

***Social Psychology 11<sup>th</sup> Edition***  
**Baron, Byrne and Branscombe**  
SOS questions by Melinda Blackman, Ph.D.

PRACTICE TESTS (see answer list at end of document)  
Prepared by Melinda Blackman, Ph.D.

**CHAPTER 1 – THE FIELD OF SOCIAL PSYCHOLOGY**  
**How we think and interact with others**

***Social Psychology: A Working Definition***

1. Which of the following is **not** a core value that the field of social psychology is committed to?
  - a. open-mindedness
  - b. objectivity
  - c. intuition
  - d. accuracy
2. Social Psychology seeks to understand \_\_\_\_\_ in social situations.
  - a. individual behavior
  - b. individual thought
  - c. group behavior
  - d. both a and b
3. Which of the following is a factor(s) that can affect an individual's behavior in social settings?
  - a. cognitive processes
  - b. cultural context
  - c. biological factors
  - d. all of the above are correct
4. Which of the following factors or processes would a social psychologist focus on to examine how the hormone testosterone affects an individual's level of aggression in social settings?
  - a. cognitive processes
  - b. environmental factors
  - c. biological factors
  - d. cultural factors

***Social Psychology: Its Cutting Edge***

5. Social psychologists currently view cognition and behavior as
  - a. two distinct concepts
  - b. two distinct, but mutually exclusive concepts
  - c. two intimately and continuously linked concepts
  - d. social psychologists still have not come to a unified view on these concepts
6. The term “implicit processes” is also referred to as
  - a. conscious processes
  - b. nonconscious processes
  - c. neural processes
  - d. evolutionary processes
7. A social psychologist who focuses her research on the topics of sexual orientation, disability and age is using \_\_\_\_\_.
  - a. an evolutionary perspective
  - b. a multicultural perspective
  - c. a biological perspective
  - d. a cognitive perspective

***Answering Questions about Social Behavior and Social Thought:  
Research Methods in Social Psychology***

8. The practice of systematic observation is a(n) \_\_\_\_\_practice of observation.
  - a. formal
  - b. informal
  - c. careful
  - d. both a and c
9. If a researcher wanted to determine how consumers felt about a particular detergent, he would ideally use which research method?
  - a. systematic observation
  - b. the survey method
  - c. a correlational study
  - d. the experimental method
10. Which of the following statements is true about the correlational method?
  - a. this method determines the extent to which different variables are related to each other
  - b. this method involves an independent and dependent variable
  - c. a cause and effect relationship can be determined from this method
  - d. this method is usually conducted in a laboratory/artificial setting

11. Which of the following represents the strongest correlation?
- .51
  - .02
  - .91
  - .00
12. Suppose a researcher had an idea that when an individual smells a pleasant smell he or she would be more likely to help another individual in need. This idea or premise is also referred to as
- a hypothesis
  - a prediction
  - intuition
  - co-innovation
13. A disadvantage to the survey method would be
- the participants might not answer the questions in a truthful manner
  - the participants might not know the answer to the questions
  - the participants might try to answer the questions in a socially desirable manner
  - all of the above are disadvantages
14. The variable that the research systematically manipulates is referred to as
- the dependent variable
  - the independent variable
  - the experimental variable
  - the confounding variable
15. Suppose a researcher was to experimentally test her hypothesis that individuals are less likely to help another individual when they were in a hurry. She put half of the participants in a non-hurry condition and the other half of the participants in a hurry condition and then recorded how many times the participants in each condition helped a victim in need. Which variable is considered the independent variable?
- whether the participant was in the hurry or non-hurry condition
  - the number of times that a participant helped the victim
  - if the victim acknowledged the participant's help
  - if the participant acknowledge the victim's need
16. Using the information from question #8, which variable would be considered the dependent variable?
- whether the participant was in the hurry or non-hurry condition
  - the number of times that a participant helped the victim
  - if the victim acknowledged the participant's help
  - if the participant acknowledge the victim's need

17. Which of the following elements does an experiment require to be considered successful?
- a. the lack of confounding variables
  - b. the presence of confounding variables
  - c. random assignment of participants to conditions
  - d. both a and c are correct
18. A method that allows the results of many different studies to be combined in order to estimate both the direction and the magnitude of the effects of independent variables is referred to as
- a. a correlational method
  - b. a survey method
  - c. a meta-analysis
  - d. co-innovation
19. To answer the following question “are correlations between variables real ones we can accept with confidence as accurate” a researcher would use
- a. a meta-analysis
  - b. inferential statistics
  - c. internal validity
  - d. external validity
20. Which of the following statements is true about theories?
- a. once proven, theories are considered ultimately true
  - b. theories are never proved in any final or ultimate sense
  - c. theories are derived from hypotheses
  - d. none of the following are true

### ***The Quest for Knowledge and Rights of Individuals***

21. Providing participants with a full description of the purposes of the study after they participated in it is referred to as
- a. debriefing
  - b. full disclosure
  - c. informed consent
  - d. both a and c
22. Which of the following is a true statement about the use of deception in psychological research?
- a. deception is absolutely not allowed in the field of psychological research
  - b. deception is acceptable if the required safeguards are put in place
  - c. temporary deception is often necessary in order to obtain valid research results.
  - d. both b and c are true

## CHAPTER 2 – SOCIAL COGNITION: Thinking about the Social World

### *Schemas: Mental Frameworks for Organizing—and Using—Social Information*

1. According to the text, social cognition involves all of the following **except**?
  - a. interpreting information
  - b. remembering information
  - c. analyzing information
  - d. predicting information
2. Suppose a stranger from another country were to ask you what it is like to go to a library in the United States. You then describe to this stranger what you do when you go to the library on a typical visit. This description that you give is based upon
  - a. your affect
  - b. your schema
  - c. your mental framework
  - d. both b and c
3. Which of the following denotes the correct order for how a schema influences our social thought?
  - a. encoding of information, retrieval of information, and attention to information
  - b. retrieval of information, attention to information and encoding of information
  - c. attention to information, retrieval of information, and encoding of information
  - d. attention to information, encoding of information and retrieval of information
4. The tendency for beliefs and schemas to remain unchanged, even in the face of contradictory information is referred to as
  - a. self-fulfilling prophecies
  - b. strong belief systems
  - c. the perseverance effect
  - d. the persistence tendency
5. The classic study conducted by Rosenthal and Jacobsen (1968) with regard to IQ and “late bloomers” exemplified the concept of
  - a. self-fulfilling prophecies
  - b. the self-confirming schema tendency
  - c. the heuristic effect
  - d. the perseverance effect

### *Heuristics and Automatic Processing: How We Reduce Our Effort in Social Cognition*

6. Suppose you looked in a jewelry store window and saw a bracelet that was marked to sell at \$10,000. At this point you concluded that the bracelet must be real gold and a very good quality bracelet. Which psychological principle did you just utilize?
  - a. information overload
  - b. a heuristic
  - c. priming
  - d. anchoring

7. A strategy for making judgments based on the extent to which current stimuli or events resemble other stimuli or categories is referred to as
  - a. anchoring
  - b. priming
  - c. the representativeness heuristic
  - d. the matching effect
8. When a serious car accident occurs because a driver is talking on her cell phone and driving a car, researchers attribute this accident to
  - a. anchoring
  - b. priming
  - c. the perseverance effect
  - d. information overload
9. After watching a scary movie many people find that they are more easily frightened by unexpected sights and sounds. This phenomenon exemplifies the concept of
  - a. priming
  - b. anchoring
  - c. the representativeness heuristic
  - d. the adjustment principle
10. Suppose a researcher were to ask you “Do you think that there are more or less than 1,000 hospitals in the state of New York? How many hospital do you estimate there are?” You then give the answer 1,100 hospitals. Which heuristic would you be relying on to give your answer?
  - a. the representativeness heuristic
  - b. the contrast heuristic
  - c. the anchoring effect
  - d. the base-rate heuristic
11. The automatic processing of information primarily involves the use of
  - a. conscious processes
  - b. nonconscious processes
  - c. affective processes
  - d. adjustment processes
12. Which of the following is **not** an example of an automatic process?
  - a. riding a bicycle after you have mastered it
  - b. driving a car after you have learned to drive
  - c. the activation of a stereotype
  - d. all of the above are correct examples

13. Which specific part of the brain is involved in making automatic evaluative judgments of good vs. bad?
- a. the frontal cortex
  - b. the amygdala
  - c. the cerebellum
  - d. the left frontal lobe
14. Which specific region of the brain is involved in making controlled and systematic judgments?
- a. the prefrontal cortex
  - b. the amygdala
  - c. the cerebellum
  - d. the left frontal lobe

**BEYOND THE HEADLINES: AS SOCIAL PSYCHOLOGISTS SEE IT—*Unsafe at Any Size***

15. The incorrect belief that many people hold that SUVs are safer than cars, despite the contradictory statistics, can be mainly blamed on the
- a. representativeness heuristic
  - b. availability heuristic
  - c. priming effect
  - d. anchoring effect

***Potential Sources of Error in Social Cognition: Why Total Rationality Is Rarer Than You Think***

16. Suppose you enter the voting booth and all that you can remember about a particular candidate were the television commercials that were sponsored by his opponent that featured the candidate in a poor light—you are being influenced by the
- a. contrast effect
  - b. negativity bias
  - c. planning fallacy
  - d. priming effect
17. The tendency to make optimistic predictions concerning how long a given task will take for completion is termed
- a. the optimistic bias
  - b. the planning fallacy
  - c. the overconfidence barrier
  - d. the completion fallacy

The statement “I wish I had studied harder in college because things would be different now,” reflects which of the following concepts?

- a. counterfactual thinking
- b. the planning fallacy
- c. the negativity bias
- d. automatic processing

18. The concept of thought suppression involves

- a. conscious processes
- b. nonconscious processes
- c. automatic processes
- d. both a and c

19. Suppose you were presented with a donut that was shaped like a worm with eyes on it. You love donuts, however you refused to eat this one due to its close resemblance to a worm. This scenario represents the concept of

- a. a confounding variable
- b. magical thinking
- c. the negativity bias
- d. thought suppression

***Affect and Cognition: How Feelings Shape Thought and Thought Shapes Feelings***

20. The effect that what we remember while in a given mood may be determined, in part, by what we learned when previously in that mood is referred to as

- a. the mood congruence effect
- b. affect-dependent memory effect
- c. the mood-dependent memory effect
- d. the affect congruence effect

21. Suppose you were feeling down and decided to eat some chocolate or pizza. This conscious choice is an example of

- a. how we regulate our affective states
- b. the mood congruence effect
- c. mood-dependent memory
- d. the two-factor theory of emotion

**THE SCIENCE OF SOCIAL PSYCHOLOGY: Making Sense of Common Sense  
Is being in a Good Mood Always a Plus? The Potential Downside of Feeling “Up.”**

22. Research has revealed that being in a happy mood \_\_\_\_\_ the reliance on mental shortcuts or heuristics

- a. sharply decreases
- b. slightly reduces
- c. increases
- d. does not effect



## **CHAPTER 3 SOCIAL PERCEPTION: Perceiving and Understanding Others**

### ***Nonverbal Communication: The Language of Expressions, Gazes, and Gestures***

1. All of the following are examples of nonverbal communication **except**:
  - a. eye contact
  - b. body language
  - c. facial expressions
  - d. all of the above are examples of nonverbal behavior
2. There are \_\_\_\_\_ basic emotions that are represented in distinct facial expressions
  - a. four
  - b. five
  - c. six
  - d. seven
3. Fleeting facial expression that last only a few tenths of a second and can be a clue of an individual's deception are termed
  - a. inter-channel clues
  - b. micro-expressions
  - c. facial distortion clues
  - d. deception expressions
4. Aspects of speech apart from the meaning of the words employed are referred to as
  - a. speech style
  - b. linguistic style
  - c. inter-channel style
  - d. attribution style

### **THE SCIENCE OF SOCIAL PSYCHOLOGY: MAKING SENSE OF COMMON SENSE—Does “Women’s Intuition” Exist? And If So, Is It Based on the Ability to Use and Interpret Nonverbal Cues?**

5. Research has revealed that women are better than men at
  - a. sending and interpreting nonverbal behavior
  - b. sending nonverbal behavior, but not interpreting it
  - c. interpreting nonverbal behavior, but not sending it
  - d. neither sending nor interpreting nonverbal behavior

### ***Attribution: Understanding the Causes of Others’ Behavior***

6. The correspondent inference theory was developed by
  - a. Harold Kelley
  - b. Smith and Aktins
  - c. Daryl Bem
  - d. Jones and Davis

7. Which of the following is **not** one of Kelley's three pieces of information that we use when making an attribution?
  - a. effort
  - b. consensus
  - c. consistency
  - d. distinctiveness
8. According to Kelley's theory if John is raving about a movie that he saw, and no one else who saw the movie particularly like it, and we know that John is always raving about every movie that he sees, one would make a(n)\_\_\_\_\_attribution.
  - a. external
  - b. situational
  - c. dispositional
  - d. discounting
9. With the fundamental attribution error we tend to \_\_\_\_\_dispositional causes for another's behavior and \_\_\_\_\_situational causes.
  - a. overestimate, underestimate
  - b. underestimate, overestimate
  - c. overestimate, overestimate
  - d. underestimate, underestimate
10. Research has shown that western countries have \_\_\_\_\_ correspondence bias than collectivistic and Asian countries.
  - a. more
  - b. less
  - c. are equal in their levels of correspondence bias
  - d. the evidence is inconclusive
11. The actor-observer effect is the tendency to attribute our own behavior to mainly \_\_\_\_\_causes, and the behavior of others to \_\_\_\_\_causes.
  - a. dispositional, situational
  - b. situational, dispositional
  - c. situational, situational
  - d. dispositional, dispositional
12. After receiving an A on your term paper you remark, "Wow, I worked hard on that paper." However, after finding out that you received a D on your math test you remark "The test was unfair." These remarks exemplify
  - a. a self-fulfilling prophecy
  - b. the fundamental attribution error
  - c. the perseverance effect
  - d. a self-serving bias

13. Research has shown that the self-serving bias is
- stronger in western countries than collectivistic countries
  - stronger in collectivistic countries than in western countries
  - weak in both collectivistic and western countries
  - strong in both collectivistic and western countries
13. Individuals who suffer from depression use
- the self-serving bias
  - a strategy that is the opposite of the self-serving bias
  - a self-fulfilling prophecy strategy
  - both a and c
14. Defensive attribution occurs when we notice that we are \_\_\_\_ to someone who has experience \_\_\_\_ outcomes.
- dissimilar, positive
  - similar, positive
  - similar, negative
  - dissimilar, negative

***Impression Formation and Impression Management: How We Integrate Social Information***

15. Asch's research was heavily influenced by
- gestalt psychologists
  - wholistic psychologists
  - behavioral psychologists
  - cognitive psychologists
16. The words "warm" and "cold" in Asch's work are examples of
- peripheral traits
  - wholistic traits
  - central traits
  - implicit traits
17. With regard to implicit beliefs about birth order, participants believed that first borns would hold \_\_\_\_ occupations and last-borns would work \_\_\_\_.
- low status, as an actor, artist or journalist
  - high status, as an actor, artist or journalist
  - neutral, at low status occupations
  - low status, high status occupations
18. The concept of impression formation is also referred to as
- social desirability
  - self-presentation
  - self-monitoring
  - self-serving style

19. Other-enhancement involves inducing \_\_\_\_\_moods in others.
- a. positive
  - b. negative
  - c. depressive
  - d. none of the above
20. The phrase “lick upward but kick downward” refers to
- a. the social desirability effect
  - b. the self-preservation effect
  - c. the negativity bias
  - d. the slime effect
21. The concept of speed dating allows single persons to form \_\_\_\_\_impressions of many potential romantic partners in a single evening.
- a. accurate
  - b. fast
  - c. first
  - d. distinct

## **CHAPTER 4 – ATTITUDES: Evaluating the Social World**

### ***Attitude Formation: How Attitudes Develop***

1. Social psychologists use the term attitude to refer to people's evaluations of \_\_\_\_\_.
  - a. limited aspects of the social world
  - b. virtually any aspect of the social world
  - c. political issues in the social world
  - d. consumer issues in the social world
2. \_\_\_\_ attitudes are often a better guide to predicting our future actions than attitudes that are \_\_\_\_\_.
  - a. Weak, strong
  - b. Strong, weak
  - c. Strong, ambivalent
  - d. Ambivalent, strong

### ***Social Learning: Acquiring Attitudes from Others***

3. Classical conditioning is a \_\_\_\_\_ form of learning in which one stimulus, initially neutral, acquires the capacity to evoke reactions through \_\_\_\_\_ pairing with another stimulus.
  - a. complex, simultaneous,
  - b. complex, repeated
  - c. basic, simultaneous
  - d. basic, repeated
4. Subliminal conditioning is classical conditioning that occurs in the absence of \_\_\_\_\_ awareness of the stimuli involved.
  - a. conscious
  - b. nonconscious
  - c. repeated
  - d. automated
5. If you have an expectation on how your professor should act while teaching his class, this is an example of
  - a. subliminal conditioning
  - b. an attribution
  - c. a social norm
  - d. the social learning theory
6. Being given praise by your parents after you read a book is an example of
  - a. classical conditioning
  - b. instrumental conditioning
  - c. social learning
  - d. social norms

7. The term conditioning refers to
  - a. norms
  - b. rewards
  - c. punishment
  - d. learning
8. Suppose you see the act of smoking glorified on TV and you feel the urge to do the same, this would be an example of
  - a. observational learning
  - b. classical conditioning
  - c. subliminal condition
  - d. social comparison theory

***Attitude Functions: Why We Form Attitudes in the First Place***

9. When your attitudes permit the expression of central values and beliefs and thereby communicate who we are, this is referred to as
  - a. self-expression
  - b. identity
  - c. ego functioning
  - d. both a and b
10. By pretending or thinking that we hold the same views that our peers do, we are engaging in
  - a. observational learning
  - b. instrumental learning
  - c. the perseverance effect
  - d. an ego-defensive function

***Role of the Social Context in the Link between Attitudes and Behavior***

11. Richard LaPiere's (1934) classic study that used a young Chinese couple to stop at restaurants and hotels that had signs that stated "No to Chinese Customers," was conducted to determine
  - a. if observational learning truly worked
  - b. if social norms do develop
  - c. if what people say and what they actually do are truly the same
  - d. if people manage their impressions accurately

***When and Why Do Attitudes Influence Behavior?***

12. When we collectively misunderstand what attitudes others hold, and believe erroneously that others have different attitudes than ourselves this exemplifies the concept of
  - a. social norm theory
  - b. attitude accessibility
  - c. ego-defensive function
  - d. pluralistic ignorance

13. If your attitude toward a consumer product is based on personal experience toward that product then your \_\_\_\_\_ will be affected.
- a. attitude accessibility
  - b. level of pluralistic ignorance
  - c. systematic processing level
  - d. ego-defensive functioning

***How Do Attitudes Guide Behavior?***

14. The theory of reasoned action begins with the notion that the decision to engage in a particular behavior is the result of a \_\_\_\_\_ process.
- a. rational
  - b. extensive
  - c. emotional
  - d. brief

***The Fine Art of Persuasion: How Attitudes Are Changed***

15. Which of the following can significantly effect how persuasive a message is?
- a. If the speaker talks fast
  - b. If the speaker is perceived as credible
  - c. If the speaker is perceived to be competent
  - d. All of the above are correct
16. Which age group is more likely to be persuaded by a message?
- a. 18-25 years of age
  - b. 26-35 years of age
  - c. 36-45 years of age
  - d. 46-55 years of age
17. When one changes their attitude based upon systematic processing of information presented in the persuasive message this is called the
- a. heuristic processing method
  - b. central route to persuasion
  - c. peripheral route to persuasion
  - d. main transfer route to persuasion
18. When serious symptoms that could occur because of one's own health-related behavior are easy to imagine, a \_\_\_\_\_ framed message is most effective at inducing change.
- a. fear-inducing
  - b. negatively
  - c. positively
  - d. neutrally

***Resisting Persuasion Attempts***

19. Suppose your parents told you that you were not allowed to ride a motorcycle. Originally you did not have any real interest in riding one, however once your parents made that statement, you have had the overwhelming desire to ride one. This scenario exemplifies:
- cognitive dissonance
  - selective avoidance
  - reactance
  - the perseverance effect
20. Forewarning has been shown to often \_\_\_\_ resistance to the persuasion that follows.
- weaken
  - increase
  - decrease
  - neutralize
21. The tendency to direct attention away from information that challenges existing attitudes is referred to as
- selective exposure
  - selective avoidance
  - avoidance reaction
  - inoculation
22. If we receive arguments against our views along with arguments that refute these counterattitudinal positions, our resistance to subsequent persuasion attempts \_\_\_\_.
- increases
  - weakens
  - decreases
  - stays about the same

***Cognitive Dissonance: What It Is and How We Reduce It***

23. Suppose you strongly believe that eating healthy foods is important and you are about to eat a large order of french fries. What is most likely going to occur?
- you will feel a strong sense of dissonance
  - you will change your behavior to match your attitude
  - you will change your attitude to match your behavior
  - all of the above can occur

**BEYOND THE HEADLINES: AS SOCIAL PSYCHOLOGISTS SEE IT – How TV Affects Attitudes toward Same-Sex Marriage: The Will & Grace Effect**

24. Which of the following is a way to reduce cognitive dissonance?
- change one's behavior to match one's attitude
  - change one's attitude to match one's behavior
  - give it time and one's attitude may change on its own to match one's behavior
  - all of the above are ways to reduce dissonance



## CHAPTER 5 – THE SELF: Understanding “Who Am I?”

### *Thinking about the Self: Personal versus Social Identity*

1. The self can be thought of in \_\_\_\_\_ distinct ways.
  - a. two
  - b. three
  - c. four
  - d. five
2. If you compare how many goals you score during a soccer game with that of your fellow teammates, you are making
  - a. intergroup comparisons
  - b. intragroup comparisons
  - c. an identity comparison
  - d. intergroup evaluation
3. Mendoza-Denton and colleagues (2001) found that when participants were given an open-ended sentence such as “I am a .....person, the responses were predominantly \_\_\_\_\_. When the participants were given this same sentence and the prompt implied what they are like in a particular social setting, the participants gave \_\_\_\_\_ responses.
  - a. global trait responses, situation contingent responses
  - b. situation contingent responses, global trait responses
  - c. positive responses, negative
  - d. negative responses, positive
4. Research has shown that men describe themselves as independent and autonomous and are inclined to approach moral problems according to a
  - a. care ethic
  - b. justice ethic
  - c. interdependent perspective
  - d. intradependent perspective
5. Research has also shown that women are inclined to approach moral problems according to a
  - a. care ethic
  - b. justice ethic
  - c. interdependent perspective
  - d. intradependent perspective
6. Piercings and body modifications such as tattoos are visual indicators of
  - a. self-esteem
  - b. symbolic self-awareness
  - c. social identity
  - d. general self-awareness

7. Research suggests that when we experience a threat to the self, we are motivated to align ourselves with \_\_\_\_\_.
  - a. our group
  - b. our parents
  - c. our kin
  - d. ourselves
8. The example of the little engine that could, who thought he could make it up the hill illustrates the concept of
  - a. possible selves
  - b. symbolic self-awareness
  - c. subjective self-awareness
  - d. self-efficacy

***Self-Esteem: Attitudes toward the Self***

9. One's overall attitude, whether it be positive or negative, about oneself is termed
  - a. self-esteem
  - b. social identity
  - c. social concept
  - d. self-efficacy
10. A common self-esteem inventory that is used to measure self-esteem is
  - a. the Bem inventory
  - b. the Rosenberg Self-Esteem Scale
  - c. the Jones and Davis Self-Esteem Inventory
  - d. the Kelley Inventory
11. The finding that people prefer stimuli that are related to oneself is termed
  - a. the self-enhancing tendency
  - b. a self-fulfilling prophecy
  - c. a self-reference effect
  - d. a self-identity effect
12. Research has found that \_\_\_\_\_ have higher self-esteem than \_\_\_\_\_.
  - a. women, men
  - b. men, women
  - c. men and women have relatively equal levels
  - d. the results are inconclusive to date

### **BEYOND THE HEADLINES: AS SOCIAL PSYCHOLOGISTS SEE IT—When Complaining Runs Headlong into Self-Serving Biases**

13. Research reveal that \_\_\_\_status individual are more likely to formally file claims about discrimination
- a. high
  - b. high profile
  - c. low
  - d. low profile

### ***Social Comparison: Knowing the Self***

14. If one compares oneself to a peer who makes more money than she, then she is making
- a. the social identity theory work in her favor
  - b. the social identity theory not work in her favor
  - c. an upward social comparison
  - d. a downward social comparison
15. Research by Schmitt, Silvia, & Branscombe, (2000) has shown that participants liked low-performing targets in the study best in a \_\_\_\_context, while the participants liked high performing targets, who out performed them, best in a \_\_\_\_context.
- a. interpersonal, intergroup
  - b. intergroup, interpersonal
  - c. intragroup, interpersonal
  - d. interpersonal, intragroup
16. If you were to buy a self-help book for yourself at the book store, you would probably be reading it to engage in
- a. ingratiation
  - b. self-monitoring
  - c. self-evaluation maintenance
  - d. introspection

### **THE SCIENCE OF SOCIAL PSYCHOLOGY: MAKING SENSE OF COMMON SENSE—Is Looking Inwardly the Best Route to Self-Insight?**

17. Some believe that the route to \_\_\_\_\_lies in introspection.
- a. social comparison
  - b. self-understanding
  - c. self-monitoring
  - d. self-maintenance

***The Self as Target of Prejudice***

18. \_\_\_\_\_ is a negative behavior directed toward an individual because that individual is believed to be a member of a particular group.
- A stereotype
  - Prejudice
  - Discrimination
  - A threat
19. \_\_\_\_\_ is a negative feeling or belief about an individual because that individual is believed to be a member of a particular group.
- A stereotype
  - Prejudice
  - Discrimination
  - A threat
20. Ideally to maintain good well-being an individual who is discriminated against should attribute that discrimination to a \_\_\_\_\_ cause.
- internal
  - stable
  - personal
  - external
21. The worst attribution a person can make for their well-being after being discriminated against is a(n) \_\_\_\_\_ attribution.
- internal
  - situational
  - external
  - social
22. People's belief that they might be judged in light of a negative stereotype about their group or that they may, because of their performance, in some way confirm a negative stereotype of their groups is referred to as
- stereotype apprehension
  - stereotype threat
  - performance anxiety
  - stereotype performance evaluation
23. A coping method to stereotype threat is to
- distance oneself from the task or domain
  - distance oneself from the group as a whole
  - both a and b
  - there is not a known coping method

## **CHAPTER 6 – PREJUDICE: Its Causes, Effects, and Cures**

### ***The Nature and Origins of Stereotyping, Prejudice, and Discrimination***

1. Stereotypes are \_\_\_\_\_ frameworks that influence the processing of social information.
  - a. behavioral
  - b. emotional
  - c. neural
  - d. cognitive
2. Stereotypes are
  - a. negative
  - b. positive
  - c. neutral
  - d. all of the above are correct
3. The stereotypes about women in general are viewed as
  - a. positive
  - b. negative
  - c. neutral
  - d. all of the above
4. \_\_\_\_\_ is a barrier based on attitudinal organizational bias that prevents qualified women from advancing to top-level positions.
  - a. Tokenism
  - b. The glass ceiling
  - c. The gender barrier bias
  - d. Benevolent sexism
5. The two forms of sexism that have been identified are
  - a. hostile and tokenism
  - b. hostile and global
  - c. hostile and benevolent
  - d. global and benevolent
6. Jackson, Esses, and Burris (2001) found in their study a variable, \_\_\_\_\_, that is critical for women attaining high-status positions.
  - a. intelligence
  - b. attractiveness
  - c. confidence
  - d. differential respect

7. Response scales that are open to interpretation and lack an externally grounded referent, including scales labeled from good to bad or weak to strong are referred to as
  - a. objective scales
  - b. bias scales
  - c. subjective scales
  - d. operational scales
8. The out-group homogeneity bias is the tendency to perceive members of a(n) \_\_\_\_group as “all like” or more similar to each other than members of the \_\_\_\_group.
  - a. out, in
  - b. in, out
  - c. similar, in
  - d. different, in
9. TV’s incorrect portrayal of all elderly people as weak and senile is an example of
  - a. a with-in group comparison
  - b. a subtype
  - c. an illusory correlation
  - d. an out-group
10. Minority groups tend to show \_\_\_\_effect in contexts where cohesion is needed.
  - a. a subtype
  - b. a within group comparison
  - c. an in-group homogeneity
  - d. an out-group homogeneity

**THE SCIENCE OF SOCIAL PSYCHOLOGY: MAKING SENSE OF COMMON SENSE—Shifting Standards: Does No Difference in Evaluations Indicate No Difference in Meaning?**

11. Research has found that gender stereotypes may induce us to \_\_\_\_rate members of different groups by leading us to use \_\_\_\_standards of comparison.
  - a. differently, similar
  - b. similarly, different
  - c. similarly, similarly
  - d. equivalently, different

***Prejudice and Discrimination: Feelings and Actions toward Social Groups***

12. Recent research concerning the development of prejudice suggests that \_\_\_\_negative emotions lead directly to automatic prejudice responses.
  - a. all
  - b. only some
  - c. the research is inconclusive
  - d. no

13. Research has revealed that implicit racial stereotypes can be primed by using
- subliminal stimuli
  - incidental feelings
  - minimal group priming
  - majority group priming
14. It has been found that when self-esteem is threatened, people are most likely to \_\_\_\_\_ groups representing the threat.
- compliment
  - become enemies of
  - derogate
  - interact with
15. Which of the following can be considered a scarce or valued resource with regard to the realistic conflict theory?
- land
  - food
  - a sports competition
  - all of the above are correct
16. Which of the following was considered the superordinate goal in the Robber's Cave study?
- providing food for all
  - restoring the water supply
  - winning the competition
  - finding shelter
17. The researcher(s) who conducted the Robber's Cave study was?
- Jones and Davis
  - Kelley
  - Bem
  - Sherif
18. Making "us" vs. "them" distinctions is referred to as
- the social identification process
  - the ultimate attribution process
  - social categorization
  - discrimination
19. Though \_\_\_\_\_ discrimination has decreased more \_\_\_\_\_ forms persist.
- inward, outward
  - blatant, outward
  - blatant, subtle
  - outward, blatant

20. The \_\_\_\_\_ is based on the assumption that people are unaware of their prejudices, but they can be revealed with implicit measures.
- a. priming hypothesis
  - b. collective guilt hypothesis
  - c. bona fide pipeline
  - d. implicit priming hypothesis

**BEYOND THE HEADLINES: AS SOCIAL PSYCHOLOGISTS SEE IT—  
Reactions to the Harmful Actions of Members of Our Own National Group**

21. To alleviate the feelings of collective guilt, individuals use
- a. defense mechanisms
  - b. projection
  - c. sublimation
  - d. denial

***Why Prejudice Is Not Inevitable: Techniques for Countering Its Effects***

22. Bringing together two opposing groups to work toward a superordinate goal exemplifies
- a. the common in-group identity model
  - b. the contact hypothesis
  - c. the re-categorization theory
  - d. the superordinate collaboration theory
23. Reductions in prejudice can also be accomplished by training individuals to \_\_\_\_\_ associations between stereotypes and specific social groups.
- a. say “no” to
  - b. evaluate
  - c. consider
  - d. think about



## **CHAPTER 7 – INTERPERSONAL ATTRACTION: Meeting, Liking, Becoming Acquainted**

### ***Internal Determinants of Attraction: The Need to Affiliate and the Basic Role of Affect***

1. The basic motive to seek and maintain interpersonal relationships is referred to as
  - a. interpersonal desire
  - b. need for affiliation
  - c. affective desire
  - d. sexual desire
2. Your emotional state has been shown to affect
  - a. your thought processes
  - b. your perceptions
  - c. your motivations
  - d. all of the above are correct
3. Affect has been found to vary in
  - a. direction
  - b. strength
  - c. action
  - d. both a and b
4. \_\_\_\_\_ has been often referred to as a social lubricant.
  - a. affect
  - b. laughter
  - c. attraction
  - d. humor
5. Research has indicated that the effect of mood on evaluations of political candidates is greatest when the audience is \_\_\_\_\_.
  - a. relatively uninformed
  - b. happy
  - c. in a neutral state
  - d. laughing

### ***External Determinants of Attraction: Proximity and Observable Characteristics***

6. Repeated positive exposure to an individual has been shown to increase attraction for that individual. This is known as
  - a. the closeness effect
  - b. the mere exposure effect
  - c. the proximity effect
  - d. both b and c

7. The researcher most closely associated with the mere exposure effect is
  - a. Cialdini
  - b. Sherif
  - c. Zajonc
  - d. Kelley
8. Males who are \_\_\_\_\_ have been found to be more \_\_\_\_\_.
  - a. intelligent, assertive
  - b. attractive, reticent
  - c. taller, successful
  - d. slimmer, assertive

**BEYOND THE HEADLINES: AS SOCIAL PSYCHOLOGISTS SEE IT—Voting for the Candidate Who Looks Like a President**

9. A man's height is perceived as an indicator of
  - a. leadership
  - b. masculinity
  - c. fairness
  - d. both a and b

***Interactive Determinants of Attraction: Similarity and Mutual Liking***

10. To explain why similarity elicits positive affect, while dissimilarity elicits negative affect, researchers use the
  - a. repulsion attraction hypothesis
  - b. proportion of similarity hypothesis
  - c. balance theory
  - d. attraction repulsion theory
11. The similarity-dissimilarity effect has been explained by the
  - a. balance theory
  - b. social comparison theory
  - c. an evolutionary perspective
  - d. all of the above
12. In a research study by Roy and Chirstenfeld (2004), students\_\_\_\_\_ the pets of a specific owner.
  - a. correctly identified
  - b. incorrectly identified
  - c. sometimes correctly identified
  - d. the research was inconclusive

13. The researcher(s) most closely associated with the balance theory is(are)
- Zajonc
  - Heider
  - Newcomb
  - Both b and c
14. \_\_\_\_\_ can justify negative reactions to dissimilar others.
- Cognitions
  - Mutual evaluations
  - Affect arousal
  - Internal determinants
15. The initial contact between two people is very often based on
- mutual interests
  - proximity
  - a chance happening
  - affect
16. The effect of attitude similarity on attraction is strong for
- males
  - females
  - trivial topics
  - all of the above
17. According to the balance theory people organize their likes and dislikes in a \_\_\_\_\_ way.
- linear
  - symmetrical
  - congruent
  - co-linear
18. Attractive political candidates have been found to be \_\_\_\_\_ in elections.
- more successful
  - less successful
  - attractiveness did not make a difference
  - a distraction
19. Which of the following is an external determinant of attraction?
- proximity
  - exposure
  - attractiveness
  - all of the above

20. Research has found that there are \_\_\_\_\_types of women who are rated most attractive.
- two
  - three
  - four
  - five
21. Women with \_\_\_\_\_are considered attractive according to research.
- childlike features
  - mature features
  - feminine features
  - both a and b
22. False flattery has been found to
- increase attraction for that individual making the remarks.
  - decrease attraction for that individual making the remarks.
  - be perceived as so.
  - increase hostile feelings toward the person making the remarks.
23. Which of the following increases attraction?
- similarity of attitudes
  - similarity of interests
  - similarity of values
  - all of the above
24. People have been found to seek similarity with
- friends
  - spouses
  - pets
  - all of the above

**THE SCIENCE OF SOCIAL PSYCHOLOGY: MAKING SENSE OF COMMON SENSE—Complementarity: Do Opposites Attract?**

25. Research has found that opposites \_\_\_\_\_attract.
- with rare exceptions, don't
  - always
  - sometimes
  - the research is inconclusive

## **CHAPTER 8: CLOSE RELATIONSHIPS: Family, Friends, Lovers, and Spouses**

### ***Interdependent Relationships with Family and Friends versus Loneliness***

1. \_\_\_\_\_ refers to an interpersonal association in which two people influence each others' lives
  - a. Co-habitation
  - b. Interdependence
  - c. Attachment
  - d. Interpersonal trust
2. The researcher who is most closely associated with attachment research is
  - a. Heider
  - b. Newcomb
  - c. Bowlby
  - d. Zajonc
3. Those individuals who have a dismissing attachment style are
  - a. high in self-esteem
  - b. low in interpersonal trust
  - c. fearful
  - d. both b and c
4. Those individuals who have a secure attachment style have
  - a. high self-esteem
  - b. trust
  - c. high intelligence
  - d. both a and b
5. Attachment styles have been found to develop in
  - a. the teenage years
  - b. the mid-life years
  - c. the senior years
  - d. infancy
6. In \_\_\_\_\_ families, children are more likely to help their parents and less likely to want to interact with others outside of the home.
  - a. individualistic
  - b. collectivistic
  - c. dependent
  - d. independent
7. Research has found that schoolyard bullies have \_\_\_\_\_ relationships with their siblings.
  - a. positive
  - b. negative
  - c. no
  - d. minimal

8. Women indicate that they have \_\_\_\_close friends than/as men.
  - a. more
  - b. about the same
  - c. less
  - d. the research is inconclusive
9. Loneliness is based on \_\_\_\_\_state(s).
  - a. a cognitive
  - b. a emotional
  - c. a behavioral
  - d. both a and b
10. Loneliness is believed to be based on
  - a. genetics.
  - b. attachment style.
  - c. the opportunity for early social experiences with peers.
  - d. all of the above
11. Which of the following is an intervention to alleviate loneliness?
  - a. social skills training
  - b. cognitive therapy
  - c. rational therapy
  - d. both a and b
12. Which of the following could be a situational factor contributing to loneliness?
  - a. moving to a new school
  - b. a predisposition to a shy personality
  - c. a secure attachment style
  - d. all of the above

### ***Romantic Relationships and Falling in Love***

13. The difference between friendship and romantic relationships is
  - a. cultural interactions
  - b. physical intimacy
  - c. attraction
  - d. attachment styles
14. Which of the following can facilitate a workplace romance?
  - a. proximity
  - b. need for affiliation
  - c. similarity
  - d. all of the above

15. Research has found that men seek \_\_\_\_\_ in finding a mate.
- a. youth
  - b. beauty
  - c. intelligence
  - d. both a and b
15. Research has found that women seek \_\_\_\_\_ in finding a mate.
- a. power
  - b. intelligence
  - c. assertiveness
  - d. both a and b
16. Love is a combination of the following factors **except**?
- a. emotions
  - b. behaviors
  - c. give and take
  - d. cognitions
17. Love felt by one person for another who does not feel love in return is referred to as
- a. one dimensional love
  - b. single affect
  - c. unrequited love
  - d. companionate love
18. Companionate love resembles
- a. passionate love
  - b. head over heels love
  - c. a close friendship
  - d. intense romantic attraction

**THE SCIENCE OF SOCIAL PSYCHOLOGY: MAKING SENSE OF COMMON SENSE—Written in the Stars or We Met on the Internet?**

19. Over the past years traditional dating has
- a. increased
  - b. declined
  - c. stayed about the same
  - d. been hotly debated

***Marriage: Happily Ever After—and Otherwise***

20. Benevolent acts in a relationship that “cost” the one who performs those acts and “benefit” the partner and the relationship itself are referred to as
- a. beneficial behaviors
  - b. communal behaviors
  - c. cost efficient behaviors
  - d. collectivistic behaviors

21. According to the text, today about \_\_\_\_\_percent of marriages end in divorce.
- 45
  - 50
  - 55
  - 60
21. Research reveals that men are most threatened by a partner's \_\_\_\_\_attraction to a rival man, and women are most threatened by a partner's \_\_\_\_\_attraction to a rival female.
- emotional, emotional
  - sexual, sexual
  - sexual, emotional
  - emotional, sexual

### **BEYOND THE HEADLINES: AS SOCIAL PSYCHOLOGISTS SEE IT—Gay Marriage, Civil Unions, and Family Values**

22. Which age group tends to be strongly in favor of gay marriages?
- under age 30
  - 31-35
  - 35-45
  - 65 and older

## **CHAPTER 9 SOCIAL INFLUENCE: Changing Others' Behavior**

### ***Conformity: Group Influence in Action***

- Which of the following is a form of social influence?
  - conformity
  - compliance
  - obedience
  - all of the above
- If a stranger ask you for a quarter to make a phone call and you give him the money, this is considered:
  - conformity
  - obedience
  - compliance
  - obligation
- The researcher most closely associated with conformity studies and the line judgment task was
  - Heider
  - Newcomb
  - Sherif
  - Asch



4. Standing up when hearing our Nation Anthem played at a sporting event is an example of
  - a. obedience
  - b. compliance
  - c. a social norm
  - d. an obligation
5. Learning that when you see litter you should put it in the trash can is an example of
  - a. a descriptive norm
  - b. an injunctive norm
  - c. a general norm
  - d. a situation specific norm
6. Hearing that most people who are not disabled don't park in marked handicapped spaces is an example of
  - a. a descriptive norm
  - b. an injunctive norm
  - c. a general norm
  - d. a situation specific norm
7. In Asch's line judgment study \_\_\_\_percent went along at least once with the false answer that the group gave.
  - a. 25
  - b. 55
  - c. 68
  - d. 76
8. Which of the following is a reason that individuals **do not** conform?
  - a. a desire for personal control
  - b. a desire to be liked
  - c. a desire for social acceptance
  - d. a desire to have many friends

### **BEYOND THE HEADLINES: AS SOCIAL PSYCHOLOGISTS SEE IT—The Rocky Road to Social Acceptance?**

9. Which phenomena can be attributed to the fact that many homeowners are paying large sums of money to place unsightly large boulders outside of their homes?
  - a. informational social influence
  - b. injunctive norms
  - c. descriptive norms
  - d. normative social influence

**THE SCIENCE OF SOCIAL PSYCHOLOGY: MAKING SENSE OF COMMON SENSE—Do Women and Men Differ in the Tendency to Conform?**

10. Research has found that with regard to gender difference in conformity that
- women are much more likely to conform than men
  - men are much more likely to conform than women
  - the differences between the two genders are very small
  - the results are still inconclusive

***Compliance: To Ask—Sometimes—Is to Receive***

11. The researcher most closely associated with compliance tactics is
- Asch
  - Milgram
  - Cialdini
  - Heider
12. \_\_\_\_\_ is that we are more willing to comply with a request for some action if this action is consistent with what we believe persons similar to ourselves are doing.
- Ingratiation
  - The foot-in-the door technique
  - Social validation
  - The door-in-the-face technique
13. If you ask an individual to sign their name on a petition and then later approach them to contribute money to that petition, you are using the
- door-in-the-face technique
  - foot-in-door technique
  - contrast effect
  - lowball technique
14. An extreme request followed by a much smaller more reasonable request is termed
- the door-in-the-face technique
  - foot-in-the-door technique
  - the contrast effect
  - the lowball technique
15. The lowball technique was commonly used in what industry?
- food
  - automotive sales
  - jewelry
  - computer

16. The fast approaching deadline technique is also referred to as the
- lowball technique
  - door-in-the-face technique
  - scarcity principle
  - reciprocity principle
17. The foot-in-the-door technique is based on the principle of
- reciprocity
  - consistency
  - scarcity
  - friendship
18. The door-in-the-face technique is based on the principle of
- reciprocity
  - consistency
  - scarcity
  - friendship

***Symbolic Social Influence: How We Are Influenced by Others Even When They Are Not There***

19. The research by Fitzsimmons & Bargh (2003) found that persons at an airport who thought about a friend before being asked for help were more likely to agree than were persons who thought about a co-worker. This study exemplified the concept of
- the prosocial effect
  - symbolic social influence
  - the lowball technique
  - the foot-in-the-door technique

***Obedience to Authority: Would you Harm an Innocent Stranger if Ordered to Do So?***

20. Milgram's shock studies exemplified the concept of
- compliance
  - conformity
  - obedience
  - social norms
21. In Milgram's study what percent of the participants went all of the way and used the highest voltage shock level available?
- 25
  - 35
  - 45
  - 65

***Social Influence Goes to Work: Influence Tactics in Work Settings***

22. In the work setting, people in authority positions typically report using \_\_\_\_ appeal to influence their subordinates.
- a. personal
  - b. legitimizing
  - c. inspirational
  - d. ingratiation
23. Subordinates are more like to use \_\_\_\_ appeal when trying to influence their superiors.
- a. personal
  - b. inspirational
  - c. ingratiation
  - d. legitimizing

## **CHAPTER 10 PROSOCIAL BEHAVIOR: Helping Others**

### ***Responding to an Emergency: Will Bystanders Help?***

1. Prosocial behavior is a \_\_\_\_\_ action that benefits other people without providing any direct benefits to the person performing the act.
  - a. quick
  - b. selfish
  - c. courageous
  - d. helpful
2. Research has found that there are \_\_\_\_ steps to determine if you will help in an emergency situation.
  - a. two
  - b. three
  - c. four
  - d. five
3. The first step in determining if one will help in an emergency situation is
  - a. noticing or failing to notice that something unusual is happening
  - b. correctly or incorrectly interpreting the event as an emergency
  - c. determining if the costs are too high to help
  - d. determining if you are in too much of a hurry to help
4. Darley and Batson's (1973) found that when participants were \_\_\_\_\_ they were more likely to help a victim in need.
  - a. in a hurry
  - b. not in a hurry
  - c. happy
  - d. unhappy
5. The murder of Kitty Genovese exemplified
  - a. the bystander effect
  - b. pluralistic ignorance
  - c. diffusion of responsibility
  - d. all of the above

### **THE SCIENCE OF SOCIAL PSYCHOLOGY: MAKING SENSE OF COMMON SENSE—Do More Witnesses to an Emergency Mean That More Help is Given?**

6. Some people believe that a large crowd of bystanders who do not help in an emergency situation are apathetic, but research believes that they are experiencing
  - a. the injunctive norm effect
  - b. the social norm effect
  - c. diffusion of responsibility
  - d. the implicit norm effect

***External and Internal Influences on Helping Behavior***

7. Being mimicked has been found to \_\_\_\_\_one's prosocial tendencies
  - a. increase
  - b. decrease
  - c. not effect
  - d. increase sometimes and decrease other times
8. Research has found that people are more likely to help others in need when they
  - a. are in an extremely negative mood
  - b. smell a fragrant smell
  - c. are in a good mood
  - d. both b and c
9. Empathy has been found to \_\_\_\_\_one's desire to help another individual.
  - a. increase
  - b. decrease
  - c. not effect
  - d. increase sometimes and decrease other times
10. Which of the following personality characteristics of the helper can increase the likelihood that he or she will help another person in need?
  - a. responsible
  - b. conforming
  - c. self-controlled
  - d. all of the above
11. Which of the following components make up the altruistic personality?
  - a. a belief in a just world
  - b. an external locus of control
  - c. high egocentrism
  - d. all of the above

***Long-Term Commitment to Prosocial Action and the Effects of Being Helped***

12. How many different functions are served by engaging in volunteer activity?
  - a. three
  - b. four
  - c. five
  - d. six
13. An older adult is probably more motivated to engage in altruistic acts due to
  - a. generativity
  - b. self-interest
  - c. egoism
  - d. moral integrity

14. When the helper and recipient are similar, the person who is helped tends to feel
- a. incompetent
  - b. negative
  - c. a sense of lower self-esteem
  - d. all of the above

***The Basic Motivation for Engaging in Prosocial Acts***

15. \_\_\_\_\_ is when a large group of individuals is in need and only one individual is helped.
- a. The empathy-altruism hypothesis
  - b. Selective altruism
  - c. Distinct altruistic behavior
  - d. Singular altruism
16. If you are in a slightly negative mood and decide to help another individual in need then you are engaging in the
- a. negative-state relief model
  - b. inclusive mood model
  - c. genetic state mood model
  - d. internal locus of control model
17. In an emergency situation you find that you only have time to save one person and you choose your sibling over a complete stranger. This phenomena is referred to as
- a. familial selection
  - b. kin selection
  - c. evolutionary determinism
  - d. genetic fitness model
18. Research in the field of prosocial behavior is concluding that prosocial behavior can best be conceptualized as an evolved biological predisposition that can be enhanced or inhibited by \_\_\_\_\_ factors
- a. cognitive
  - b. situational
  - c. affective
  - d. all of the above
19. When both the victim and the helper benefit from cooperative behavior this is referred to as
- a. mutual altruism
  - b. beneficial altruism
  - c. reciprocal altruism
  - d. the reciprocity effect

**BEYOND THE HEADLINES: AS SOCIAL PSYCHOLOGISTS SEE IT—Is  
Helping as Joyful as Eating Ice Cream?**

20. When helping another person in need, research has shown that \_\_\_\_\_.  
a. physiological processes in the brain are activated  
b. reciprocal altruism can occur  
c. both a and b  
d. neither a nor b



## CHAPTER 11 AGGRESSION: Its Nature, Causes, and Control

### *Theoretical Perspectives on Aggression: In Search of the Roots of Violence*

1. Which of the following could be considered an external condition that could contribute to frustration?
  - a. crowding
  - b. traffic
  - c. heat
  - d. all of the above
2. The frustration-aggression hypothesis is based on the
  - a. cognitive emotional theory
  - b. drive theory
  - c. rational emotive theory
  - d. behavioral tendencies theory

### *Causes of Human Aggression: Social, Cultural, Personal, Situational*

3. Which of the following is **not** considered a determinant of aggression?
  - a. cognitive processes
  - b. individual differences
  - c. learning
  - d. all of the above are considered determinants
4. Suppose you are unfairly cut off in traffic by another driver. Minutes later you walk into work and yell at your fellow employees. This yelling behavior is most likely attributed to
  - a. excitation transfer
  - b. individual differences
  - c. a genetic predisposition
  - d. a behavioral cue
5. Research has shown that participants who played violent video games predicted that characters in ambiguous stories would behave and think \_\_\_\_\_ aggressively than did participants who played nonviolent video games.
  - a. less
  - b. more
  - c. slightly less
  - d. slightly more
6. \_\_\_\_\_ is the effect in which emotional reactions to mistreatment or harm to sexual victims is gradually reduced.
  - a. Blunt affect
  - b. Arousal dissipation
  - c. The desensitizing effect
  - d. Aggression sympathy

7. Which of the following cultures is considered a culture of honor?
  - a. the Asian warrior culture
  - b. the American culture
  - c. the Canadian culture
  - d. the French culture
8. The code of male honor is found to be strongest in \_\_\_\_\_ cultures.
  - a. Latin American
  - b. French
  - c. British
  - d. Hawaiian
9. Which of the following is **not** a component of the Type A personality?
  - a. time urgency
  - b. competitiveness
  - c. compassion
  - d. hostility
10. \_\_\_\_\_ aggression is aggression in which the primary goal is not harm to the victim but attainment of some other goal.
  - a. Deliberate
  - b. Instrumental
  - c. Calculated
  - d. Hostile
11. In the face of strong provocation, men are \_\_\_\_\_.
  - a. more hostile than women
  - b. less hostile than women
  - c. there is no difference in aggression levels between men and women
  - d. slightly more hostile than women
12. Persons high in \_\_\_\_\_ hold an over-inflated view of themselves and they react with exceptionally high levels of aggression.
  - a. narcissism
  - b. self-esteem
  - c. self-worth
  - d. self-importance
13. High temperatures have been found to
  - a. decrease aggression levels
  - b. increase aggression levels
  - c. increase aggression levels but only up to a point
  - d. not effect aggression levels

**BEYOND THE HEADLINES: AS SOCIAL PSYCHOLOGISTS SEE IT—Children as Sexual Predators: Does Violent Pornography Play a Role?**

14. Research has revealed that children are exposed to scenes of aggression on television or in films, their tendencies to engage in such behavior are \_\_\_\_\_.  
a. increased  
b. decreased  
c. not effected  
d. slightly decreased

**Aggression in Long-Term Relationships: Bullying and Workplace Violence**

15. Research has revealed that most occurrences of workplace violence are caused by  
a. fellow employees  
b. employers  
c. customers  
d. outsiders during robberies
16. Both the bully and the victim seem to share the trait of  
a. low self-esteem  
b. high narcissism  
c. high self-esteem  
d. a high internal locus of control

**The Prevention and Control of Aggression: Some Useful Techniques**

17. After much research the catharsis hypothesis appears to be  
a. very accurate  
b. mainly false  
c. situational specific  
d. effective in most situations
18. Forgiveness serves which of the following purposes?  
a. reducing aggression  
b. increasing our psychological well-being  
c. increasing one's self-esteem  
d. both a and b

**THE SCIENCE OF SOCIAL PSYCHOLOGY: MAKING SENSE OF COMMON SENSE—Catharsis: Does Getting It Out of Your System Really Help?**

19. Participants after listening to violent songs reported \_\_\_\_\_, thus \_\_\_\_\_ the catharsis hypothesis.  
a. an increase in hostile feelings, discrediting  
b. a decrease in hostile feelings, supporting  
c. an increase in hostile feelings, supporting  
d. a decrease in hostile feelings, discrediting

## **CHAPTER 12 GROUP AND INDIVIDUALS: The Consequences of Belonging**

### ***Groups: Why We Join...and Why We Leave***

1. Which of the following is **not** a basic aspect or characteristic that occurs in groups?
  - a. roles
  - b. cohesiveness
  - c. group self-esteem
  - d. norms
2. Which of the following is a contributing factor that people gain status in a group from?
  - a. One's tall height
  - b. One's level of compassion
  - c. One's level of warmth
  - d. One's type of physique
3. By joining a group an important benefit is
  - a. enhanced status
  - b. attaining social change
  - c. increased self-knowledge
  - d. all of the above
4. Due to demands on members' time, energy and resources many group members
  - a. find an increased liking for the group
  - b. surrender their memberships
  - c. feel ambivalent about the group
  - d. find a decreased liking for the group

### **BEYOND THE HEADLINES: AS SOCIAL PSYCHOLOGISTS SEE IT—Groups to Die for?**

5. Research has revealed that the more difficult the initiation into a group, the more \_\_\_\_\_ the newly initiated group member perceives the group.
  - a. positively
  - b. negatively
  - c. beneficial
  - d. the initiation process does not effect the member's view of the group
6. The finding in the previous question is due to
  - a. escalation of commitment
  - b. the sunk costs of the situation
  - c. cognitive dissonance
  - d. all of the above

***Effects of the Presence of Others: From Task Performance to Behavior in Crowds***

7. According to the social facilitation theory the presence of others can
  - a. negatively affect our performance
  - b. positively affect our performance
  - c. both a and b
  - d. neither a nor b
8. If one is engaged in a dominant task, the presence of others will
  - a. inhibit our performance
  - b. facilitate our performance
  - c. not effect our performance
  - d. stifle our performance
9. The social facilitation theory can be explained by
  - a. the cognitive drive theory
  - b. distraction-conflict theory
  - c. the behavioral rationalist theory
  - d. the individual differences theory
10. \_\_\_\_\_are tasks for which the group product is the sum or combination of the efforts of individual members.
  - a. Group tasks
  - b. Collaborative tasks
  - c. Additive tasks
  - d. Joint tasks
11. If you were asked to clap as loud as you could by yourself and then asked to clap as loud as you could at a pep rally, which situation would a psychologist predict that you would clap the loudest?
  - a. at the pep rally
  - b. by yourself
  - c. there would not be a difference
  - d. none of the above
12. Social loafing is the \_\_\_\_\_when individuals work collectively in a group compared with when they work individually.
  - a. increase in motivation
  - b. reduction in motivation
  - c. increase in arousal
  - d. decrease in arousal
13. The phenomena that individuals dressed in costume on Halloween night tend to engage in more social deviant behavior than other nights during the year can be attributed to?
  - a. the arousal affect hypothesis

- b. desensitization
- c. deindividuation
- d. additive tasks

***Coordination in Groups: Cooperation or Conflict?***

14. The strong desire to give a compliment back to someone who has just given you a compliment can be attributed to
- a. the reciprocity effect
  - b. the good Samaritan effect
  - c. the affect arousal hypothesis
  - d. a high internal locus of control
15. Which of the following is not considered a strategy for attaining integrative agreements?
- a. logrolling
  - b. bridging
  - c. turn-piking
  - d. broadening the pie
16. \_\_\_\_\_ is where neither party gets its initial demands, but a new option that satisfies the major interests of both sides is developed.
- a. Logrolling
  - b. Bridging
  - c. Turn-piking
  - d. Broadening the pie

***Perceived Fairness in Groups: Its Nature and Effects***

17. A study by van den Bos (2003) showed that when participants had no information on how lottery tickets had been divided between themselves and another person, they perceived the outcome as \_\_\_\_\_ when they were in a \_\_\_\_\_ mood than when they were in a \_\_\_\_\_ mood.
- a. unfair, bad, good
  - b. fair, good, bad
  - c. unfair, good, bad
  - d. fair, bad, good
18. Fairness can be judged in terms of all of the following **except**:
- a. procedural justice
  - b. true justice
  - c. distributive justice
  - d. transactional justice

***Decision Making by Groups: How It Occurs and the Pitfalls It Faces***

19. Which of the following is an effective method to reduce groupthink?
- a. having a devil's advocate in the group
  - b. group voting
  - c. authentic dissent
  - d. both a and c
20. Groupthink is more likely to occur with \_\_\_\_\_ groups.
- a. highly cohesive
  - b. loosely cohesive
  - c. undirected
  - d. directed

**THE SCIENCE OF SOCIAL PSYCHOLOGY: MAKING SENSE OF COMMON SENSE—Are Groups Really Less Likely Than Individuals to “Go over the Edge?”**

21. The tendency for groups to shift toward more extreme views is known as
- a. the group shift tendency
  - b. the risk tendency
  - c. the extreme shift movement tendency (ESMT)
  - d. group polarization
22. The phenomena in the previous question can be attributed to
- a. the frustration-aggression hypothesis
  - b. the fundamental attribution error
  - c. the out-group homogeneity bias
  - d. the social comparison theory

**MODULE A: SOCIAL PSYCHOLOGY IN ACTION - Application to Law and Health**

***Social Psychology and the Legal System***

1. Research has found that most people prefer that police interrogators use a(n) \_\_\_\_\_ approach than a \_\_\_\_\_ approach.
- a. emotional, rational
  - b. rational, emotional
  - c. inquisitorial, adversarial
  - d. adversarial, inquisitorial
2. Through research it has been found that \_\_\_\_\_ also plays a large role in extracting information from suspects.
- a. warmth
  - b. location
  - c. micro-expression
  - d. reinforcement

3. Eyewitness testimonies have been found to be \_\_\_\_\_.
  - a. very accurate
  - b. not as accurate as commonly believed
  - c. accurate when the suspect has a high I.Q. level
  - d. accurate when the suspect is older than 35 years of age
4. All of the following have been found to play a role in court **except**:
  - a. the race of the defendant
  - b. the attractiveness of the defendant
  - c. the socioeconomic status of the defendant
  - d. the height of the defendant

### ***Social Psychology and Personal Health***

5. Stress has been found to disrupt our
  - a. physical functioning
  - b. physiological functioning
  - c. psychological functioning
  - d. all of the above
6. Chronic exposure to stress can reduce circulating levels of
  - a. minerals in the body
  - b. lymphocytes
  - c. calcium
  - d. digestive enzymes
7. Socioeconomic status has been shown to \_\_\_\_\_ health
  - a. be not related to
  - b. be correlated to
  - c. inhibit
  - d. facilitate
8. The Type A personality style has been found to be at a \_\_\_\_\_ risk for \_\_\_\_\_.
  - a. lower, smoking behavior
  - b. lower, lung cancer
  - c. higher, heart disease
  - d. lower, heart disease

### **BEYOND THE HEADLINES: AS SOCIAL PSYCHOLOGISTS SEE IT—Being a Happy Person Reduces the Odds of Catching a Cold?**

9. Research has revealed that being \_\_\_\_\_ helps to \_\_\_\_\_.
  - a. happy, lessens one's chances of getting ill
  - b. compassionate, lessens one's chances of getting a cold
  - c. relaxed, lessen one's chances of getting ill
  - d. both a and c



**MODULE B. SOCIAL PSYCHOLOGY GOES TO WORK: Applying Social Psychology to Work Settings and Entrepreneurship**

1. Research has revealed that \_\_\_\_\_ factors can \_\_\_\_\_ affect our level of job satisfaction.
  - a. evolutionary, directly
  - b. cognitive, indirectly
  - c. emotional, indirectly
  - d. genetic, indirectly
2. All of the following are organizational factors that effect job satisfaction **except**:
  - a. fair reward systems
  - b. appropriate workload
  - c. seniority
  - d. pleasant work setting
3. A \_\_\_\_\_ link has been found between job satisfaction and task performance.
  - a. weak
  - b. strong
  - c. nonexistent
  - d. significant

**BEYOND THE HEADLINES: AS SOCIAL PSYCHOLOGISTS SEE IT—When Employers No Longer Care: Effects of Low Job Satisfaction**

4. Which of the following is a strategy used to generate the appearance that one is working hard, when in reality one is not?
  - a. GoToMyPC.com
  - b. E-mail timers
  - c. RIM BlackBerry Handheld
  - d. All of the above are correct strategies

***Organizational Citizenship Behavior: Prosocial Behavior at Work***

5. OCB in the workplace stands for
  - a. organizational circuit boss
  - b. organizational climate behavior
  - c. organizational concern behavior
  - d. organization citizenship behavior
6. If an organization hired an employee who was high on OCB, they would find that this employee possesses which of the following personality characteristics?
  - a. sportsmanship
  - b. assertiveness
  - c. competitiveness
  - d. dominance

***Leadership: Influence in Group Settings***

7. Which of the following is **not** a Big Five Personality Factor?
  - a. Fairness
  - b. Agreeableness
  - c. Openness
  - d. Extraversion
8. Suppose an organization had a constant climate of unpredictability, which leadership style would be ideal for this organization?
  - a. the transactional
  - b. the autocratic
  - c. the participative
  - d. the charismatic
9. The charismatic leadership style is most closely associated with
  - a. the participative style
  - b. the supportive style
  - c. the Theory X style
  - d. the transformational style

***The Social Psychology of Entrepreneurship***

10. Which personality characteristic are successful entrepreneurs most likely to possess?
  - a. assertiveness
  - b. warmth
  - c. compassion
  - d. expressiveness
11. The regulatory focus theory that entrepreneurs incorporate into their frameworks consists of:
  - a. a prevention focus perspective
  - b. a promotion focus perspective
  - c. a risk aversive focus perspective
  - d. both a and b

## ***Answers to SOS questions, with corresponding page numbers***

### **Chapter 1**

1. c 7-8
2. d 6
3. d 10-12
4. c 12
5. c 15
6. b 18
7. b 19
8. d 20
9. b 23
10. a 23
11. c 23
12. a 23
13. d 21
14. b 25
15. a 25
16. b 25
17. d 26-27
18. c 29
19. b 28
20. b 30
21. a 32
22. d 32

### **Chapter 2**

1. d 41
2. d 42
3. d 42
4. c 44
5. a 45
6. b 46
7. c 47
8. d 47
9. a 49
10. c 52
11. b 53
12. d 53
13. b 54
14. a 55
15. b 51
16. b 57
17. b 58
18. a 61

19. d 63

20. b 66

21. c 69

22. a 74

23. c 71

### **Chapter 3**

1. d 84
2. c 85
3. b 89
4. b 90
5. a 92
6. d 93
7. a 95
8. c 96
9. a 99
10. a 101
11. b 102
12. d 103
13. a 104
14. b 105
15. c 107
16. a 108
17. c 109
18. b 111
19. b 112
20. a 115
21. d 116
22. c 118

### **Chapter 4**

1. b 125
2. c 125
3. d 127
4. a 129
5. c 129
6. b 130
7. d 129
8. a 131
9. d 134
10. d 135
11. c 137
12. d 138

13. a 139
14. a 141
15. d 147-148
16. a 149
17. b 148
18. c 147
19. c 152
20. b 152
21. b 153
22. a 155
23. d 155
24. d 157

## **Chapter 5**

1. a 171
2. b 172
3. a 174
4. b 175
5. a 175
6. c 178
7. a 180
8. d 181
9. a 184
10. b 184
11. c 185
12. b 185
13. a 187
14. c 190
15. a 192
16. d 195
17. b 194
18. c 197
19. b 197
20. d 199
21. a 199
22. b 200
23. c 203

## **Chapter 6**

1. d 213
2. d 213
3. a 214
4. b 214
5. c 217

6. d 218
7. c 221
8. a 223
9. c 222
10. c 224
11. d 221
12. b 227
13. a 229
14. c 231
15. d 232
16. b 233
17. d 233
18. c 233
19. c 237
20. c 238-239
21. a 243
22. b 244
23. a 248

## **Chapter 7**

1. b 260
2. d 261
3. d 262
4. d 264
5. a 267
6. d 269
7. c 269
8. c 280
9. d 277
10. c 283
11. d 282
12. a 283
13. d 283
14. a 287
15. b 268
16. d 282
17. a 283
18. a 266
19. d 268-273
20. a 274
21. d 274
22. a 287
23. d 282
24. d 283
25. a 289

## **Chapter 8**

1. b 296
2. c 298
3. d 299
4. d 299
5. d 299
6. b 300
7. b 301
8. a 303
9. d 304
10. d 305
11. d 306
12. a 307
13. b 309
14. d 310
15. d 311
16. a 312
17. c 314
18. c 316
19. c 317
20. b 314
21. b 327
22. b 329
23. c 328
24. a 323

## **Chapter 9**

1. d 339
2. c 339
3. d 341
4. c 340
5. b 344
6. a 345
7. d 342
8. a 350
9. d 348
10. c 353
11. c 356
12. c 356
13. b 359
14. a 359
15. b 358
16. c 360

17. b 363
18. a 360
19. b 363
20. c 366
21. d 366
22. c 370
23. c 370

## **Chapter 10**

1. d 379
2. d 381
3. a 382
4. b 385
5. d 384-386
6. c 382
7. a 390
8. d 397
9. a 398
10. d 397
11. a 397
12. d 400
13. a 401
14. d 404
15. b 407
16. a 408
17. b 409
18. d 411
19. c 411
20. c 410

## **Chapter 11**

1. d 421
2. b 421
3. d 423
4. a 427
5. b 429
6. c 430
7. a 432
8. a 434
9. c 435
10. b 436
11. c 438
12. a 437
13. c 439

- 14. a 432
- 15. d 445
- 16. a 443
- 17. b 450
- 18. d 452
- 19. a 451

## **Chapter 12**

- 1. c 462-464
- 2. a 464
- 3. d 466
- 4. b 467
- 5. a 469
- 6. d 469
- 7. c 472
- 8. b 472
- 9. b 473
- 10. c 474
- 11. b 475
- 12. b 475
- 13. c 475
- 14. a 479
- 15. c 484
- 16. b 484
- 17. b 488
- 18. b 486
- 19. d 494-496
- 20. a 491
- 21. d 492
- 22. d 492

## **Module A**

- 1. c 506
- 2. b 507
- 3. b 512
- 4. d 517
- 5. d 520
- 6. b 521
- 7. b 527
- 8. c 527
- 9. d 530

## **Module B**

- 1. d 542
- 2. c 541
- 3. a 543
- 4. d 545
- 5. d 546
- 6. a 547
- 7. a 550
- 8. d 554
- 9. d 552
- 10. d 557
- 11. d 559