

<br/><br/>Question MCQ1 : For impression management to succeed, we need to  
<br/>Answer: Take the role of others

<br/><br/>Question MCQ2 : The impression we form about others is mostly  
influenced by our  
<br/>Answer: Expectation

<br/><br/>Question MCQ3 : How much we are willing to reveal ourselves to others  
is called  
<br/>Answer: Self-disclosure

<br/><br/>Question MCQ4 : When an actor's behaviour is stable across time and  
situation it is called  
<br/>Answer: Consistency

<br/><br/>Question MCQ5 : Terrors do occur in our interpretation of what?  
<br/>Answer: Behaviour

<br/><br/>Question MCQ6 : Which type of gift will force the receiver to  
reciprocate?  
<br/>Answer: Unsolicited gift

<br/><br/>Question MCQ7 : Once people are able to maintain particular attitudes  
it can help to enhance their what?  
<br/>Answer: Self Worth

<br/><br/>Question MCQ8 : <span style="letter-spacing:-0.25pt">Once an object  
becomes associated with positive outcome, the object becomes what?  
<br/>Answer: Highly Rated

<br/><br/>Question MCQ9 : When we try to change our attitudes by others it is  
called  
<br/>Answer: Persuasion

<br/><br/>Question MCQ10 : Greater shift is likely towards a milder what?  
<br/>Answer: Attitude

<br/><br/>Question MCQ11 : <span style="letter-spacing:-0.25pt">When you keep a  
distance without actively inflicting harm, it is called  
<br/>Answer: Avoidance

<br/><br/>Question MCQ12 : <span style="letter-spacing:-0.25pt">The word  
"Stereotype" was coined by who  
<br/>Answer: Lippman

<br/><br/>Question MCQ13 : <span style="letter-spacing:-0.25pt">When you assign  
someone to a group it is regarded as:  
<br/>Answer: Stereotype

<br/><br/>Question MCQ14 : When aggressive energy builds up it must be  
discharged to  
<br/>Answer: An outlet

<br/><br/>Question MCQ15 : A pregnant mother is given a drug to prevent  
miscarriage <span style="letter-spacing:2.45pt">  
<br/>Answer: Testosterone

<br/><br/>Question MCQ16 : Aversive consequence is associated with  
<br/>Answer: Punishment

<br/><br/>Question MCQ17 : What is being made when we focus on how people  
behave?  
<br/>Answer: Attribution

<br/><br/>Question MCQ18 : <span style="letter-spacing:-0.25pt">How much we are willing to reveal ourselves to other is called  
<br/>Answer: Self-Disclosure

<br/><br/>Question MCQ19 : Which position must be consistent with trends of events?  
<br/>Answer: Minority

<br/><br/>Question MCQ20 : Blind obedience can be commanded by:  
<br/>Answer: Power Authority figure

<br/><br/>Question MCQ21 : All of the following except one motivates impression formation  
<br/>Answer: Background

<br/><br/>Question MCQ22 : Which theory explains the use of information stored in our memory to form opinion about others?  
<br/>Answer: Cognitive

<br/><br/>Question MCQ23 : All of the following except one is not a theory of impression formation  
<br/>Answer: Central Traits Theory

<br/><br/>Question MCQ24 : Making attempts to create a good image of oneself is called <span style="letter-spacing:1pt">  
<br/>Answer: Self-Presentation

<br/><br/>Question MCQ25 : Engaging in flattery to illicit favourable response is called  
<br/>Answer: Ingratiation

<br/><br/>Question MCQ26 : The extent to which we are likely to disclose ourselves to others is determined by  
<br/>Answer: Trust of Second Party

<br/><br/>Question MCQ27 : Attributions are made by  
<br/>Answer: Observers

<br/><br/>Question MCQ28 : At what point do actors cover-up their underlying dispositions?  
<br/>Answer: When actors break rules

<br/><br/>Question MCQ29 : One of the following is not a dimension in Attrition theory  
<br/>Answer: Locust

<br/><br/>Question MCQ30 : One of these is not a factor affecting conformity  
<br/>Answer: Anonymity

<br/><br/>Question MCQ31 : <span style="letter-spacing:-0.25pt">What does our attitude not describe?  
<br/>Answer: Strength

<br/><br/>Question MCQ32 : <span style="letter-spacing:-0.25pt">One of these is not a component of attitude  
<br/>Answer: Identity Factors

<br/><br/>Question MCQ33 : Which of these theories best explains the desire to avoid contradictions between our attitudes?  
<br/>Answer: Cognitive consistency

<br/><br/>Question MCQ34 : The act of trying to change our attitudes by others is called  
<br/>Answer: Persuasion

<br/><br/>Question MCQ35 : <span style="letter-spacing:-0.25pt">When an audience is persuaded by the physical beauty of a debater rather than the logic of an argument, it is called <span style="letter-spacing:2.5pt">  
<br/>Answer: Heuristic Model

<br/><br/>Question MCQ36 : Which of these is not one of MC Guire's chain of processes?  
<br/>Answer: If recipient ignores the message

<br/><br/>Question MCQ37 : People with moderate self-esteem are  
<br/>Answer: Easy to Persuade

<br/><br/>Question MCQ38 : Selective avoidance is capable of  
<br/>Answer: Increasing Resistance to Persuasion

<br/><br/>Question MCQ39 : <span style="letter-spacing:0.15pt">One of the following is not a step in the component of prejudice  
<br/>Answer: Adjudication

<br/><br/>Question MCQ40 : The Theory that explains how we assess our in-group and out-group is called  
<br/>Answer: Social Identity Theory

<br/><br/>Question MCQ41 : Aggression informed by the desire to satisfy some needs is called  
<br/>Answer: Instrumental Aggression

<br/><br/>Question MCQ42 : When a Psychologist says somebody is not "fighting the clock": it means  
<br/>Answer: One is not competitive

<br/><br/>Question MCQ43 : Which of the following is correct?  
<br/>Answer: Aggression decreases as temperature rises

<br/><br/>Question MCQ44 : The death instinct according Freud is called  
<br/>Answer: Thanados

<br/><br/>Question MCQ45 : The Theory that aggression builds up and must find some outlet to discharge was propounded by:  
<br/>Answer: Lovenz

<br/><br/>Question MCQ46 : The masculine hormone that is present in both male and female is called  
<br/>Answer: Testosterone

<br/><br/>Question MCQ47 : <span style="letter-spacing:0.05pt">When we are motivated to learn having seen others that were rewarded, it is called <span style="letter-spacing:-0.05pt">  
<br/>Answer: Vicarious reinforcement

<br/><br/>Question MCQ48 : Feeling some other person's pain is called  
<br/>Answer: Empathy

<br/><br/>Question MCQ49 : Showing concern to other people is an example of  
<span style="letter-spacing:0.8pt">  
<br/>Answer: Pro-social behaviour

<br/><br/>Question MCQ50 : Holding similar values with other people encourages<span style="letter-spacing:0.3pt">  
<br/>Answer: Helping people

<br/><br/>Question FBQ1 : The impression we form about others is mostly influenced by our\_\_\_\_\_

<br/>Answer: expectations

<br/><br/>Question FBQ2 : When our behaviour towards an individual causes him to meet our expectation, the result is \_\_\_\_\_

<br/>Answer: self-fulfilling prophecy

<br/><br/>Question FBQ3 : When we are favourably regarded by others, it is a \_\_\_\_\_ for many positive life outcomes

<br/>Answer: prerequisite

<br/><br/>Question FBQ4 : <span style="letter-spacing:-0.25pt">For impression management to succeed, we need to take the \_\_\_\_\_<span style="letter-spacing:-0.25pt">.<span style="letter-spacing:-0.25pt">

<br/>Answer: roles of others

<br/><br/>Question FBQ5 : <span style="letter-spacing:-0.25pt">Ways we appreciate or flatter others can result in favourable responses from them is called \_\_\_\_\_

<br/>Answer: ingratiation

<br/><br/>Question FBQ6 : Self-disclosure refers to how much we are willing to \_\_\_\_\_ ourselves to others

<br/>Answer: reveal

<br/><br/>Question FBQ7 : \_\_\_\_\_ is how much we can trust someone determines also how much we are likely to disclose.

<br/>Answer: Trust

<br/><br/>Question FBQ8 : <span style="letter-spacing:-0.25pt">When we focus on how people behave, we make \_\_\_\_\_ as observers.

<br/>Answer: attributions

<br/><br/>Question FBQ9 : \_\_\_\_\_ describes how stable the actor's behaviour is across time or situation.

<br/>Answer: Consistency

<br/><br/>Question FBQ10 : Both the behaviour and the \_\_\_\_\_ must be seen and recognised as similar.

<br/>Answer: disposition

<br/><br/>Question FBQ11 : We can infer that intended behaviour agrees with some underlying disposition by analysing \_\_\_\_\_

<br/>Answer: uncommon effects

<br/><br/>Question FBQ12 : Errors do occur in our interpretation of \_\_\_\_\_ behaviours.

<br/>Answer: human

<br/><br/>Question FBQ13 : <span style="letter-spacing:-0.25pt">\_\_\_\_\_ is the tendency to favour one cause over another when explaining some effects.

<br/>Answer: Bias

<br/><br/>Question FBQ14 : Cultural studies have revealed that attributional errors may not be \_\_\_\_\_.

<br/>Answer: universal

<br/><br/>Question FBQ15 : <span style="letter-spacing:0.1pt">Minority position must be consistent with \_\_\_\_\_ trends of events.

<br/>Answer: current

<br/><br/>Question FBQ16 : The fear of being ridiculed \_\_\_\_\_ the minority view resulting in conformity to the group.

<br/>Answer: suppresses



<br/><br/>Question FBQ33 : Keeping a distance without actively inflicting harm is called \_\_\_\_\_.  
<br/>Answer: avoidance

<br/><br/>Question FBQ34 : Prejudice can be learned just like we learn other \_\_\_\_\_.  
<br/>Answer: attitudes

<br/><br/>Question FBQ35 : People with authoritarian personality are likely to exhibit \_\_\_\_\_ more.  
<br/>Answer: prejudice

<br/><br/>Question FBQ36 : While prejudice is an attitude, discrimination is a \_\_\_\_\_.  
<br/>Answer: negative behaviour

<br/><br/>Question FBQ37 : The word "stereotypes" was coined by \_\_\_\_\_.  
<br/>Answer: Lippman

<br/><br/>Question FBQ38 : No two \_\_\_\_\_ are exactly alike, not even identical twins  
<br/>Answer: people

<br/><br/>Question FBQ39 : Assigning someone to a group of people is called \_\_\_\_\_.  
<br/>Answer: stereotypes

<br/><br/>Question FBQ40 : Stereotypes differ from in-groups to \_\_\_\_\_.  
<br/>Answer: out-groups

<br/><br/>Question FBQ41 : One of the intentions for being aggressive could be to satisfy some needs known as \_\_\_\_\_.  
<br/>Answer: instrumental aggression

<br/><br/>Question FBQ42 : Aggression can also be natural or \_\_\_\_\_.  
<br/>Answer: pathological

<br/><br/>Question FBQ43 : Actions are usually dependent on our \_\_\_\_\_ concerning the exhibited behaviour.  
<br/>Answer: attributions

<br/><br/>Question FBQ44 : Sensation seeking and \_\_\_\_\_ are likely to go together for one who likes taking risk.  
<br/>Answer: impulsivity

<br/><br/>Question FBQ45 : People high in sensation seeking experience \_\_\_\_\_ and hostile feelings.  
<br/>Answer: anger

<br/><br/>Question FBQ46 : Chemical changes in the air are likely to result in \_\_\_\_\_ if inhaled in large quantity.  
<br/>Answer: aggression

<br/><br/>Question FBQ47 : Hotter years are associated with higher rate of \_\_\_\_\_.  
<br/>Answer: violent crime

<br/><br/>Question FBQ48 : When aggressive energy builds up it must find \_\_\_\_\_ to be discharged.  
<br/>Answer: outlet

<br/><br/>Question FBQ49 : A pregnant woman is given \_\_\_\_\_ during pregnancy to prevent miscarriage.  
<br/>Answer: testosterone

<br/><br/>Question FBQ50 : Punishment is the delivery of \_\_\_\_ consequences in order to reduce aggression.  
<br/>Answer: aversive