**Revision checklist: Sociocultural level of analysis**

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| **What you need to know** | **Specific examples covered in book** | **Relevant pages in the textbook** | **Revised** |
| **General** |  | 66–69 |  |
| The principles that define the sociocultural level of analysis | These general points are covered at the beginning of the chapter but should be kept in mind throughout. | 66–68 |  |
| How the principles may be demonstrated in research | 69 (and throughout) |  |
| Why and how particular research methods are used at the sociocultural level of analysis | 68–69 |  |
| Ethical considerations of research | 68–69 |  |
| **Cultural norms** |  | 69–75 |  |
| Definitions of ‘culture’ and ‘cultural norms’ |  | 70–72 |  |
| Role of two cultural dimensions on behaviour | Individualism/collectivism  Power/distance | 72–74 |  |
| ‘Emic’ and ‘etic’ concepts |  | 74–75 |  |
| **Social norms** |  | 76–84 |  |
| Social learning theory | Bandura *et al*. (1963)  Fleiter *et al*. (2010) | 76–79 |  |
| Conformity to group norms |  | 79–83 |  |
| Factors influencing conformity | Culture and time  Group-think and the risky shift | 79–83 |  |
| Compliance techniques | Foot-in-the-door technique  Low-ball technique | 83–84 |  |
| **Sociocultural cognition** |  | 85–91 |  |
| Situational and dispositional factors in explaining behaviour |  | 85–88 |  |
| Attribution errors | Fundamental attribution error  Self-serving bias | 85–88 |  |
| Social identity theory |  | 88–90 |  |
| Stereotypes and their effect on behaviour |  | 90–91 |  |