

## Chapter 12

5. Three types of social influence discussed in the text **compliance** to agree to a request or proposition being made. **Conformity** adjusting who you are and how things are done normally to fit into a group that you may not necessarily agree with. **Obedience** to please those in authority one may change their behavior to avoid consequences or future conflict.

6. Social psychology is looking at how individual personality and thoughts is affected by social interaction and the influence of those things around them on a daily basis. Social psychology looks at how People places and things effects a person's thoughts actions and behavior. The underlying belief of social psychology is an individual will change their thought and behavior based on their social situation presented within the moment.

10. In the triangular theory of love some floors is that love is something that has many layers to it. Love is not only based on the three main components which is love intimacy passion and even commitment. When taken into cultural, social economic, racial, and even age factors the triangular theory is missing a piece of the puzzle in regards to creating a whole picture. in regard to intimacy there will always be a physical aspect that cannot be overlooked as attraction will always be a key factor in building the foundation to any relationship, along with having things in common.

18. How I would use the foot in the door technique of persuasion to convince someone to date me is to invite them on a simple friendly outing to maybe a coffee shop or a museum something not too intimate to make the person feel uncomfortable. If the person agrees to the friendly date then we could possibly move up to a more intimate later time in the evening dinner type setting to change the mood and atmosphere.

28. Bullying and cyber bullying compare due to the ongoing harassment of an individual over a period of time. Bullying and cyber bullying is usually done by adolescents towards a peer. Direct bullying is often done more so by boys in a aggressive physical manner. girls bullying is usually spreading rumors or isolating the other person so that they feel shut out and alone. Cyber bullying which is mostly girls bullying the victim over social media and the Internet. This form of bullying the person being the aggressor can stay anonymous which at times can leave the victim feeling helpless, frustrated, and even fearful.