

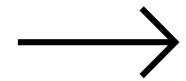
PSG105

PENGANTAR PSIKOLOGI

Runi Rulangi -Prodi Psikologi FHB UPJ

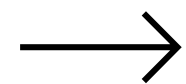


02



Jumpa Lagi di Kelas **Pengantar Psikologi.**

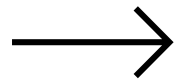
03



**Kembali lagi
bersama saya,
Anggi.**

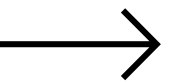
Pertemuan Ketigabelas di kelas Pengantar Psikologi.

04





05



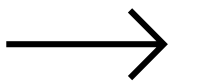
Social Thinking and Behavior

Outline

- *Social Thinking*
- *Social Influence*
- *Social Relations*

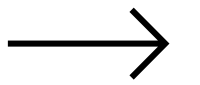


06



- *Attribution: Perceiving causes of behavior*
- *Forming & maintaining impressions*
- *Attitudes & attitudes change*

08

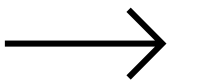


*Judgments about the causes of our own
behavior other people's behavior & outcomes.*

Attribution

- *Personal attribution*
 - *Internal*
- *Situational attribution*
 - *External*

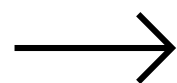
09



Attribution (Heider)



10

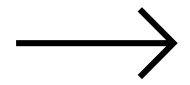


3 Types of information determine attribution:

- *Consistency*
- *Distinctiveness*
- *Consensus*

Attribution (Kelley)

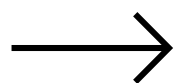
11



Type of Info	Personal	Situational
Consistency	High	High
Distinctiveness	Low	High
Consensus	Low	High

Attributional Biases

12



- Fundamental attribution error: When explaining other person's behavior underestimate situation & overestimate personal.
- Self-serving bias: Tendency to make personal attribution for success & situational attribution for failure.

First Impression?

- Primacy effect: Tendency to give more importance to the initial information about a person.
- Recency effect: Tendency to give more importance to the most recent information about a person.

Attitude

- Positive or negative evaluative reaction toward a stimulus--such as person, action and concept.
- Agree or disagree?

Theory of Planned Behavior

- Our intention to engage in a behavior is strongest when:
 - we have positive attitude,
 - subjective norm support our attitude, &
 - we believe that behavior under control.

Social Influence

- Presence of others
 - Norm, conformity, & obedience
 - Detecting & resisting compliance techniques
 - Behavior in groups

Conformity

Normative Social Influence?

- Solomon Asch's Study (1951):
- Would you yourself conform to the
- group's incorrect judgment?

Dilemma of Obedience

- Stanley Milgram's Study (1974):
 - Would you obey the orders of an authority figure to harm innocent person?

Social Relations

- Attraction: Liking & loving others
- Prejudice: Bias against others
- Prosocial behaviors: Helping others
- Aggression: Harming others

Referensi :

- Sugiyanto. (2009). Modul Matakuliah Psikologi Umum. Yogyakarta : Fakultas Psikologi Universitas Gadjah Mada.