

# IB Psychology - New Syllabus (First Assessment 2027)

## Content Glossary – The Sociocultural Approach

### Cognitive Dissonance Key Term Glossary

Key term	Definition
Cognitive dissonance	The role of cognitive dissonance in understanding human behaviour.
Dissonance	Psychological discomfort caused by holding conflicting beliefs or behaviours.
Attitude change	Adjusting beliefs to reduce dissonance.
Justification	Explaining behaviour to reduce inconsistency between thoughts and actions.

### Compliance Techniques Key Term Glossary

Key term	Definition
Compliance techniques	The role of one or more compliance techniques in changing human behaviour.
Compliance	Changing behaviour in response to a direct request.
Foot-in-the-door technique	Agreeing to a small request increases the likelihood of agreeing to a larger one.
Door-in-the-face technique	Refusing a large request increases the likelihood of agreeing to a smaller one.

### Conformity Key Term Glossary

Key term	Definition
Conformity	The process of conformity and its role in understanding human behaviour.
Normative influence	Conforming to be liked or accepted by a group.
Informational influence	Conforming because others are seen as a source of accurate information.
Majority influence	The effect of a larger group on an individual's behaviour or beliefs.

### Cultural Dimensions Key Term Glossary

Key term	Definition
Cultural dimensions	The role of one or more cultural dimensions in understanding cross-cultural similarities and differences in behaviour.
Individualism vs collectivism	The extent to which a culture prioritises individual goals over group goals.
Power distance	The degree to which less powerful members accept unequal power distribution.
Uncertainty avoidance	The extent to which a culture tolerates ambiguity and uncertainty.

### Emic Approach Key Term Glossary

<b>Key term</b>	<b>Definition</b>
Emic approach	The value of emic approaches in researching human behaviour.
Cultural specificity	Understanding behaviour within its cultural context.
Insider perspective	Studying behaviour from within the cultural group.
Contextual validity	The extent to which findings are meaningful within a specific culture.

### Enculturation Key Term Glossary

<b>Key term</b>	<b>Definition</b>
Enculturation	One or more theories of enculturation for one or more behaviours.
Socialisation	The process of learning norms and values of a culture.
Cultural transmission	The passing of cultural beliefs and behaviours across generations.
Internalisation	Adopting cultural norms as part of one's own belief system.

### Etic Approach Key Term Glossary

<b>Key term</b>	<b>Definition</b>
Etic approach	The limitations of etic approaches to researching human behaviour.
Universality	The assumption that behaviours are similar across cultures.
Cultural bias	Applying one culture's framework to another.
Imposed etic	When concepts from one culture are incorrectly applied to another.

### Models of Acculturation Key Term Glossary

<b>Key term</b>	<b>Definition</b>
Models of acculturation	The application of one or more acculturation models to explain the experience of immigrants, refugees or other people taking an extended stay in another culture.
Acculturation	The process of adapting to a new culture.
Integration	Maintaining original culture while adopting aspects of a new culture.
Assimilation	Fully adopting the new culture and rejecting the original.

### Social Identity Theory Key Term Glossary

<b>Key term</b>	<b>Definition</b>
Social identity theory	The application of social identity theory to change or explain behaviour.
Social identity	A person's sense of self based on group membership.
In-group	A group an individual identifies with.
Out-group	A group an individual does not identify with.

## Social Learning Theory Key Term Glossary

<b>Key term</b>	<b>Definition</b>
Social learning theory	The application of social learning theory to explain and change behaviour.
Observational learning	Learning by watching others.
Modelling	Imitating the behaviour of others.
Vicarious reinforcement	Learning through observing the consequences of others' behaviour.

