

## Appendix B: Index of Social Psychology concepts

1. 'Zimbardo Vineyard' is in the southeast section of the map. This is a reference to Philip Zimbardo and the STANFORD PRISON EXPERIMENT
2. 'Village Asch' is in the southwest section of the map. This is a reference to Solomon Asch and his LINE CONFORMITY EXPERIMENT
3. pg 13 'King Festinger' This is a reference to the psychologist who came up with the idea of COGNITIVE DISSONANCE.
4. pg 13 'The Goodfolk of Village Donnell did nothing to stop their neighbor and friend being taken away.' This is a reference to the BYSTANDER EFFECT.
- 5, pg 26 'There it was. Even he was not immune' This is a reference to classic gender roles. By complimenting and confirming his ability to fulfill a male role she reinforces his role and his worth.
6. pg 31 'Shared goal if they were recognized.' People need to be part of a group. According to social psychology, not being part of the group causes extreme discomfort and possible illness.
7. pg 32 'A few confidential, woman-to-woman, talks had to be had with the woman needed.' When a high status individual confers a role onto a lower status individual, the lower status individual perceives more self-worth.
8. pg 33 'By asking the opinion of commoners, they can find out how they view themselves in.' To confirm roles is to convey value. This is seen in the power of negative reinforcement situations.
9. pg 38 'You think I am poor because of what you did to me? If you lived in a barn and shoveled dung for a meal?' This is a reference to the FUNDAMENTAL ATTRIBUTION ERROR. The fundamental attribution error suggests that people will blame other people rather than situations for failing. In contrast, they will blame a bad situation for their own failing. While they will assume it was good luck that caused others to find a positive outcome. They will create excuses for themselves to their own work or personal attributions.
10. pg 57 'He was the King's fighter was speaking to him as if he were one of her servants.' A change in roles or no roles makes people uncomfortable.
11. pg 74 'No one can be happy with two thoughts fighting in his head.' This is a direct reference to COGNITIVE DISSONANCE.
12. pg 91 'Keven did not know what to think.' People hate not knowing as a result they will almost always look for clues from others. This situation is often the beginning step of cults or why new people often conform quickly.
13. pg 109 'It was not malice, but simply the expectation that she would not be able to stand up to him.' This is an example of the FUNDAMENTAL ATTRIBUTION ERROR it is assumed women are not good fighters because they are women not because of the social situation into which girls and then women are placed.
14. pg 111 'From this moment on, you will be Second Recruit Tonay Denisio' Roles are supported and strengthened by ritual, adornment, and titles. By making it as formal as he can given the situation, Lt. Deccia conveys much worth to Tonay. Indoctrination into a cult or religion often comes with such ritual.
15. pg 122 'Though he disliked having to do it, he made himself find positives in it.' COGNITIVE DISSONANCE is the unpleasant state of having two conflicting thoughts at the same time. As a result, it is difficult to do something for a long period of time and hate it. Since Lucius cannot stop doing his task, reduces the dissonance by reducing his dislike of the task
16. pg 126 'Aye, there is more. Once ye learn something, can no be unlearned. If I gave ye a reason to doubt yerself, could ye ever forget it?' This is a reference to the harm caused by the MILGRAM and the STANFORD PRISON EXPERIMENTS. Once the subjects were shown how they would act under social pressure, they cannot easily forget that information.
17. pg 130 'But M'lady! Surely you do not think to visit those savages' This is blatant RACISM. It is thought racism stems from the fundamental attribution errors where a group of people are blamed because of their physical attributes rather than their social situation.
18. pg 150 'Maybe my father was right. Maybe that is how poor people are.' This is blatant CLASSISM. According to the FUNDAMENTAL ATTRIBUTION ERROR, many people assume people are poor because of a personal and permanent shortcoming rather than being in a difficult social situation.
19. pg 150 'Few people could resist the lure of a crowd when that crowd decided to feel a certain emotion.' Perhaps the most extreme example of social psychology is a RIOT. In a riot, concert, or sporting event, there is

SOCIAL DIFFUSION where individual roles disappear and peoples' behavior, thoughts, and emotions echo that of the crowd.

20. pg 165 'To be beaten so by a woman was humbling' King Donius having the role of protector of conservative values is very susceptible to the FUNDAMENTAL ATTRIBUTION ERROR. He believes women are weaker, less able or less competitive because of their fundamental attributes, not because of the social situations women often find themselves in.

21. pg 167 'Kiel was a demanding taskmistress.' This is a reference Kiel's changing role. Contrast this with the nervousness she had felt when she was in the subordinate role of her instructors. Consider an employee who gets scolded at work proceeds to act contrite and then goes home to be the authority figure at home.

22. pg 184 'Most of the time, women, and especially men, acted awkwardly around her.' The citizens of Atani did not know what role to assign Kiel. While she often played the role of haughty regent, she would change her role and mingle with common citizens. That produces discomfort, people prefer to have a system of secure social roles.

23. pg 194 'The men were given authority to hold the door. Challenging that authority would only strengthen their resolve. She paused, forcing the man to think.' Once someone does something they will resist thinking that behavior was wrong thereby bringing up cognitive dissonance. When she changed their role from automaton to that of a thinking person. Also, she dropped them from the role as a guard to that of a male.

24. pg 195 'Donius,' she used his first name to threaten him. By using his first name, she is threatening his role as a superior.

25. pg 203 'It was a blunt statement that pointed out his error.' This is a reference to Kiel's changing social role from mentor to a superior instructor.

26. pg 209 'Once people fell into a habit, it was next to impossible to change. In changing, they had to admit they were wrong.' Cognitive dissonance occurs when there is a difference between thoughts and actions. Because past actions cannot be changed present thoughts must be reformed to reduce dissonance.

27. pg 210 'Get them to do something and they will come up with their own reasons why they did it.' A person can be forced to do something. That leads to compliance. Because doing something a person hates for a long time, creates cognitive dissonance, they will create reasons why they acted a certain way. Once a person believes those reasons, conformity happens.

28. pg 210 'It was a little known truth that people's minds follow their behavior. Get them to do something and they will come up with their own reasons why they did it.' This is a reference to COGNITIVE DISSONANCE. Once a person does a behavior, especially a bad one, dissonance shows guilt. To reduce the guilt or dissonance, that person will convince himself that the original behavior was valuable.

29. pg 210 'To constantly assure them that it was not their fault that they ended up in their situation was quite an undertaking.' This refers to the correct understanding of the FUNDAMENTAL ATTRIBUTION ERROR.

30. pg 211 'Persuasion had three secrets and she knew them all.' Persuasion is a large part of social psychology because at the heart of persuasion, there is a social interaction between people. As mentioned in the story, the three parts are source of the message, nature of the message and target of the message.

31. pg 211 'The boys who kicked the defenseless man who curled in a fetal position or the fact that no one made a move to stop it.' This is a reference to the KITTY GENOVESE tragedy. She was murdered over several hours in front of an apartment building full of witnesses. Despite her numerous cries for help, no one acted or called the police.

32. pg 223 'Private Denisio, you are assigned to the Eighth Company' Titles accompany roles and roles require titles. By emphasizing his rank, his role is confirmed.

33. pg 225 'She knew better, but he knew there was little resisting when a group insisted on a behavior.' This is the extreme danger of conformity and group power.

34. pg 226 'Thank you sir!' Tapio winced as the words came from his mouth.' Tapio was forced to comply with military discipline. Because it is difficult to do something for long and still hate it, Tapio conformed. Examples of this can be found in any boot camp or indoctrination effort.

35. pg 226 'Old habits die hard and he was now acting just like any other soldier.' This is a reference to conformity based on roles, titles, ranks and insignia.

36. pg 233 'Keven, not knowing any different, followed the crowd.' This is the very essence of conformity. People conform when they do not have a role or knowledge of their own to guide them.