Glossary

A

Abstract - A 150-250 word summary of a research article

Acceptance – When we think that the behavior we are being influenced to follow is the correct thing to do in the situation

Actor-observer bias - When the actor overestimates the influence of the situation on their own behavior while the observer overestimates the importance of the actor's personality traits on the actor's behavior

Affective forecasting – When emotions affect the decisions we make about our future

Aggression - Any behavior, whether physical or verbal, that is carried out with the intent to harm another person

Aggression schemas - Provide us information about when aggression may be appropriate and the form it should take

Alternative activity – A different task students must be offered in lieu of participating in a research study

Altruistic behavior - When we choose to help another person voluntarily and with no expectation of reward or acknowledgement

Anchoring and adjustment heuristic - Helps us answer questions about another person by starting with an initial value, oftentimes the self when asked to make a social judgment, and then adjust accordingly

Applied science - Desires to find solutions to real-world problems

Archival research - When the researcher analyzes data that has already been collected and for another purpose

Attachment - An emotional bond established between two individuals and involving one's sense of security

Attitude - Our assessment of ourselves, other people, ideas, and objects in our world

Attribution theory – The theory which explains how we decide why someone did what they did

Attributional ambiguity - Refers to the confusion a person may experience over whether or not they are being treated prejudicially

Audience inhibition- When we decide that helping is risky because we could look foolish in front of other witnesses

Authoritarian personality – A personality style in which a person displays an exaggerated submission to authority, is intolerant of weakness, endorses the use of punitive measures toward outgroup members or deviants, and conformity to ingroup leaders

Automata – Machines and mechanical contraptions created to imitate human movement and action

Availability heuristic - Our tendency to estimate how likely an event is to occur based on how easily we can produce instances of it in our mind

Aversive racism - When a person denies personal prejudice but has underlying unconscious negative feelings toward another racial group

B

Base-rate fallacy – Our tendency to focus on distinctive features of a person and ignore or underuse information that describes most people

Basic science - Concerned with the acquisition of knowledge for the sake of the knowledge and nothing else

"**Bask in reflected glory**" (**BIRG**) - people have a tendency to publicly announce their associations with successful others

Behavioral self-handicapping - When we are uncertain about our abilities and anticipate a threat to our self-esteem, we prepare an excuse in advance

Belief in a just world (BJW) hypothesis - States that good things happen to good people and bad things happen to bad people

Belief perseverance – When our belief persists in the face of contradictory information

"Better than average" (**BTA) effect** - People have a tendency to evaluate themselves much higher than they evaluate others

Bystander effect – States that the chances that we will aid someone needing help decreases as the number of bystanders increases

C

Category – A group to which people are assigned to

Central route to persuasion – Also called systematic processing, occurs when we carefully consider the message content

Cognitive dissonance – When we will realize that some behaviors we are engaging in do not fit with one of our attitudes or we will have two attitudes that we realize seem to contradict each other, this results in an unpleasant feeling that we want to immediately get rid of or reduce

Communal relationships – When there is an expectation of mutual responsiveness from each member as it relates to tending to member's needs

Compliance – When we publicly go along but privately, we disagree with or don't want to engage in the behavior we are going along with

Confederate – An individual who is part of a study without the participant knowing

Confirmatory hypothesis testing - Occurs when we select information from others that confirms an existing belief or schema

Conformity - The real or imagined pressure of others

Confound - When a factor other than the independent variable leads to changes in the dependent variable

Conjunction error - Occurs when a person assumes that events that appear to go together will occur together

Consistency bias - Our tendency to recall events in a way consistent with our beliefs and biases

"**Contact hypothesis**" - States that contact between groups can promote acceptance and tolerance but only when four conditions are met (See Section 9.3.2 for the conditions)

Content validity - To what degree a measure covers the construct of interest

Control group – The group in an experiment that does not receive the treatment or is not manipulated

Convenience sample – A sample that is readily available and easy to obtain

Correlational Research – A research method which examines the relationship between two variables or two groups of variables

Correspondent inference theory - Provides one way to determine if a person's behavior is due to dispositional or situational factors and involves examining the context in which the behavior occurs

Counterfactual thinking - "What might have been" situations we imagine

Courtesy stigma - When stigma affects people associated with the person with a mental disorder, physical disability, or who is overweight or obese

Covariation theory - Says that something can only be the cause of a behavior if it is present when the behavior occurs but absent when it does not occur and that we rely on three kinds of information about behavior: distinctiveness, consensus, and consistency

Creative synthesis – Proposed by John Stuart Mill, says that there is a combining of mental elements such that the product yields some distinct quality not present in the individual elements themselves

Criterion validity – When we expect a person's scores on one measure to be correlated with scores on another measure that we expect it to be related to

Critical thinking - Our ability to assess claims made by others and make objective judgments that are independent of emotion and anecdote and based on hard evidence

Culture - Includes all the beliefs, customs, institutions, experience, values, attitudes, art, religion, etc. of a group of people

Culture of honor – States that in some cultures, individuals are expected to safeguard their reputation, family, or property by answering threats, insults, and affronts with violence

Cyberbullying - Involves the use of technology such as social media, e-mail, chatrooms, texting, video games, Youtube, or photographs to humiliate, embarrass, intimidate, or even threaten someone to gain power and control over them

D

Dark Triad – Personality traits including Narcissism, Machiavellianism, and psychopathy that are thought to be responsible for aggression

Debriefed - When the true purpose of a study is revealed and participants are told where to go if they need assistance and how to reach the researcher if they have questions

Deception – When researchers intentionally withhold the true purpose of the study from participants

Defensive pessimism - Helps us manage our anxiety and pursue our goals by setting low expectations and mentally exploring possible outcomes of goal-relevant tasks

Dehumanization - When we view an individual as not having human qualities or being less human

Deindividuation - Explains the effect of losing your own personal identity in a crowd, which allows you to engage in behaviors you wouldn't normally do alone

Dependent variable – The variable in an experiment that is measured

Descriptive statistics – A type of statistic that provides a means of summarizing or describing data, and presenting the data in a usable form

Desensitization – Seeing frequent acts of violence can make a person numb to it, or less sensitive to the pain of other

Determinism - The idea that every act is determined or caused by past events and so it is possible to predict changes that will occur in the operation of the universe

Diffusion of responsibility - When others are around we feel less responsibility to help

Discounting principle - States that when more than one cause is possible for a person's behavior, we will be less likely to assign any cause

Discrimination - When a person *acts* in a way that is negative against a group of people

Disinhibition - Reduction of our control such that the part of the brain that under normal conditions inhibits aggressive tendencies is anesthetized by alcohol

Displacement - When we channel a feeling or thought to a substitute target because we cannot aggress against the primary target either due to social norms, laws, or it is not accessible to us

Dispositional attribution – Assigning an internal or personal cause to why someone did what they did

Dispositional optimism - A stable individual difference that reflects the general perception that future positive outcomes will be common and future negative outcomes will be rare

Domains of the self - The actual, ideal, and ought selves

Door-in-the-face – When something large is presented and the metaphorical door is slammed in your face because the request is too big. Then you knock and offer a smaller request, which is usually accepted

Downward social comparison - Instead of comparing our performance to others to see where we rate, we will look for someone we know performs worse than we do or is worse off than we are and make a comparison

Dualism - The idea that questions whether the mind and body are distinct from one another

Duchenne smile – A real smile

E

Egotistical behavior - Behavior focused on the self

Emotional intelligence or **EI** - Our ability to manage the emotions of others as well as ourselves and includes skills such as empathy, emotional awareness, managing emotions, and self-control

Empathy - When we put ourselves in another person's shoes and vicariously experience their perspective

Empathy-altruism hypothesis - States that when we feel empathy for a person, we will help them for purely altruistic reasons with no concern about personal gain

Empiricism - The idea that all knowledge is derived from sensory experience

Event schema (script) - Type of schema which tells us what is to occur in certain situations

Evolutionary psychology – The idea that evolutionary processes have affected and shaped both body and brain and that they are adaptations to solve problems that contribute to the survival of the species

Exchange relationships – Those that involve the expectation of reciprocity in a form of tit-for-tat strategy.

Excitation-transfer theory - States that physiological arousal dissipates slowly such that we may still be slightly aroused as we move from an initial situation that caused an increase in arousal to subsequent situations

Exemplars - Perfect examples of a prototype

Experimental group – The group in an experiment that does receive the treatment or manipulation

Experimental realism - The degree to which the experimental procedures that are used feel real to the participant

Experiments – A controlled test of a hypothesis in which a researcher manipulates one variable and measures its effect on another variable

Explicit attitudes - Attitudes that are obvious and known or at the level of conscious awareness

External validity - If our results do generalize from the circumstances under which our study was conducted to similar situations

F

Face validity - The extent to which a measurement method appears "on its face" to measure the construct of interest

False consensus effect – When we overestimate to what degree their opinion is shared by others

False modesty – When you perform well but downplay your performance instead of gloating and talk about the contributions of your fellow teammates instead

False uniqueness effect – When we underestimate to what degree others share our abilities and skills

Figure-ground - Indicates that figure stands out against ground in our perceptual field

Foot-in-the-door phenomenon – When a person makes a small request first; Once you agree to the small request the communicator will ask for something larger

Forgiveness - Involves letting go of resentment and any thought we might have about getting revenge on someone for past wrongdoing

Framing - The way in which choices are presented to us

Free riding – When a group member can decrease their effort and still benefit from the efforts of others group members

Frustration - When a person is prevented from reaching a goal because something or someone stands in the way

Frustration-aggression hypothesis - The idea that the occurrence of frustration always leads to aggression and this aggression is caused by our being frustrated

Fundamental attribution error - An error in assigning a cause to another's behavior in which we automatically assume a dispositional reason for his or her actions and ignore situational factors

G

Gaps - Holes in the literature; or topics needing additional research

Generalizability – In research, when we can make statements about the population from our sample

Group – When two or more people are interdependent, interact and influence one another

Groupthink - When group members suppress dissent toward a poor decision because of a set of antecedent conditions

Group polarization - When others sharing the same perspective are put into a group and left to discuss, they will move to a more extreme opinion from their initial opinion

Group-serving bias – When we ignore an outgroup member's positive behavior and assign dispositional attributions to their negative behavior while attributing negative behavior to situational factors and positive behavior to dispositional ones for ingroup members

Group stereotype - Includes our beliefs about what are the typical traits or characteristics of members of a specific group

H

Halo effect – When positive information about a person leads us to assume other positive qualities

Heuristics – Mental shortcuts

Hostile or **physical aggression -** Occurs when a person intends to harm another person by hitting, shooting, kicking, punching, or stabbing them, or by simply threatening such action

Hostile attribution bias - Leads people to project blame onto others and is an extra-punitive mentality

Hypothesis - A specific, testable prediction

I

Implicit attitudes - Attitudes that we might not even be aware we hold

Independent variable – The variable in an experiment that is manipulated

Independent or **individualistic self –** States that individuals reject conformity, focus on individual traits and goals, and seek personal achievement

Inferential statistics – A type of statistics that allows for the analysis of two or more sets of numerical data

Informed consent - When the person agrees to participate because they are told what will happen to them

Ingratiation - Complimenting, flattering, or engaging in other acts that lead a person to do things for you or like you

Ingroup favoritism – When we favor ingroups to enhance our own self-esteem and produce a positive self-concept

In-groups - Groups we identify with

Instinct theory of motivation - States that all of our activities, thoughts, and desires are biologically determined or evolutionarily programmed through our genes and this serve as our source of motivation

Instincts – Inborn and inherited predispositions to act in predictable ways to certain stimuli

Instrumental aggression - Occurs when a person attempts to obtain something but does not intend to harm others

Interdependent or **collectivistic self** – States that people identify the self in a social context, believe in blending in, focus on group goals, promote solidarity, and are against egotism

Internal consistency - The consistency of people's responses across the items on multiple-item measures

Internal validity - When we can confidently say that the effect on the dependent variable was due solely to our manipulation or the independent variable

Interpersonal attraction - Showing a preference for another person

Inter-rater reliability - How consistent different observers are when making judgments

Intimate or romantic relationships – A relationship in which you feel a very strong sense of attraction to another person in terms of their personality and physical features

Introduction – The first section of a research article designed to provide a summary of the current literature as it relates to the topic

Introspection - Looking inward

J

Jealousy - A negative emotional state arising due to a perceived threat to one's relationship

K

Kin selection (also known as *inclusive fitness theory)* **-** States that any behavior aiding a genetic

relative will be favored by natural selection

L

Laboratory observation - Involves observing people or animals in a laboratory setting

Literature review - When we conduct a literature search through our university library or a search engine such as Google Scholar to see what questions have been investigated already and what answers have been found

Locus of control - Our sense of competence is affected by the degree to which we blame internal or external forces for our success and failures

Loneliness - Occurs when our interpersonal relationships are not fulfilling and can lead to psychological discomfort

Looking-glass self – The ideas that we base our sense of self on how we think others see us and this social interaction serves as a sort of mirror in which people use the judgments of others to measure their own worth, behavior, and values

Lowballing - The communicator will put forward an attractive offer, one that is hard to say no to. Once the offer is agreed to, you will come up with new reasons for why you are glad you made the commitment to this offer. The original offer is removed. The whole reason you went along with it was because of that desirable offer and now it is gone. We go along with it and are happy about it

M

Machiavellianism - A trait reflecting a person's willingness to manipulate others

Matching hypothesis - We date others who are similar to us in terms of how attractive they are

Mechanism - The idea that the world is a great machine and all natural processes were thought to be mechanically determined and so could be explained by the laws of physics and chemistry

Mere exposure effect – States that the more we are exposed to novel stimuli, the greater our liking of them will be

Meta-analysis - A statistical procedure that allows a researcher to combine data from more than one study

Method – The section of a research article in which participants, materials or apparatus, and procedure are described in detail; it is like a cookbook

Microexpressions - Facial expressions that are made briefly, involuntarily, and last on the face for no more than 500 milliseconds

Misinformation effect - Occurs when we receive misleading information about a recently witnessed event and then incorporate this inaccurate information into our memory of the event

Modern racism – Racism that only appears when it is safe and socially acceptable to do so

Multi-cultural research - An area of cross-cultural psychology which focuses on racial and ethnic diversity within cultures

Multi-method research – When several approaches or research designs are used to provide the clearest picture of what is affecting behavior or mental processes

Mundane realism - Occurs when the research setting closely resembles the real world setting

N

Narcissism - Involves our tendency to seek admiration and special treatment

Naturalistic observation – When a scientist studies human or animal behavior in its natural environment

Need for cognition - Enjoyment from engaging in effortful cognitive activity

Need for uniqueness – The need to feel different from others or from the anonymous majority

Need to affiliate/belong - Our motive to establish, maintain, or restore social relationships with others, whether individually or through groups

Negative reciprocity beliefs - An individual's proclivity to reciprocate negative treatment for negative treatment or to take an eye for an eye

Negative-state relief model - A person might to alleviate their own bad mood and feel better by engaging in helping behavior

Negativity effect - Negative aspects of a person's behavior or personality stand out more and are attended to more, even when equally extreme positive information is present

Non-Duchenne smile – A fake smile

Nonverbal leakage - Refers to the fact that when we are interacting with another person, we have a tendency to focus more on what we are saying and less on what we are doing

Norm of social responsibility - States that we should help another person without any concern about future exchange

Norms - Rules for how a culture's members should behave

O

Obedience – When we comply with a direct order from a perceived authority

Observational learning - Learning by simply watching others

Old-fashioned racism - The belief that whites are superior to all other racial groups and lead to segregation

Operant conditioning - A type of associative learning which focuses on consequences that follow a response or behavior that we make (anything we do, say, or think/feel) and whether it makes a behavior more or less likely to occur

Outgroup homogeneity effect – When we tend to see members of the outgroup as similar to one another while our ingroup is seen as varied

Out-groups - Groups that are not our own

Overconfidence phenomenon – When it comes to the accuracy of our judgments, we have a tendency to overestimate just how good we are called

P

Psychopathy - Refers to a person's tendency to be callous and insensitive, impulsive, and to exert poor self-control

Perceived expertise - Defined as someone we perceive to be both knowledgeable on a topic and has the ability to share accurate information with us

Perceived self-interest – When we help with an expectation of a specific form of repayment

Perception – Add meaning to the raw sensory data collected through sensation

Perceptual contrast – When there is a change in perception related to how things are presented

Perceptual set - Indicates the influence of our beliefs, attitudes, biases, stereotypes, and mood, on how we perceive and respond to events in our world

Peripheral route – Also called heuristic processing occurs when we cannot commit the time to adequately assess a decision; uses situational cues

Person schema – A schema which relates to certain types of people

Personality psychology - The scientific study of individual differences in people's thoughts, feelings, and behavior, and how these come together as a whole

Persuasion – Trying to convince another person of an attitude they should adopt, a behavior they should make, or an emotion they should feel

Philosophy - The love and pursuit of knowledge

Positive illusions – When people hold opinions of themselves that are exaggerated or falsely positive regarding abilities and skills

Positivity bias – Our tendency to evaluate people positively

Possible selves – The person we might become

Prejudice - When someone holds a negative *feeling* about a group of people, representing the affective component

Primacy effect – When our initial interaction with a stranger sticks with us

Priming - When a word or idea used in the present affects the evaluation of new information in the future

Private self-consciousness - Refers to an individual who focuses on the internal self, is introspective, and attends to one's thoughts, feelings, and motives

Prosocial behavior - Any act we willingly take that is meant to help others, whether the 'others' are a group of people or just one person

Prototypes - Schemas used for special types of people or situations

Public self-consciousness - Refers to an individual who focuses on themselves as a social object and is concerned by how they appear to others

Psychology - The scientific study of behavior and mental processes

Q

R

Random assignment – When participants have an equal chance of being placed in the control or experimental group

Random sampling - When everyone in the population has an equal chance of being included in the sample

Reactance – When our freedoms are threatened or eliminated resulting in an unpleasant feeling that motivates us to restore our threatened freedom

Realistic group conflict theory - Competition that occurs between groups due to real imbalances of power and resources

Reciprocal altruism - An organism acts in a way that benefits others at expense to itself. It does so because it expects that in the future, the recipient of the altruistic act, who does not have to be related to the altruist, will reciprocate assistance

Reciprocity- When someone does something for us we feel indebted to them and want to immediately return to equity in our relationship

Reciprocity norm - States that we are more likely to survive if we enter into an understanding with our neighbor to help in times of need

Reductionism - Breaking things down to their basic components

Reflected appraisal – When we come to see ourselves as those important to us see us

Relational aggression - Occurs when efforts are made to damage another person's relationships and could include spreading rumors, name calling, ignoring a person, or social exclusion

Relative deprivation - Simply believing that your situation is improving but slower than other groups, can lead to instances of intergroup conflict

Reliability - Describes how consistent a measure is

Reluctant altruism – When we feel pressured by peers to engage in altruistic behavior

Replication - Repeating the study to confirm its results

Research design – Our plan of action of how we will go about testing the hypothesis

Respondent conditioning - When we link a previously neutral stimulus (NS) with a stimulus that is unlearned or inborn, called an unconditioned stimulus (US)

Results – In this section of a research article the researcher states the outcome of the experiment and whether it was statistically significant or not

Role schemas – Schemas which relate to how people carrying out certain roles or jobs are to act

Rumination - When we constantly think about something.

S

Schema – Information obtained, stored, and retrieved about some aspect of our world

Scientific method - A systematic method for gathering knowledge about the world around us

Self-awareness – When we turn our attention inward

Self-concept - The way we see ourselves

Self-disclosure - Telling another person about our deepest held secrets, experiences, and beliefs that we do not usually share with others

Self-discrepancy theory - Helps us to understand discrepancies between our view of our self and who we would ideally like to be or believe other people think we should be

Self-distancing - When our egocentric experience of a stimulus is reduced

Self-efficacy - Our sense of competence and feeling like we can deal with life's problems

Self-enhancement - A fundamental component of human nature and involves our tendency to see ourselves in a positive light

Self-esteem - How we see ourselves, including both positive and negative evaluative components

Self-fulfilling prophecies - When predictions are made about us or by us that eventually come true since we engage in behavior that confirms these expectations

Self-monitoring - Observing our own behavior so that we can make adjustments to produce the impression we desire in others and to meet the demands of the situation

Self-perception theory – When we look to our actions to determine what it is we are feeling

Self-presentation - Any strategies we use to make ourselves appear in a more positive light to others

Self-promotion - Engaging in behaviors or saying positive things about oneself

Self-reference effect – The ability to more efficiently process, and recall more accurately, information about ourselves

Self-regulation - Controlling and directing our thoughts, feelings, and actions so that we can achieve a societal or personal goal

Self-schema – Schemas we have about ourselves

Self-serving bias - Our tendency to see ourselves in a favorable light

Self-verification – When we want to confirm our existing self-concept but from the eyes of others

Sensation - The detection of physical energy emitted or reflected by physical objects

Situational attribution – Assigning an environmental cause to why someone did what they did

Social cognition - The study of the process of collecting and assessing information about others so that we can draw inferences and form impressions about them

Social comparison theory – When we compare ourselves to someone else to get a sense of our abilities and skills

Social desirability - When a participant answers questions on a survey dishonestly so that he/she is seen in a more favorable light

Social dominance orientation (SDO) – Someone who views their ingroup as dominant and superior to outgroups and seeks to enforce the hierarchy as it exists now

Social exchange theory – States that we utilize a minimax strategy whereby we seek to maximize our rewards all while minimizing our cost

Social facilitation theory - When we experience arousal from the presence of others, we should expect to see improved performance on easy or dominant tasks (these are things we do often) and we should expect to see decreased performance on difficult or non-dominant tasks (these are things we have never done or don't do often)

Social identity theory - Asserts that people have a proclivity to categorize their social world into meaningfully simplistic representations of groups of people

Social loafing - When we are working together toward a common goal, the presence of others will have demotivating effects on us

Social neuroscience - How the brain affects our social behavior and is affected by it

Social norms - Unwritten rules that guide our behavior

Social perception – The process by which we go about learning about people

Social proof — Our heuristic that if others are doing it, it must be correct

Social psychology - The scientific study of behavior and mental processes as they relate to how people interact with, or relate to, others

Sociology - The study of society or groups, both large and small

Standpoints on the self - Whose perspective on the self is involved

Statistical significance - An indication of how confident we are that our results are due to our manipulation or design and not chance

Stereotype threat - The social-psychological predicament that arises from widely-known negative stereotypes about one's group

Stigma - When negative stereotyping, labeling, rejection, devaluation, and/or loss of status occur due to membership in a particular social group

Surveys – A questionnaire consisting of at least one scale with some number of questions which assess a psychological construct of interest

Symbolic racism - When negative views of another racial group are coupled with values such as individualism

Sympathy - When we feel compassion, pity, or sorry for another due to the hardships they have experienced

System justification theory - Proposes that people are motivated to varying degrees, to defend, bolster, and justify existing social, political, and economic arrangements, also known as the status quo, to maintain their advantaged position

T

Teacher expectancy effect or **Pygmalion effect –** When teachers hold certain beliefs and expectations about the personality and behavior of poor and exceptional students and this in turn affects their performance

Terror Management Theory – The idea that posits that worldviews serve as a buffer against

the anxiety we experience from knowing we will die someday

Test-retest reliability - How reliable a measure is across time

Theory – The systematic explanation of a phenomenon

Theory of planned behavior - A model that would allow us, through someone's evaluation of behavior (attitudes) and thoughts on whether other important people would do the behavior (subjective norms), to predict their intention to do behavior and then that intention would predict whether they actually end up making the behavior

Theory of reasoned action – Building on the theory of planned behavior, it added perceived

behavioral control

Tolerance – Respecting, accepting, and appreciating the views and lifestyles of others

Transduction - Converting physical energy into electrochemical codes

Two-factor theory of emotion - States that how we perceive our own emotions depends on two factors: 1) how much physiological arousal we experience such as rapid breathing, sweating, and/or a pounding heart, and 2) the cognitive interpretation or label we apply such as angry, scared, or happy

U

Unconscious motivation – When we are motivated by forces outside conscious awareness

Unrealistic optimism - A tendency people have to think they are invulnerable and that others will be the victims of misfortune but not themselves

Upward social comparison - When we compare our traits and abilities against someone who is more skilled than we are which can lead us to engage in motivated behavior to improve, but it could also leave us feeling incompetent, shameful, or jealous

Urban overload hypothesis - Says that high levels of urban stimulation can overload people and produce negative effects on their perception of the city and other residents such that they tune them out

V

Valid – When a questionnaire's scores represent the variable it is said to measure

Vicarious reactance – When our freedoms do not actually have to be personally threatened or eliminated; simply hearing or observing someone else's freedoms being threatened or eliminated can elicit reactance

Victim-blaming - When shift focus from the perpetuator and taint the target of violence

W

"**What is beautiful-is-good**" **heuristic** — This mental shortcut results in us automatically connecting a person's attractiveness with the qualities of being good, kind, smart, etc.

Wishful seeing – The tendency to see what one wants to see

X

Y

Z