Unit 14 Study guide

Multiple Choice
Identify the choice that best completes the statement or answers the question.

1. The text defines social psychology as the scientific study of how people ________ one another.
   a. understand, feel about, and behave toward
   b. think about, influence, and relate to
   c. observe, understand, and communicate with
   d. understand, predict, and control
   e. perceive, think about, and talk about

2. Rhonda has just learned that her neighbor Patricia was involved in an automobile accident at a nearby intersection. The tendency to make the fundamental attribution error may lead Rhonda to conclude
   a. “Patricia's recklessness has finally gotten her into trouble.”
   b. “Patricia's brakes must have failed.”
   c. “They need to improve the visibility at that corner.”
   d. “Patricia's children probably distracted her.”
   e. “The road must have been wet and slippery.”

3. Recognizing the powerful impact of social influence on others' behaviors is most likely to minimize
   a. passionate love.
   b. social facilitation.
   c. the mere exposure effect.
   d. the fundamental attribution error.
   e. overjustification effect.

4. Compared with people from East Asian cultures, those from individualistic Western countries are more likely to demonstrate
   a. conformity.
   b. ingroup bias.
   c. ethnic stereotyping.
   d. the fundamental attribution error.
   e. obedience.

5. The fundamental attribution error is likely to be restrained by observing someone
   a. in a variety of situations.
   b. who is unemployed.
   c. who is wealthy.
   d. we dislike.
   e. in a stressful situation.

6. Our explanations of our own admirable actions are ________ likely to involve situational attributions than our explanations of our own shameful actions. Our explanations of our own actions performed long ago are ________ likely to involve dispositional attributions than our explanations of our own very recent actions.
   a. equally; less
b. more; more
c. less; more
d. more; equally
e. more; less

7. In explaining our own behavior or the behavior of those we know well, we often resort to
   a. deindividuation.
   b. social facilitation.
   c. social loafing.
   d. situational attributions.
   e. self-disclosure theory.

8. The fundamental attribution error is likely to lead observers to attribute a stranger's
   a. lack of employment to a weak economy.
   b. act of kindness to a compassionate personality.
   c. criminal behavior to a poor education.
   d. friendliness to social role requirements.
   e. personality traits and temperament.

9. The fundamental attribution error is most likely to lead observers to conclude that unemployed
   people
   a. are victims of discrimination.
   b. are irresponsible and unmotivated.
   c. have parents who provided poor models of social responsibility.
   d. attended schools that provided an inferior education.
   e. are victims of bad luck.

10. Feelings, often based on our beliefs, that predispose us to respond in particular ways to objects, people, and events are called
    a. roles.
    b. norms.
    c. attitudes.
    d. attributions.
    e. stereotypes.

11. Opinion change resulting from incidental cues such as a speaker's attractiveness illustrates
    a. informational social influence.
    b. peripheral route persuasion.
    c. superordinate goals.
    d. social facilitation.
    e. central route persuasion.

12. Central route persuasion is most likely when people
    a. are naturally analytical.
    b. are uninvolved in an issue.
    c. make snap judgments.
    d. have difficulty paying attention.
    e. are stressed.
13. Opinion change resulting from a thoughtful focus on the content of arguments illustrates
   a. central route persuasion.
   b. normative social influence.
   c. social facilitation.
   d. cognitive dissonance.
   e. peripheral route persuasion.

14. Aleksis has recently begun to bully and hurt his younger brother. If this behavior continues, it is likely that Aleksis will
   a. experience a substantial loss of self-esteem.
   b. develop an increasing dislike for his brother.
   c. experience a sense of deindividuation.
   d. develop a great sense of admiration and respect for his brother.
   e. experience intense guilt later in life.

15. After they had first agreed to display a 3-inch “Be a Safe Driver” sign, California home owners were highly likely to permit the installation of a very large and unattractive “Drive Carefully” sign in their front yards. This best illustrates
   a. the mere exposure effect.
   b. the foot-in-the-door phenomenon.
   c. the fundamental attribution error.
   d. social facilitation.
   e. deindividuation.

16. After she was promoted to a high-level executive position in the large company for which she worked, Jorana developed more pro-business political attitudes. This best illustrates the impact of ________ on attitudes.
   a. deindividuation
   b. social facilitation
   c. role-playing
   d. mirror-image perceptions
   e. the bystander effect

17. The set of prescribed behaviors associated with a particular social position is best described as a(n)
   a. ingroup bias.
   b. attribution.
   c. attitude.
   d. role.
   e. altruism.

18. Studies of role-playing most directly highlight the effects of
   a. group size on social loafing.
   b. personal anonymity on deindividuation.
   c. an audience on social facilitation.
   d. actions on attitudes.
   e. bystanders on altruism.

19. Which theory best explains why our actions can lead us to modify our attitudes?
a. equity theory
b. scapegoat theory
c. cognitive dissonance theory
d. social exchange theory
e. the two-factor theory

20. Feeling responsible for behavior that violates our conscience is most likely to contribute to
a. the bystander effect.
b. cognitive dissonance.
c. the fundamental attribution error.
d. group polarization.
e. social loafing.

21. During a test, Abe impulsively copied several answers from a nearby student's paper. He felt very uncomfortable about having done this until he convinced himself that copying answers is not wrong if classmates are careless enough to expose their test sheets. Which theory best explains why Abe adopted this new attitude?
a. frustration-aggression theory
b. attribution theory
c. social exchange theory
d. cognitive dissonance theory
e. two-factor theory

22. Cognitive dissonance theory is most helpful for understanding
a. the mere exposure effect.
b. group polarization.
c. the fundamental attribution error.
d. the foot-in-the-door phenomenon.
e. the bystander effect.

23. Which of the following is most likely to help us empathize with others?
a. the bystander effect.
b. the chameleon effect.
c. mirror-image perceptions.
d. social facilitation.
e. central route persuasion.

24. We tend to feel cheerful around happy people and sad around depressed people. This illustrates
a. the mere exposure effect.
b. mood linkage.
c. the reciprocity norm.
d. mirror-image perceptions.
e. the social exchange theory.

25. The text indicates that the clusters of teenage suicides that occasionally occur in some communities may be the result of
a. suggestibility.
b. the bystander effect.
c. groupthink.
d. deindividuation.
e. social facilitation.

26. Conformity is best described as
   a. performing simple tasks more quickly in the presence of others.
   b. adjusting one's behavior or thinking toward a group standard.
   c. neglecting critical thinking in order to preserve group harmony.
   d. losing self-awareness in group situations that foster anonymity.
   e. following the directions of a powerful authority figure.

27. Yuri decided to delay his road trip after hearing a weather forecaster warn that a severe snowstorm would pass through the area within several hours. Yuri's decision best illustrates the impact of
   a. the mere exposure effect.
   b. informational social influence.
   c. social facilitation.
   d. the reciprocity norm.
   e. normative social influence.

28. Luella publicly agrees with her seventh-grade classmates that parents should allow 13-year-olds to date. Later that day, she writes in her diary that she actually believes parents should prohibit kids from dating until they are at least 15 years old. Luella's public conformity to her classmates' opinion best illustrates the power of
   a. deindividuation.
   b. normative social influence.
   c. the mere exposure effect.
   d. informational social influence.
   e. social facilitation.

29. Conformity resulting from the acceptance of others' opinions about reality is said to be a response to
   a. group polarization.
   b. social facilitation.
   c. informational social influence.
   d. normative social influence.
   e. deindividuation.

30. A culture that promotes individualism is most likely to encourage
   a. altruism.
   b. nonconformity.
   c. ingroup bias.
   d. groupthink.
   e. superordinate goals.

31. Participants in the Milgram obedience studies were ordered to
   a. play the role of the prison guards.
   b. write an essay supporting a position they didn't believe in.
   c. deliver electric shocks to a learner for giving incorrect answers.
   d. participate in a team tug-of-war by pulling on a rope as hard as they could.
32. Most people are likely to be surprised by the results of Milgram's initial obedience experiment because
   a. the “learners” made so few learning errors under stressful circumstances.
   b. the “teachers” actually enjoyed shocking another person.
   c. the “teachers” were more obedient than most people would have predicted.
   d. the “learners” obediently accepted painful shocks without any protest.
   e. the “teachers” so often refused to administer shocks.

33. In 1942, German reserve police officers obeyed orders to kill some 1500 Jews in the village of Jozefow, Poland. This incident illustrated that people are most likely to be destructively obedient when
   a. they fail to realize their actions are morally wrong.
   b. their victims are distant and depersonalized.
   c. they perceive their orders to come from legitimate authority figures.
   d. they derive personal satisfaction from destructive acts.
   e. the foot-in-the-door phenomenon is effective.

34. The gradually escalating levels of destructive obedience in the Milgram experiments best illustrate one of the potential dangers of
   a. deindividuation.
   b. social facilitation.
   c. the bystander effect.
   d. the fundamental attribution error.
   e. the foot-in-the-door phenomenon.

35. Social facilitation refers to the tendency to
   a. neglect critical thinking because of a strong desire for social harmony within a group.
   b. perform well-learned tasks more effectively in the presence of others.
   c. experience an increasing attraction to novel stimuli as they become more familiar.
   d. lose self-restraint in group situations that foster anonymity.
   e. comply with a large request if one has previously complied with a small request.

36. How does the presence of observers affect a person's performance?
   a. It improves performance on unenjoyable tasks and hinders a person's performance on enjoyable tasks.
   b. It improves performance on poorly learned tasks and hinders a person's performance on well-learned tasks.
   c. It improves performance on physical tasks and hinders a person's performance on mental tasks.
   d. It improves performance on verbal tasks and hinders a person's performance on mathematical tasks.
   e. It improves performance on easy tasks and hinders a person's performance on difficult tasks.
37. On which of the following tasks would the presence of observers be LEAST likely to lead to better and faster performance?
   a. raking leaves
   b. washing dishes
   c. bicycle racing
   d. reciting the alphabet
   e. solving a crossword puzzle

38. After a light turns green, drivers take about 15 percent less time to travel the first 100 yards when another car is beside them at the intersection than when they are alone. This best illustrates
   a. the foot-in-the-door phenomenon.
   b. the mere exposure effect.
   c. the bystander effect.
   d. social facilitation.
   e. a situational attribution.

39. Social loafing refers to the tendency for people to
   a. perform a complex task more poorly when others are present.
   b. exert less effort when they are pooling their efforts toward a common goal.
   c. exert less effort when they are paid by the hour, not by the amount of work completed.
   d. become more distracted from their tasks when working with friends than when working with strangers.
   e. stop working once they have reached their goal.

40. Blindfolded subjects were observed to clap louder when they thought they were clapping alone than when they thought they were clapping with others. This best illustrates
   a. the bystander effect.
   b. the mere exposure effect.
   c. social loafing.
   d. group polarization.
   e. the foot-in-the-door phenomenon.

41. Social loafing has been found to be especially noticeable among
   a. women in cultures that value collectivism.
   b. women in cultures that value individualism.
   c. men in cultures that value collectivism.
   d. men in cultures that value individualism.
   e. both men and women in cultures that value collectivism.

42. Circumstances that increase ________ are likely to reduce ________.
   a. stress; social loafing
   b. self-awareness; deindividuation
   c. anonymity; groupthink
   d. self-awareness; social facilitation
   e. anonymity; stress

43. Group polarization is most likely to occur in a group in which
a. little communication is possible.
b. individuals share a similar opinion.
c. each individual has a unique perspective.
d. individuals have not formed any opinion.
e. diverse opinions are shared.

44. Nora, Ko, Ian, and May each think that Ms. Akey may be a slightly better teacher than Mr. Schwenke. After discussing why each of them believes this to be so, they all conclude that Ms. Akey is definitely a much better teacher than Mr. Schwenke. This episode provides an example of
a. social facilitation.
b. obedience.
c. group polarization.
d. deindividuation.
e. modeling.

45. Which of the following processes most obviously operates in groupthink?
a. social facilitation
b. cognitive dissonance
c. group polarization
d. self-disclosure
e. social loafing

46. Cultural diversity best illustrates our
a. superordinate goals.
b. gene complexes.
c. attributions.
d. adaptive capacities.
e. group polarization.

47. The preservation of innovation best illustrates the survival value of
a. culture.
b. altruism.
c. individualism.
d. personal space.
e. the chameleon effect.

48. By inventing customs and passing them on to their peers and offspring, chimpanzees exhibit the rudiments of
a. groupthink.
b. culture.
c. personal space.
d. ingroup bias.
e. conditioning.

49. The invention and transmission of dating and courtship customs best illustrate
a. personal space.
b. cultural influence.
c. the priming process.
d. the reciprocity norm.
e. self-disclosure.

50. People are most likely to notice the impact of environmental influences on behavior when confronted by
a. identical twins.
b. social scripts.
c. cultural diversity.
d. the social-responsibility norm.
e. the other-race effect.

51. The rules of a culture for accepted and expected behavior are
a. stereotypes.
b. norms.
c. self-disclosure.
d. attitudes.
e. prejudice.

52. Studies indicate that
a. North Americans prefer more personal space than do Latin Americans.
b. the French prefer more personal space than do the British.
c. Arabs prefer more personal space than do Scandinavians.
d. women prefer more personal space than do men.
e. young people prefer more personal space than do older adults.

53. Research indicates that minorities are most influential when they
a. argue positions widely divergent from those of the majority.
b. make use of emotional rather than logical appeals.
c. acknowledge the wisdom of the majority position.
d. unswervingly hold to their own position.
e. pretend to agree with the majority opinions.

54. Overgeneralized beliefs about a group of people that often underlie prejudicial emotions are called
a. superordinate goals.
b. situational attributions.
c. stereotypes.
d. social norms.
e. social traps.

55. **Prejudice** is best defined as
a. an unjustifiable attitude toward a group and its members.
b. a fearful suspicion of people one has never met.
c. the tendency to favor members of one's own group.
d. a perceived incompatibility of actions or goals.
e. the belief that victims of misfortune deserve their fate.

56. Which of the following describes a stereotype?
a. Vladimir is especially attracted to Latin-American women.
b. Peter feels very uncomfortable interacting with Blacks.
c. Robin is convinced that university professors are usually impractical and forgetful.
d. Cyril never hires people over age 50 to work in his restaurant.
e. Patrick argues that raising the minimum wage leads to increased illegal immigration.

57. Prejudice is a(n) ________; discrimination is a(n) ________.
   a. dispositional attribution; situational attribution
   b. ingroup bias; outgroup bias
   c. normative influence; informational influence
   d. attitude; behavior
   e. role; norm

58. On the basis of what Americans say, in the last half-century
   a. gender prejudice has decreased and racial prejudice has increased.
   b. gender prejudice has increased and racial prejudice has decreased.
   c. gender prejudice has decreased and racial prejudice has decreased.
   d. gender prejudice has increased and racial prejudice has increased.
   e. gender prejudice has stayed the same and racial prejudice has stayed the same.

59. People may unconsciously harbor negative racial associations. This best illustrate the subtle nature of
   a. reciprocity norms.
   b. subordinate goals.
   c. social traps.
   d. implicit attitudes.
   e. confirmation biases.

60. At a conscious level, Aaron doesn't think he's prejudiced. Yet he automatically feels uncomfortable in situations where he has to interact with people of different races from his own. Aaron's experience best illustrates the distinction between
   a. equity and self-disclosure.
   b. situational and dispositional attributions.
   c. explicit and implicit attitudes.
   d. normative and informational social influence.
   e. social facilitation and social loafing.

61. In one study, researchers found that police officers judge Black faces that appear more typical of their race to be more
   a. childlike.
   b. unattractive.
   c. familiar.
   d. criminal.
   e. altruistic.

62. Instant responses to viewing White and Black faces may include activation of the amygdala. Research has suggested that this indicates
   a. cognitive dissonance.
   b. the mere exposure effect.
c. implicit prejudice.
d. the other-race effect.
e. long-term potentiation.

63. When shown computer-generated faces, people generally prefer slightly ________ faces. Women are most likely to perceive a man with a slightly ________ face as having placed a personal ad seeking a “special lady to love and cherish.”
   a. neutral; masculinized
   b. feminized; feminized
   c. masculinized; feminized
   d. masculinized; neutral
   e. masculinized; masculinized

64. If poverty causes high rates of crime, the high crime rates can be used to justify discrimination against those who live in poverty. This best illustrates
   a. the mere exposure effect.
   b. the bystander effect.
   c. the blame-the-victim dynamic.
   d. deindividuation.
   e. ingroup bias.

65. The ingroup is the set of people with whom we share a common
   a. social norm.
   b. dispositional attribution.
   c. identity.
   d. situational attribution.
   e. superordinate goal.

66. Compared with numerical majorities, numerical minorities, such as the Scots in Britain, are especially conscious of their
   a. superordinate goals.
   b. implicit attitudes.
   c. reciprocity norms.
   d. social identities.
   e. personal space.

67. Most children believe their school is better than the other schools in town. This best illustrates
   a. the just-world phenomenon.
   b. scapegoating.
   c. the fundamental attribution error.
   d. the reciprocity norm.
   e. ingroup bias.

68. Ever since he lost his job because he was constantly late for work, Richard has become increasingly hostile toward the “government bureaucrats who are leading the country toward bankruptcy.” Richard's increasing prejudice is best explained in terms of
   a. the just-world phenomenon.
   b. the fundamental attribution error.
c. ingroup bias.
d. social facilitation.
e. scapegoat theory.

69. The tendency to categorize people on the basis of their gender is most likely to lead Jack to believe that
a. women all have pretty much the same attitudes about sex.
b. women seem to be unpredictable, because no two are alike.
c. most men tend to be logical and emotionally controlled.
d. in contrast to women, men have very similar tastes in dress and fashion.
e. women tend to act on ingroup bias, while men tend to act on outgroup bias.

70. A vivid example of a North Korean's behavior has an unusually strong influence on people's judgments of all North Koreans primarily because people
a. are motivated to confirm their current stereotypes of specific groups.
b. typically categorize other individuals on the basis of barely noticeable characteristics.
c. estimate the frequency of group characteristics in terms of the memorability of these characteristics.
d. strongly resent those who draw a lot of attention to themselves.
e. are prone to committing the fundamental attribution error.

71. An explanation of aggression in terms of instinct would have the most difficulty accounting for
a. unexpected and unprovoked outbursts of aggression.
b. wide cultural variations in aggressiveness.
c. aggression that is accompanied by anger and hostility.
d. the use of nuclear weapons to kill millions of unseen victims.
e. violent behaviors passed down from parents to children.

72. The Y chromosome is the most well-known genetic marker identifying those who are most likely to
a. form stereotypes.
b. engage in aggression.
c. experience cognitive dissonance.
d. commit the fundamental attribution error.
e. discriminate against others.

73. The frustration-aggression principle suggests that anger results when
a. false stereotypes influence perceptions of others.
b. an attempt to achieve some goal is blocked.
c. there are striking differences of opinion among group members.
d. self-awareness and self-restraint are reduced.
e. attitudes affect actions through normative social influences.

74. Minimal levels of father care are associated with high levels of
a. conformity.
b. group polarization.
c. social facilitation.
d. aggression.
75. Parents who discipline their children with beatings are often teaching aggression through the process of
   a. social facilitation.
   b. deindividuation.
   c. modeling.
   d. cognitive dissonance.
   e. attachment theory.

76. Professor Lindsten emphasized that aggressive behavior often involves the interactive influence of
   personal frustration, exposure to aggressive models, and heightened levels of arousal. The professor's emphasis best illustrates
   a. attribution theory.
   b. the reciprocity norm.
   c. social facilitation.
   d. a biopsychosocial approach.
   e. social exchange theory.

77. The mere exposure effect refers to the fact that people
   a. perform well-learned tasks more effectively in the presence of others.
   b. become more extreme in their opinions following group discussion.
   c. more readily comply with a large request if they previously complied with a small request.
   d. experience increasing attraction to novel stimuli that become more familiar.
   e. often fail to notice the influence they exert on others.

78. Four equally attractive women silently attended a 200-student class for zero, 5, 10, or 15 class sessions. When shown slides of each woman, students in the class rated the women who had attended ________ class sessions as the most attractive.
   a. zero
   b. 2
   c. 5
   d. 15
   e. 25

79. When Armen first heard the hit song “Gotta Love It,” he wasn't at all sure he liked it. The more often he heard it played, however, the more he enjoyed it. Armen's reaction illustrates
   a. the bystander effect.
   b. social facilitation.
   c. companionate love.
   d. the foot-in-the-door phenomenon.
   e. the mere exposure effect.

80. Which of the following is most clearly supported by research on social attraction?
   a. The beautiful are the lonely.
   b. Birds of a feather flock together.
   c. Familiarity breeds contempt.
d. Absence makes the heart grow fonder.
e. Opposites attract.

81. Felippe, a 17-year-old high school senior, is very talkative, intelligent, assertive, and politically conservative. Research suggests that he would be most likely to develop a close friendship with
   a. Toren, who is talkative and assertive.
   b. Erez, who is quiet and passive.
   c. Tom, who is intelligent and quiet.
   d. Fabio, who is politically liberal and talkative.
   e. Harvinder, who is talkative but insecure.

82. Olivia, a 17-year-old high school student, is quiet, relaxed, reflective, and politically liberal. Research suggests that she would most likely become a good friend of
   a. Cody, who is relaxed and talkative.
   b. Thor, who is politically liberal and assertive.
   c. Philip, who is reflective and quiet.
   d. Pancho, who is talkative and assertive.
   e. Calvin, who is mischievous and imaginative.

83. The two-factor theory of emotion has been used to explain
   a. the bystander effect.
   b. passionate love.
   c. social facilitation.
   d. the mere exposure effect.
   e. the just-world phenomenon.

84. Casandra, who is attractive and likable, has just telephoned Mike and asked him for a date. According to the two-factor theory of emotion, Mike is likely to experience the most intense romantic feelings for Casandra during their telephone conversation if he has just
   a. awakened from a short nap.
   b. finished eating a delicious meal.
   c. completed a series of aerobic exercises.
   d. been studying his history lecture notes.
   e. started writing a romantic poem.

85. In investigating the impact of physical arousal on passionate love, Donald Dutton and Arthur Aron arranged for an attractive woman to briefly interact with men who had recently
   a. consumed an alcoholic beverage.
   b. crossed a swaying footbridge.
   c. listened to romantic music.
   d. intervened in an emergency.
   e. failed a midterm test.

86. Equity and self-disclosure are important to the development of
   a. groupthink.
   b. deindividuation.
   c. companionate love.
   d. social facilitation.
e. ingroup bias.

87. The tragic murder of Kitty Genovese outside her New York apartment stimulated social psychological research on
   a. altruism.
   b. the mere exposure effect.
   c. the fundamental attribution error.
   d. the foot-in-the-door phenomenon.
   e. the effects of exposure to violent pornography.

88. Altruism is best described as
   a. exerting greater effort when working in the presence of others.
   b. experiencing an increasing attraction to people as they become more familiar.
   c. behaving unselfishly to enhance the welfare of others.
   d. complying with a large request if one has previously complied with a small request.
   e. acting as if the suffering of others doesn't bother us.

89. The best explanation for the inaction of bystanders during the Kitty Genovese murder is that they failed to
   a. experience any empathy for a stranger.
   b. assume personal responsibility for helping the victim.
   c. realize that the incident was really an emergency situation.
   d. notice that the incident was taking place.
   e. act on their empathetic feelings.

90. As Arlette walks through a shopping mall, she happens to pass an older woman who is sitting on a bench, clutching her arm, and moaning in pain. The presence of many other shoppers in the mall will most likely increase the probability that Arlette will
   a. experience contempt for the older woman.
   b. help the woman by calling an ambulance.
   c. experience a sense of empathy for the older woman.
   d. fail to notice the older woman's problem.
   e. experience the emotional benefits of altruism by helping the older woman.

91. Darley and Latané observed that most university students failed to help a person having an epileptic seizure when they thought there were four other witnesses to the emergency. The students' failure to help is best explained in terms of
   a. the ingroup bias.
   b. a failure to interpret the incident as an emergency.
   c. indifference and apathy.
   d. their feelings of limited responsibility.
   e. emergency preparedness.

92. The bystander effect refers to the tendency for an observer of an emergency to withhold aid if the
   a. emergency takes place in a large city.
   b. observer has just endured a frustrating experience.
   c. emergency victim is a member of a different racial group than the observer.
d. emergency is being observed by a number of other people.
e. observer has been exposed to many similar emergencies in the past.

93. After she received a free hand-painted Christmas ornament from a religious organization, Mrs. Montevecchi felt obligated to mail a cash donation to the organization. Her response to the free gift best illustrates the impact of the
   a. foot-in-the-door phenomenon.
   b. mere exposure effect.
   c. just-world phenomenon.
   d. fundamental attribution error.
   e. reciprocity norm.

94. To a social psychologist, a perceived incompatibility of goals indicates
   a. social loafing.
   b. prejudice.
   c. conflict.
   d. group polarization.
   e. the frustration-aggression principle.

95. Simple “non–zero-sum games” have been used in laboratory settings to study
   a. the just-world phenomenon.
   b. the mere exposure effect.
   c. social traps.
   d. the bystander effect.
   e. social facilitation.

96. Haley thinks Keith's silence indicates that he's angry, so she avoids talking to him. Unfortunately, Keith thinks Haley's quietness signifies that she's angry and wants to be left alone. This situation best illustrates
   a. mirror-image perceptions.
   b. the reciprocity norm.
   c. superordinate goals.
   d. scapegoating.
   e. deindividuation.

97. Noncompetitive contact between members of two different ethnic groups is likely to reduce prejudice when the contact is between individuals with
   a. ingroup bias.
   b. implicit prejudice.
   c. equal status.
   d. mirror-image perceptions.
   e. normative social influence.

98. Initially prejudiced heterosexuals are likely to develop more accepting attitudes toward homosexuals following the experience of
   a. social facilitation.
   b. mirror-image perceptions.
   c. face-to-face contact.
99. Two friends quarreled over possession of a single orange without realizing that one of them simply wanted orange juice and the other simply wanted the orange peel to make a cake. This classic episode best illustrates that people sometimes fail to recognize
   a. the mere exposure effect.
   b. win-win solutions.
   c. the foot-in-the-door phenomenon.
   d. deindividuation.
   e. social traps.

100. GRIT attempts to reduce conflict through
   a. third-party mediation.
   b. intimidation.
   c. conciliation.
   d. pacifism.
   e. superordinate goals.
MULTIPLE CHOICE

1. **ANS:** B  
   PTS: 1  
   DIF: Easy  
   REF: Page 643 | Section- Social Psychology  
   OBJ: 1  
   TOP: Social psychology  
   MSC: Factual | Definitional

2. **ANS:** A  
   PTS: 1  
   DIF: Medium  
   REF: Page 644 | Section- Social Psychology  
   OBJ: 1  
   TOP: Attributing behavior to persons or to situations  
   MSC: Conceptual | Application

3. **ANS:** D  
   PTS: 1  
   DIF: Easy  
   REF: Page 644 | Section- Social Psychology  
   OBJ: 1  
   TOP: Attributing behavior to persons or to situations  
   MSC: Conceptual

4. **ANS:** D  
   PTS: 1  
   DIF: Difficult  
   REF: Page 644 | Section- Social Psychology  
   OBJ: 1  
   TOP: Attributing behavior to persons or to situations  
   MSC: Factual | Definitional

5. **ANS:** A  
   PTS: 1  
   DIF: Medium  
   REF: Page 644 | Section- Social Psychology  
   OBJ: 1  
   TOP: Attributing behavior to persons or to situations  
   MSC: Factual | Definitional

6. **ANS:** C  
   PTS: 1  
   DIF: Medium  
   REF: Page 644 | Section- Social Psychology  
   OBJ: 1  
   TOP: Attributing behavior to persons or to situations  
   MSC: Factual | Definitional

7. **ANS:** D  
   PTS: 1  
   DIF: Easy  
   REF: Page 644 | Section- Social Psychology  
   OBJ: 1  
   TOP: Attributing behavior to persons or to situations  
   MSC: Factual | Definitional

8. **ANS:** B  
   PTS: 1  
   DIF: Medium  
   REF: Page 645 | Section- Social Psychology  
   OBJ: 1  
   TOP: Attributing behavior to persons or to situations  
   MSC: Factual | Definitional

9. **ANS:** B  
   PTS: 1  
   DIF: Difficult  
   REF: Page 645 | Section- Social Psychology  
   OBJ: 1  
   TOP: The effects of attribution  
   MSC: Conceptual | Application

10. **ANS:** C  
    PTS: 1  
    DIF: Easy  
    REF: Page 646 | Section- Social Psychology  
    OBJ: 2  
    TOP: Attitudes and actions  
    MSC: Factual | Definitional

11. **ANS:** B  
    PTS: 1  
    DIF: Easy  
    REF: Page 646 | Section- Social Psychology  
    OBJ: 2  
    TOP: Attitudes affect actions  
    MSC: Factual | Definitional

12. **ANS:** A  
    PTS: 1  
    DIF: Medium  
    REF: Page 646 | Section- Social Psychology  
    OBJ: 2  
    TOP: Attitudes affect actions  
    MSC: Factual | Definitional

13. **ANS:** A  
    PTS: 1  
    DIF: Easy  
    REF: Page 646 | Section- Social Psychology  
    OBJ: 2  
    TOP: Attitudes affect actions  
    MSC: Factual | Definitional

14. **ANS:** B  
    PTS: 1  
    DIF: Difficult  
    REF: Page 646 | Section- Social Psychology  
    OBJ: 2  
    TOP: Actions affect attitudes  
    MSC: Conceptual | Application

15. **ANS:** B  
    PTS: 1  
    DIF: Medium
16. ANS: C  PTS: 1  DIF: Medium

17. ANS: D  PTS: 1  DIF: Easy

18. ANS: D  PTS: 1  DIF: Medium

19. ANS: C  PTS: 1  DIF: Easy

20. ANS: B  PTS: 1  DIF: Medium

21. ANS: D  PTS: 1  DIF: Difficult

22. ANS: D  PTS: 1  DIF: Medium

23. ANS: B  PTS: 1  DIF: Medium

24. ANS: B  PTS: 1  DIF: Easy

25. ANS: A  PTS: 1  DIF: Medium

26. ANS: B  PTS: 1  DIF: Easy

27. ANS: B  PTS: 1  DIF: Easy

28. ANS: B  PTS: 1  DIF: Difficult

29. ANS: C  PTS: 1  DIF: Easy

30. ANS: B  PTS: 1  DIF: Easy

31. ANS: C  PTS: 1  DIF: Easy
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80. **ANS:** B  **PTS:** 1  **DIF:** Medium  
**REF:** Page 682 | Section - Social Psychology  
**TOP:** The psychology of attraction: similarity  
**MSC:** Conceptual | Application

81. **ANS:** A  **PTS:** 1  **DIF:** Medium  
**REF:** Page 682 | Section - Social Psychology  
**TOP:** The psychology of attraction: similarity  
**MSC:** Factual | Definitional

82. **ANS:** C  **PTS:** 1  **DIF:** Medium  
**REF:** Page 682 | Section - Social Psychology  
**TOP:** The psychology of attraction: similarity  
**MSC:** Conceptual | Application

83. **ANS:** B  **PTS:** 1  **DIF:** Easy  
**REF:** Page 683 | Section - Social Psychology  
**TOP:** Passionate love  
**MSC:** Factual | Definitional

84. **ANS:** C  **PTS:** 1  **DIF:** Medium  
**REF:** Page 683 | Section - Social Psychology  
**TOP:** Passionate love  
**MSC:** Conceptual | Application

85. **ANS:** B  **PTS:** 1  **DIF:** Difficult  
**REF:** Page 683 | Section - Social Psychology  
**TOP:** Passionate love  
**MSC:** Factual | Definitional

86. **ANS:** C  **PTS:** 1  **DIF:** Easy  
**REF:** Page 684 | Section - Social Psychology  
**TOP:** Companionate love  
**MSC:** Factual | Definitional

87. **ANS:** A  **PTS:** 1  **DIF:** Medium  
**REF:** Page 685 | Section - Social Psychology  
**TOP:** Altruism  
**MSC:** Factual | Definitional

88. **ANS:** C  **PTS:** 1  **DIF:** Easy  
**REF:** Page 685 | Section - Social Psychology  
**TOP:** Altruism  
**MSC:** Factual | Definitional

89. **ANS:** B  **PTS:** 1  **DIF:** Difficult  
**REF:** Page 685 | Section - Social Psychology  
**TOP:** Bystander intervention  
**MSC:** Conceptual

90. **ANS:** D  **PTS:** 1  **DIF:** Difficult  
**REF:** Page 685 | Section - Social Psychology  
**TOP:** Bystander intervention  
**MSC:** Conceptual | Application

91. **ANS:** D  **PTS:** 1  **DIF:** Medium  
**REF:** Page 686 | Section - Social Psychology  
**TOP:** Bystander intervention  
**MSC:** Factual | Definitional

92. **ANS:** D  **PTS:** 1  **DIF:** Easy  
**REF:** Page 686 | Section - Social Psychology  
**TOP:** Bystander intervention  
**MSC:** Factual | Definitional

93. **ANS:** E  **PTS:** 1  **DIF:** Medium  
**REF:** Page 687 | Section - Social Psychology  
**TOP:** The norms for helping  
**MSC:** Conceptual | Application

94. **ANS:** C  **PTS:** 1  **DIF:** Easy  
**REF:** Page 688 | Section - Social Psychology  
**TOP:** Conflict and peacemaking  
**MSC:** Factual | Definitional

95. **ANS:** C  **PTS:** 1  **DIF:** Difficult  
**REF:** Page 688 | Section - Social Psychology  
**TOP:**  
**MSC:**  
**OBJ:** 18
TOP: Social traps (text and Figure 14.17)  MSC: Factual | Definitional
96. ANS: A  PTS: 1  DIF: Difficult
   REF: Page 689 | Section- Social Psychology  OBJ: 18
   TOP: Enemy perceptions  MSC: Conceptual | Application
97. ANS: C  PTS: 1  DIF: Medium
   REF: Page 690 | Section- Social Psychology  OBJ: 18
   TOP: Contact  MSC: Factual | Definitional
98. ANS: C  PTS: 1  DIF: Easy
   REF: Page 690 | Section- Social Psychology  OBJ: 18
   TOP: Contact  MSC: Factual | Definitional
99. ANS: B  PTS: 1  DIF: Medium
   REF: Page 691 | Section- Social Psychology  OBJ: 18
   TOP: Communication  MSC: Factual | Definitional
100. ANS: C  PTS: 1  DIF: Medium
    REF: Page 692 | Section- Social Psychology  OBJ: 18
    TOP: Conciliation  MSC: Factual | Definitional