

How Psychologists Study Social Behavior

Scientific research is a bit like detective work. A detective begins with a mystery and a set of procedures for solving that mystery: interview witnesses, look for a motive, try to rule out various suspects, examine the material evidence, and so on. There are pitfalls at every step: witnesses may lie or base their testimony on unfounded assumptions, some motives may be hidden, and the evidence may have been tampered with. Like other scientists, social psychologists begin with mysteries. We opened this chapter with several, including: What causes people to engage in unusual mob behavior, as in the swooning crowds of Sinatra fans? What causes some people to thirst for achievement, as in the case of mountain-climbing socialite Sandy Hill Pittman? Like detectives, social psychologists have a set of procedures for solving such mysteries and, like detectives, they must also be aware of certain potential pitfalls involved in using these procedures. The methods used by social psychologists can be roughly divided into two categories: descriptive and experimental. Descriptive methods involve attempts to measure or record behaviors, thoughts, or feelings in their natural state. When psychologists use descriptive methods, they hope to record behaviors without changing them in any way. Experimental methods, on the other hand, are attempts to manipulate social processes by varying some aspect of the situation. Experiments do not necessarily tell us the when and where of everyday social encounters outside the laboratory, but they help us understand and explain those encounters, answering the "why" question.

Descriptive Methods

How does one go about carefully describing social behavior? Social psychologists use five major types of descriptive methods: naturalistic observation, case studies, archives, surveys, and psychological tests.

Naturalistic Observation

Perhaps the most straightforward descriptive method is naturalistic observation. It involves, quite simply, observing behavior as it unfolds in its natural setting. As one example, Irenäus Eibl-Eibesfeldt (1975) visited numerous cultures around the world and used a hidden camera to observe women flirting with men. In another study of nonverbal communication between the sexes, psychologist Monica Moore (1985) went to a setting where she expected women to naturally show a lot of nonverbal flirtation behaviors—a singles' bar. There she found several patterns of behavior not likely to be seen in comparison settings such as a library or women's center meeting. For instance, a woman in the bar would frequently glance at a man for a few seconds, smile, flip her hair, and tilt her head at a 45-degree angle so her neck was exposed. Naturalistic observation has a number of advantages as a research method. Behavior in a natural setting is spontaneous, for example, rather than artificial and contrived. In contrast,

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