

Peacemaking and Cooperation

- Superordinate Goals
- Shared goals that override difference and can only be reached through cooperation
- Communication
- Mediators, marriage counselors, diplomats
- GRIT (Graduated Reciprocation in Tension-reduction)
 - (Gradual reduction in tension)
- One side announces its desire to reduce tensions in recognition of mutual interests, and initiates a small, conciliatory act. The other party reciprocates, and larger compromises are made for the good of both parties.
- If one responds with hostility, the other may retaliate.
- This begins a "turn taking approach" to reducing hostilities.

Combating Prejudice

Contact Theory

- Contact between hostile groups will reduce animosity if they are made to work towards a ***superordinate goal***.
 - *A goal that can only be met when groups cooperatively work together.*



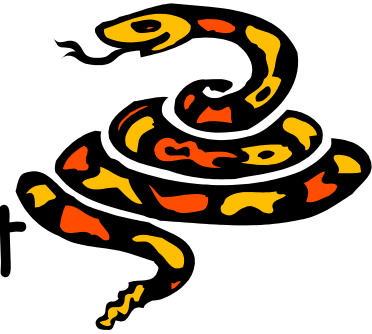
Examples:

- High School athletic or musical rivals may work together on an all-star/all-county team to defeat teams from other areas.
- Siblings who do not get along with each other may come together if another sibling is bullied.





Sherif's Robbers' Cave: An Experiment in Conflict



Purpose: Competition → Prejudice ?

- In the Robber's Cave experiment, conflict between groups arose from an intensely competitive situation
- Cooperation, however, replaced conflict when the experimenters contrived situations that fostered mutual interdependence and common goals for the groups

SHERIF CAMP STUDY

Robber's Cave Study

- Phase 1: In-group Identity
 - build cohesion among in-group
- Phase 2: Intergroup conflict
 - Create a competitive environment
- Phase 3: Restoring Harmony
 - create harmonious environment
 - with superordinate goals (goals that can only be achieved if both groups work together cooperatively)
- Summary:
- Competition led to prejudice.
- When competition between groups was removed and replaced with superordinate goals, prejudice stopped.

When Motives Conflict (Internal)

Approach/approach conflict



- Approach/approach conflict :
According to Lewin, the result of simultaneous attraction to two appealing possibilities, neither of which has any negative qualities.
- "Do I want to go to beach or AP Psychology class?" Each option is equally enticing.

When Motives Conflict (Internal)

Avoidance/avoidance conflict



- Avoidance/avoidance conflict: According to Lewin, the result of facing a choice between two undesirable possibilities, neither of which has any positive qualities.
- "Should I stay up all night studying for my science or my math final?" (Both are equally unappealing)



When Motives Conflict (Internal)

Approach/avoidance conflict

- Approach/avoidance conflict: According to Lewin, the result of being simultaneously attracted to and repelled by the same goal.
- "Should I ask her to go to the dance with me?" (She may say yes; she may say no.)



When Motives Conflict (Internal)



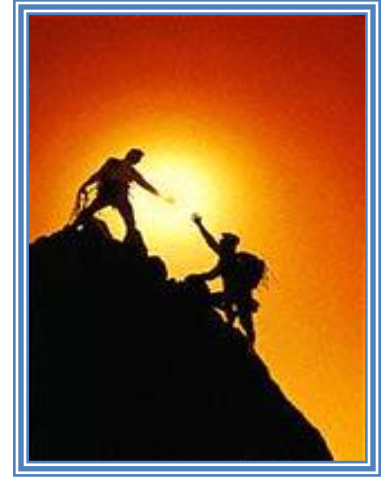
Double Approach/ avoidance conflict



- Double-Approach/avoidance conflict:
According to Lewin, the result of having to choose between multiple options, each of which has enjoyable and disagreeable aspects.
- "Should I stay home and wait for my girlfriend to call, or should I go out with my friends and maybe miss the call?"

Our Actions Toward Others: Pro-Social Behavior

- **Prosocial behavior** (broadest term)
 - Action intended to benefit another
 - Can be done to gain either external or internal reward
- **Benevolence** (slightly narrower term)
 - Action intended to benefit another, but **not to gain external reward**)
- **Pure altruism**
 - Action intended to solely benefit another
 - No external reward to the helper
 - No internal reward to the helper
- Some (like your psychology teacher,) argue there is no such thing as **pure altruism**



Defining Prosocial Behavior

Type of Behavior

Definition

Example

**Prosocial
Behavior**

Any action
intended to
benefit
another
(regardless
of motive)

Giving a
large tip
to a
waiter to
impress
your boss
with your
generosity

Benevolence

**Pure
Altruism**

Type of Behavior

Definition

Example

**Prosocial
Behavior**

Benevolence

**Pure
Altruism**

**Benefits
another
intentionally
for no
external
reward**

**Sending
\$20 to a
charity to
make
yourself
feel good
inside**

Defining Prosocial Behavior

Type of Behavior

Definition

Example

**Prosocial
Behavior**

Benevolence

**Pure
Altruism**

**Benefits
another
intentionally
for no
external or
internal
reward**

**Jumping on
a railroad
track to
help a
stranger
who has
fallen**

