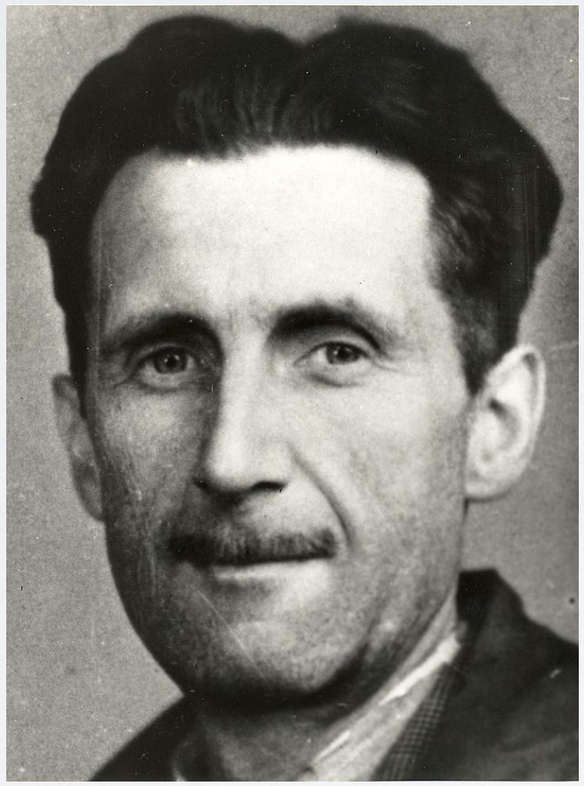

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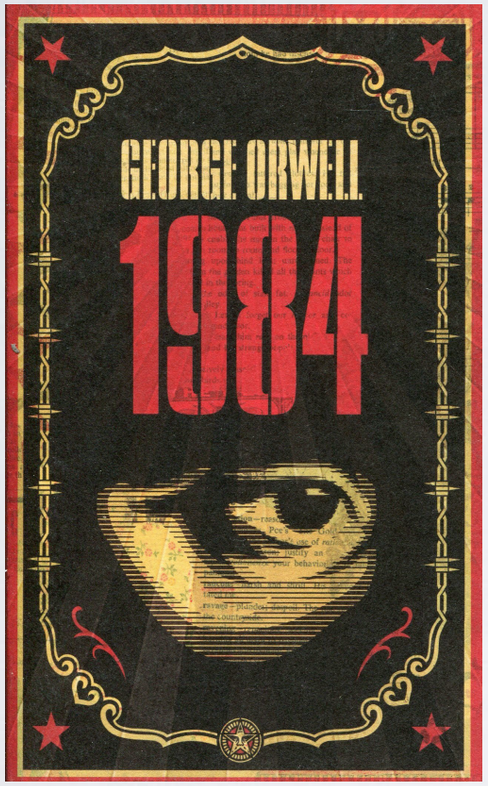

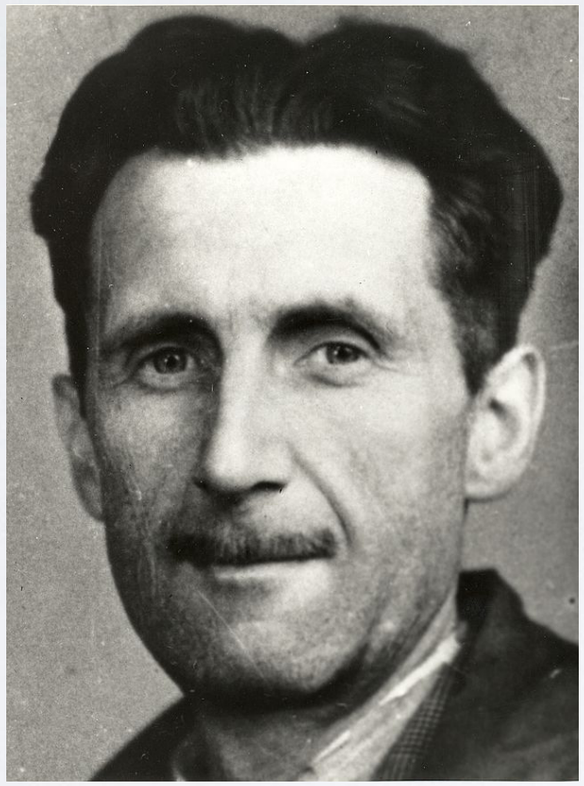

"Eurasia had boiled up into such delirium that if the crowd could have got their hands on the 2,000 Eurasian war-criminals who were to be publicly hanged on the last day of the proceedings, they would unquestionably have torn them to pieces—at just this moment it had been announced that Oceania was not after all at war with Eurasia. Oceania was at war with Eastasia. Eurasia was an ally.
There was, of course, no admission that any change had taken place. Merely it became known, with extreme suddenness and everywhere at once, that Eastasia and not Eurasia was the enemy." -Orwell, 1984

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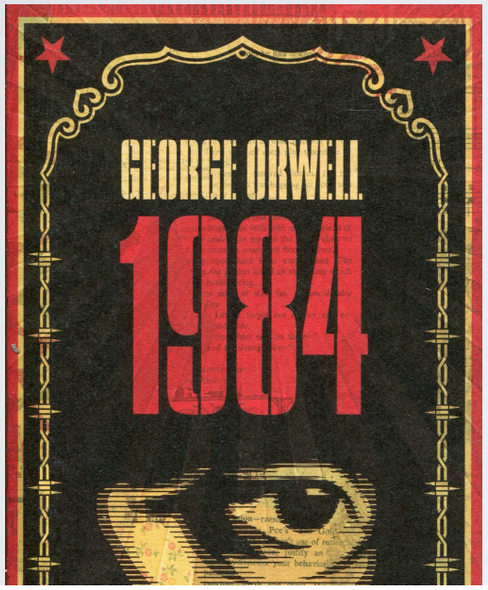

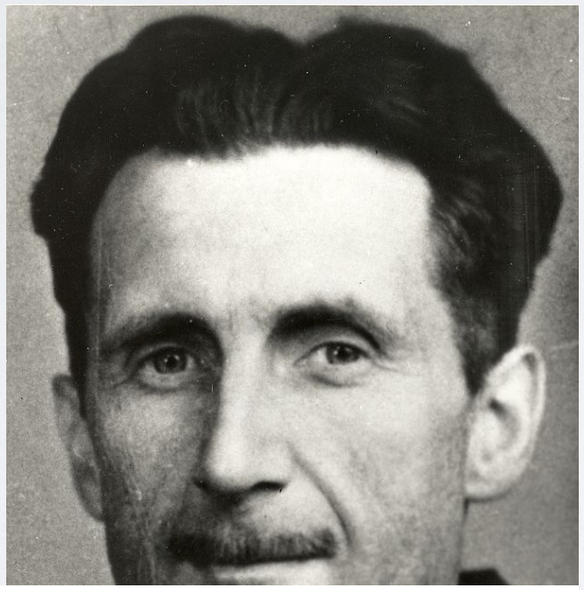

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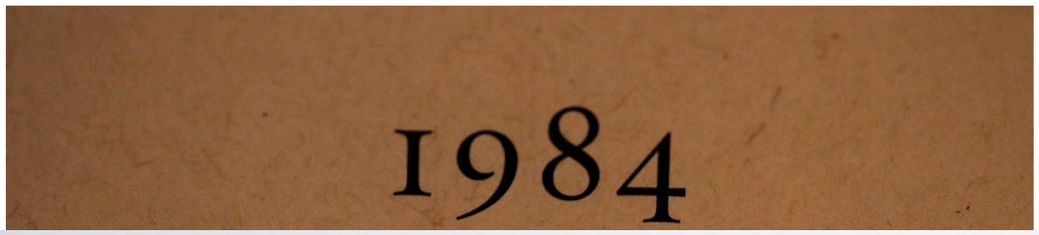
Orwell Was Right

From free speech to "spheres of influence" to our passion for endless war, we've become the doublethinkers 1984 predicted

Matt Taibbi Mar 13 1,284 1,036



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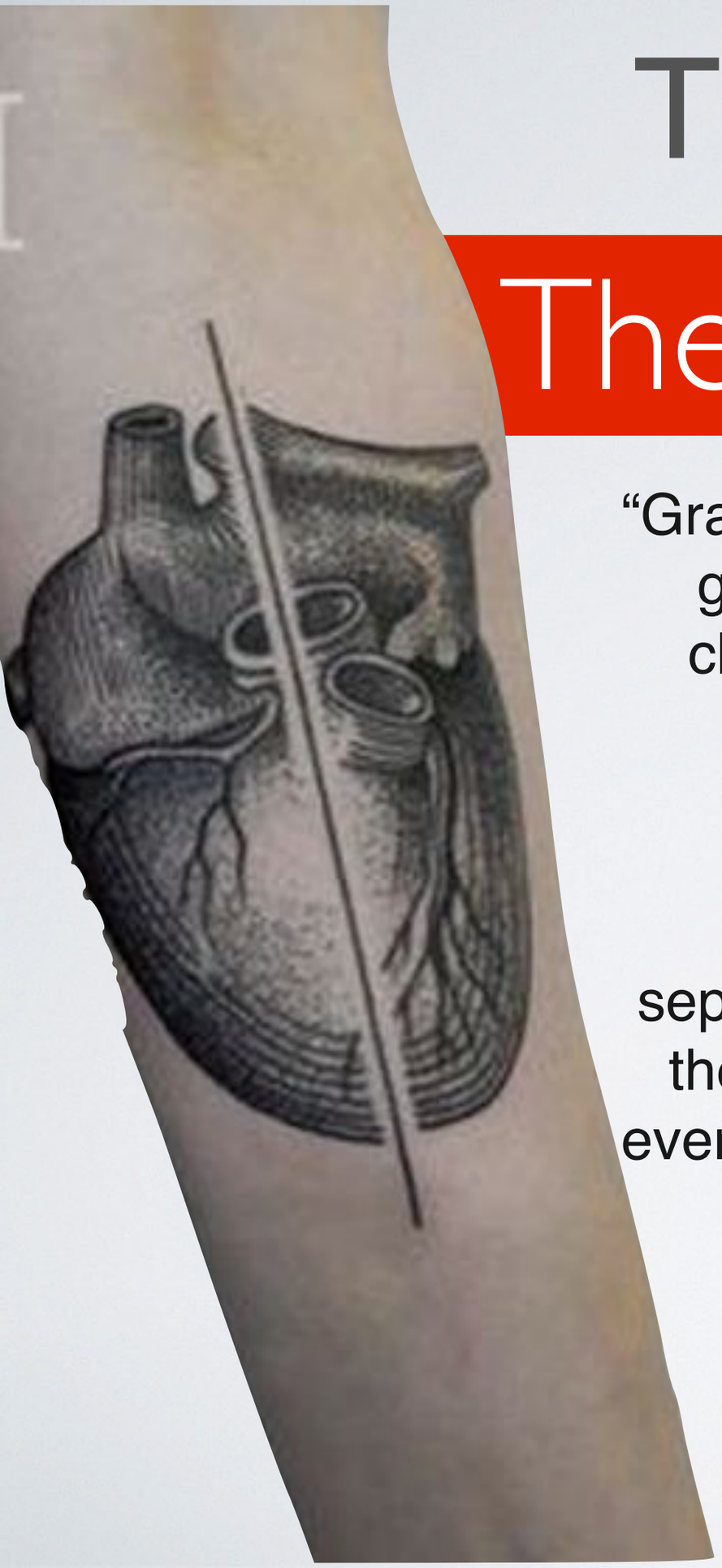
THE LESSON

The capacity in all of us



THE LESSON

The capacity in all of us

"Gradually it was disclosed to me that the line separating good and evil passes not through states, nor between classes, nor between political parties either -- but right through every human heart -- and through all human hearts.

If only there were evil people somewhere insidiously committing evil deeds, and it were necessary only to separate them from the rest of us and destroy them. But the line dividing good and evil cuts through the heart of every human being. And who is willing to destroy a piece of his own heart?"

—Aleksandr Solzhenitsyn

THE LESSON

THE POWER OF THE SITUATION

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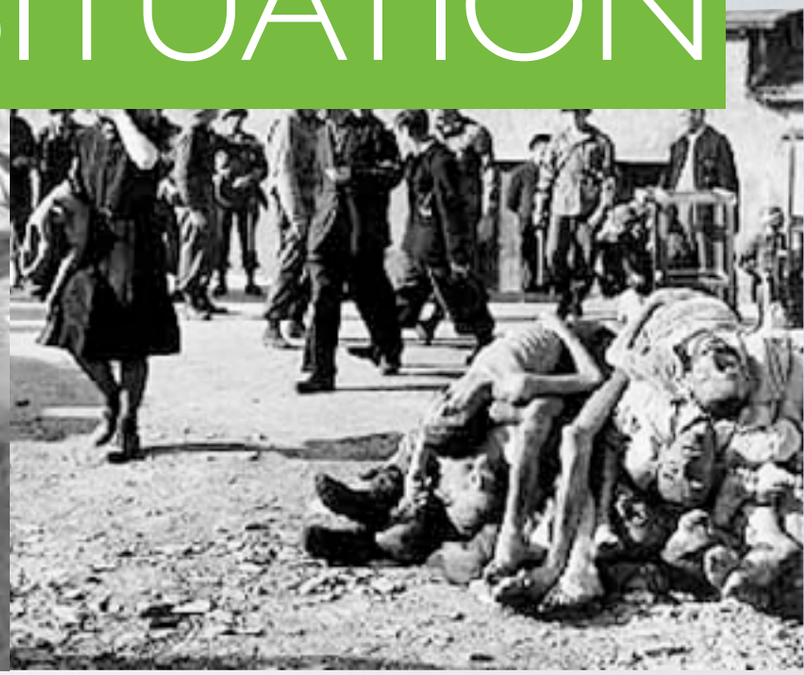

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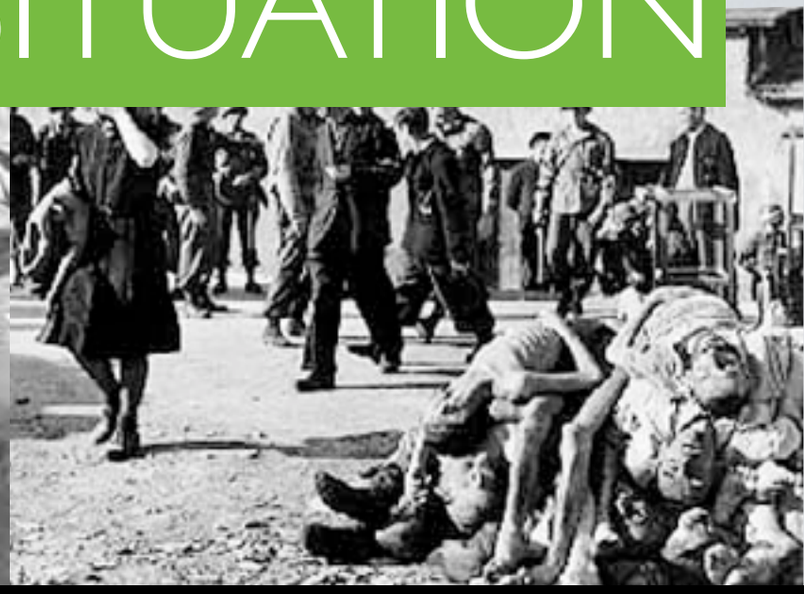
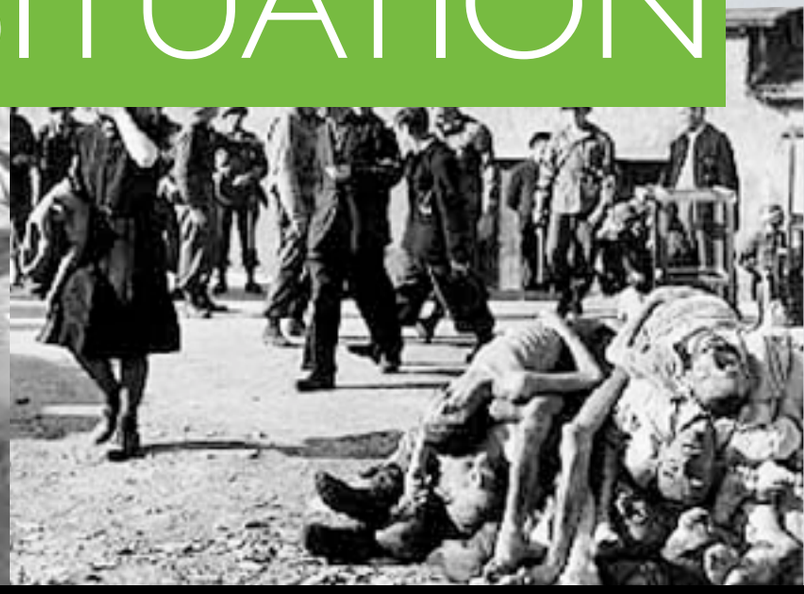


LITERACY ABOUT HUMAN PSYCHOLOGY

THE LESSON

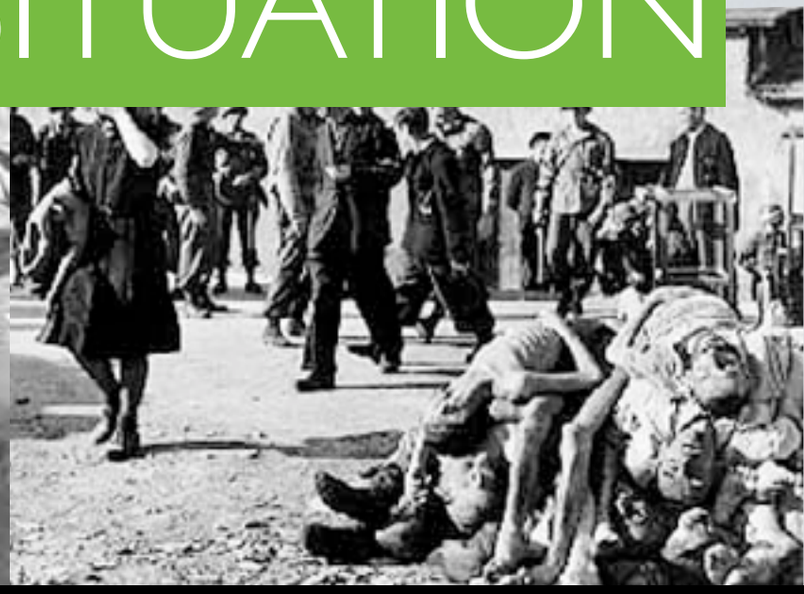
THE POWER OF THE SITUATION



LITERACY ABOUT HUMAN PSYCHOLOGY
VIGILANCE ABOUT AUTHORITY

THE LESSON

THE POWER OF THE SITUATION



LITERACY ABOUT HUMAN PSYCHOLOGY

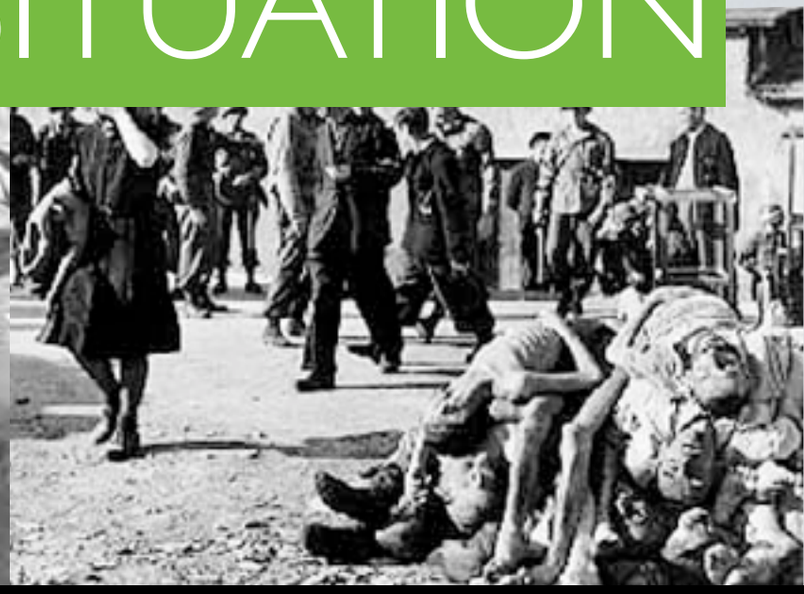
VIGILANCE ABOUT AUTHORITY

QUESTIONING ABOUT CONFORMITY

THE LESSON

THE POWER OF THE SITUATION





LITERACY ABOUT HUMAN PSYCHOLOGY

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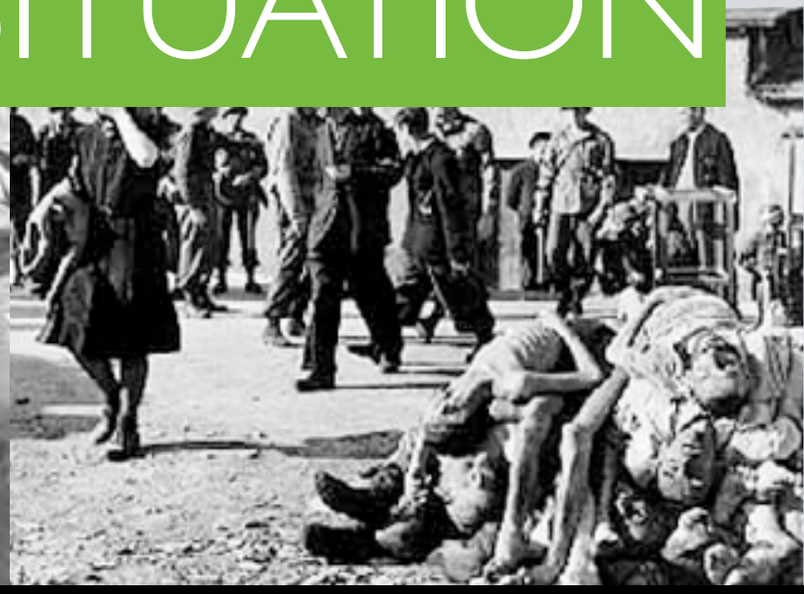
QUESTIONING ABOUT CONFORMITY

SKEPTICISM ABOUT YOUR SELF-ENHANCEMENT

THE LESSON

THE POWER OF THE SITUATION





LITERACY ABOUT HUMAN PSYCHOLOGY
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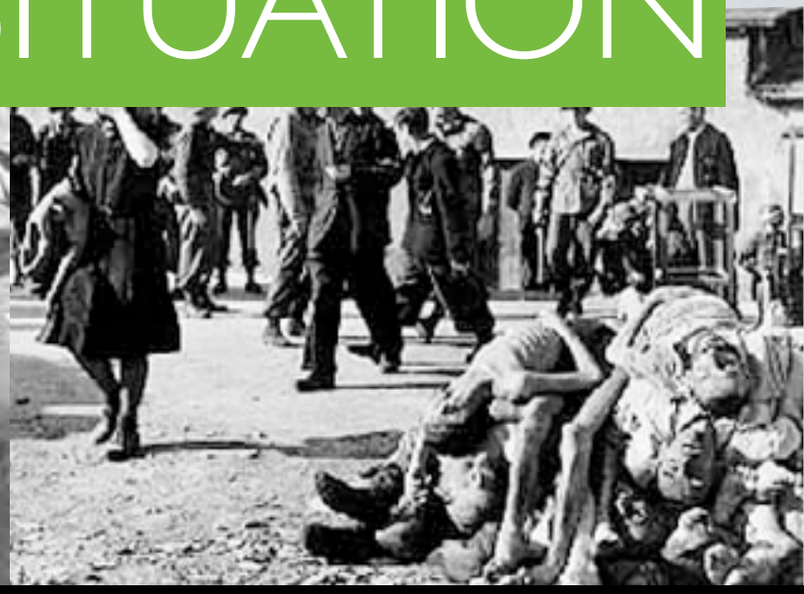
ACTIVE HUMANIZATION OF THOSE WHO ARE DIFFERENT FROM YOU

THE LESSON

THE POWER OF THE SITUATION



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ACTIVE HUMANIZATION OF THOSE WHO ARE DIFFERENT FROM YOU

AND THAT'S HOW NOT TO BE A NAZI