

Chapter 1

Introducing Social Psychology

Total Assessment Guide (T.A.G.)

Topic	Question Type	Factual	Conceptual	Applied
Introduction 1-3	Multiple Choice		1	
	Essay			
What Is Social Psychology? 3-11	Multiple Choice	2,3,11,20,24,31,40,43,51, 52,62,72,78	10,12,16,23,25,27-29,33, 34,36-39,41,42,44,45,47, 48,53-57,63-66,73,75-77,	4-9,13-15,17-19,21,22,26 30,32,35,46,49,50,58-61, 67-71,74,
	Essay		191,192,195	
The Power of Social Influence 11-14	Multiple Choice	79, 81, 84-87, 93, 94, 99, 106, 108, 110, 114-117, 120	88, 90, 95, 101, 102, 107, 112, 113, 118, 119	80, 82, 83, 89, 91, 92, 96- 98, 100, 103-105, 109, 111, 121, 122
	Essay	196	197	193
Where Construals Come From: Basic Human Motives 14-18	Multiple Choice	123, 125, 129, 131-133, 145, 151, 155, 159, 165, 172, 173, 175-177	126, 138, 139, 144, 147- 150, 153, 154, 156-158, 161, 162, 164, 167-169, 174	124, 127, 128, 130, 134- 137, 140-143, 146, 152, 160, 163, 166, 170, 171, 178-180
	Essay	202	199,201	198,200
Social Psychology and Social Problems 18-19	Multiple Choice	181	182,183,186,188,190	184,185,187
	Essay	203	194	

CHAPTER 1 INTRODUCING SOCIAL PSYCHOLOGY

Multiple Choice

Choose the one alternative that best completes the statement or answers the question.

1. In the introduction to Chapter 1, you read about a number of social phenomena: cries for help were ignored by neighbors; a father and son disagreed on the attractiveness of the same fraternity; and more than 800 people committed mass suicide in Jonestown, Guyana. What do these examples have in common? They
- defy explanation.
 - describe socially deviant behavior.
 - reveal the power of social influence.
 - reflect the operation of deliberate persuasion attempts.

Answer: C

Difficulty: 2

Page(s) in Text: 1-3

Topic: What Is Social Psychology?

Skill: CONCEPTUAL

2. The scientific study of the way in which people's thoughts, feelings, and behaviors are influenced by the real or imagined presence of other people is the definition of
- psychology.
 - personality psychology.
 - social psychology.
 - sociology.

Answer: C

Difficulty: 1

Page(s) in Text: 3

Topic: What Is Social Psychology?

Skill: FACTUAL

3. According to the definition of social psychology presented in your text, social psychology is the study of how _____ affect the thoughts, feelings, and behaviors of humans.
- live social interactions with other humans
 - the presence of real or imagined others
 - other living things
 - perceptions of the social world

Answer: B

Difficulty: 2

Page(s) in Text: 3

Topic: What Is Social Psychology?

Skill: FACTUAL

4. Which of the following is an example of social influence?
- You feel guilty because you lied to your trusting professor about your assignment.
 - When you get hungry, you have trouble concentrating.
 - You didn't do well on the test because you stayed up all night cramming.
 - You almost fall asleep at the wheel, so you pull off the road to take a short nap.

Answer: A

Difficulty: 2

Page(s) in Text: 3

Topic: What Is Social Psychology?

Skill: APPLICATION

5. Julie is eight months old, and her mother pretends her baby food is a train in order to convince her to eat it. Julie's mother is using a rather creative form of _____.
- social influence
 - explicit values
 - social cognition
 - implicit values

Answer: A

Difficulty: 3

Page(s) in Text: 3

Topic: What Is Social Psychology?

Skill: APPLICATION

6. Which of the following is an example of a direct persuasion attempt?
- A bully threatens Billy and steals his lunch money.
 - Ramona works hard in school to make her mother proud.
 - Marianne thinks of her ex-boyfriend and becomes sad.
 - Jason moves from New York to Atlanta and picks up a Southern accent.

Answer: A

Difficulty: 3

Page(s) in Text: 3

Topic: What Is Social Psychology?

Skill: APPLICATION

7. Not all social influence is direct or deliberate. Which of the following is the best example of more indirect or subtle social influence?
- An advertising campaign is launched to promote a new soft drink.
 - A senatorial candidate delivers a speech to convince voters that she is not really liberal.
 - A parent disciplines his child by taking away her favorite toy.
 - A child sees other kids wearing their sweatshirts inside out and starts wearing his the same way.

Answer: D

Difficulty: 3

Page(s) in Text: 3

Topic: What Is Social Psychology?

Skill: APPLICATION

8. From across the room, J.T. sees his mother sigh, and he approaches to give her a hug in the hopes of cheering her up. In this case, J.T.'s behavior is an example of _____ social influence attempt.
- a direct
 - an ineffective
 - an indirect
 - an unintended

Answer: A

Difficulty: 2

Page(s) in Text: 3

Topic: What Is Social Psychology?

Skill: APPLICATION

9. Jada gives William her dessert at lunch in the hopes that he will like her. Jada's behavior is an example of _____.
- social cognition.
 - direct social influence attempt.
 - a construal.
 - fundamental attribution error.

Answer: B

Difficulty: 2

Page(s) in Text: 3

Topic: What Is Social Psychology?

Skill: APPLICATION

10. All of the following are examples of social influence except
- a bully intimidates another child on the school yard.
 - a child refrains from stealing ten dollars from his mother's purse when he imagines her anger at him.
 - you cover your nose when you sneeze because you don't want to spread germs.
 - you perceive the bathwater as hot when you first get in, but don't notice the heat ten minutes later.

Answer: D

Difficulty: 2

Page(s) in Text: 3

Topic: What Is Social Psychology?

Skill: CONCEPTUAL

11. The word "construal" refers to
- objective reality.
 - information provided by other people.
 - imagined events.
 - personal interpretations.

Answer: D

Difficulty: 2

Page(s) in Text: 4-5

Topic: The Power of Social Interpretation

Skill: FACTUAL

12. Although fields such as anthropology, sociology, and social psychology are related, what distinguishes social psychology from the others?
- It uses rigorous scientific methods; the others do not.
 - It examines how construal of social situations impact people's lives..
 - It examines the human condition, whereas the others examine societal issues.
 - It examines social situations.

Answer: B

Difficulty: 2

Page(s) in Text: 4-5

Topic: The Power of Social Interpretation

Skill: CONCEPTUAL

13. Jeremy is in love with Carol and views her temper as an endearing example of her "feistiness." Her coworkers, however, interpret Carol's temper as rude and insensitive. The difference between Jeremy and the coworkers illustrates the power of love to influence our
- construals.
 - behaviors.
 - influence attempts.
 - relationships.

Answer: A

Difficulty: 2

Page(s) in Text: 4-5

Topic: The Power of Social Interpretation

Skill: APPLICATION

14. Which of the following is the best example of a construal?
- Sam, who attends a showing of The Jerry Springer Show
 - Sarah, who registers to vote at age eighteen
 - John, who believes people born under the sign of Taurus are stubborn
 - Kerry, who decides to marry Ryan

Answer: C

Difficulty: 2

Page(s) in Text: 4-5

Topic: The Power of Social Interpretation

Skill: APPLICATION

15. Last weekend, Paula smiled politely while Lance talked to her for several hours. Wow, thinks Lance to himself, she was so nice; Paula must really like me—she was so friendly! Lance's interpretation of Paula's behavior is an example of
- a direct persuasion attempt.
 - an indirect persuasion attempt.
 - explicit values.
 - construals.

Answer: D

Difficulty: 1

Page(s) in Text: 4-5

Topic: The Power of Social Interpretation

Skill: APPLICATION

16. Lisa and Melissa were comparing grades on their chemistry exam. Lisa was disappointed when she first saw that she had received a grade of 76 percent, but when she saw that Melissa (the class valedictorian in high school) had earned a grade of 78 percent, she felt much better about her grade. What is most likely to be a reason that Lisa changed her perspective?
- She had a different construal of her grade.
 - She was directly persuaded.
 - She used an explicit value.
 - She exerted social influence on Melissa.

Answer: A

Difficulty: 2

Question ID: 1.1-16

Page(s) in Text: 4-5

Topic: The Power of Social Interpretation

Skill: CONCEPTUAL

17. Karen returns home from her first year of college, and is very proud of her first-year GPA. She earned a 3.0 ("B") average. She's unhappily surprised to discover that her parents are disappointed that she didn't perform better. This difference in interpretation illustrates the power of _____ in explaining social behavior.
- interpersonal conflict
 - construals
 - achievement motivation
 - socialization

Answer: B

Difficulty: 2

Page(s) in Text: 4-5

Topic: The Power of Social Interpretation

Skill: APPLICATION

18. Ted likes Jim and smiles at him every chance he gets. Jim wonders why Ted is always smirking at him sarcastically and studiously avoids him. Ted thinks he's being friendly and cannot understand Jim's standoffishness; Jim thinks Ted is a jerk for continuing to smirk at him without explanation. This difference illustrates the role of _____ in explaining social behavior.
- power
 - construals
 - the need for affiliation
 - persuasion

Answer: B

Difficulty: 1

Page(s) in Text: 4-5

Topic: The Power of Social Interpretation

Skill: APPLICATION

19. Dan likes his new roommate Tim. He invites Tim to go everywhere with him—parties, lunch, even to the grocery store. Dan feels he's being warm and welcoming to his new friend. Tim, however, doesn't understand why it seems that Dan can't do anything on his own, and seems to need his companionship constantly. The difference in how Dan and Tim perceive Dan's actions is an illustration of _____ in explaining social behavior.
- explicit values
 - naïve realism
 - the need to belong
 - construals

Answer: D

Difficulty: 1

Page(s) in Text: 4-5

Topic: The Power of Social Interpretation

Skill: APPLICATION

20. Social psychologists use the term _____ to describe the way in which people perceive, comprehend, and interpret their social worlds.
- perspective
 - social psychology
 - construal
 - assumption

Answer: C

Difficulty: 2

Page(s) in Text: 4-5

Topic: The Power of Social Interpretation

Skill: FACTUAL

21. At a dinner party, Marcia spilled wine on her boss's Persian rug. If Marcia is like most social psychologists who study construals, what will she ask herself in predicting how her boss will respond?
- How much does the rug cost?
 - Did anyone witness the spill?
 - Will my boss think I am drunk?
 - Is my boss a gracious hostess?

Answer: C

Difficulty: 2

Page(s) in Text: 4-5

Topic: The Power of Social Interpretation

Skill: APPLICATION

22. Jill is eating dinner at her fiancé Rob's parents' house, and barely touches her food. Jill is aware that his parents could make different construals of this behavior, such as
- Jill is a polite person.
 - Rob and Jill make a cute couple.
 - Jill must not like the food served at dinner.
 - Rob treats Jill very well.

Answer: C

Difficulty: 1

Page(s) in Text: 4-5

Topic: The Power of Social Interpretation

Skill: APPLICATION

23. Social psychology is set apart from other ways of interpreting social behavior such as folk wisdom or literature because it is _____.
- based on observations of human nature
 - an experimental science
 - a theoretical approach
 - reliant on objective measurement

Answer: B

Difficulty: 2

Page(s) in Text: 4-5

Topic: The Power of Social Interpretations

Skill: CONCEPTUAL

24. Lee Ross describes the idea of "naïve realism" as
- The conviction that all of us have that we perceive things "as they really are."
 - The scientific study of the way in which people's thoughts, feelings, and behaviors are influenced by the real or imagined presence of other people.
 - The way in which people perceive, comprehend, and interpret the social world.
 - The aspects of people's personalities that make them different from other people.

Answer: A

Difficulty: 2

Page(s) in Text: 5

Topic: Connections

Skill: FACTUAL

25. Research by Lee Ross suggests that even when people recognize that others perceive information differently, they persist in thinking that others are biased while they themselves are objective. This illustrates the idea of
- social psychology.
 - naïve realism.
 - individual differences.
 - implicit values.

Answer: B

Difficulty: 2

Page(s) in Text: 5

Topic: Connections

Skill: CONCEPTUAL

26. One application of Ross's idea of naïve realism is to assist the negotiations between long-time adversaries: Palestinians and Israelis. How would understanding naïve realism potentially help these parties negotiate more successfully?
- They would understand their religious differences and be able to communicate effectively.
 - Both sides would understand that their perceptions are biased, and try to be more objective.
 - The Palestinians would come to understand the historical occupation of Israel, and leave the West Bank.
 - Both sides would understand the role of culture in forming construals, and use conflict resolution skills appropriately.

Answer: B

Difficulty: 3

Page(s) in Text: 5

Topic: Connections

Skill: APPLICATION

27. How do social psychologists differ from philosophers, novelists, and political pundits in answering questions about human nature? Social psychologists
- seldom disagree with one another.
 - ignore the notion of human consciousness.
 - use science to test hypotheses about the social world.
 - rely primarily on insight.

Answer: C

Difficulty: 2

Page(s) in Text: 6-8

Topic: How Else Can We Understand Social Influence?

Skill: CONCEPTUAL

28. According to the authors of your text, when faced with a puzzling social question, it may be tempting to ask people why they behaved as they did. Why is this not always the best way to understand social behavior?
- People almost always lie when they are interviewed.
 - People would feel defensive, even when asked benign questions.
 - People would not necessarily know why they behaved as they did.
 - People would simply answer randomly.

Answer: C

Difficulty: 2

Page(s) in Text: 6

Topic: How Else Can We Understand Social Influence?

Skill: CONCEPTUAL

29. After the mass suicides related to the cults at Jonestown, Waco, and Heaven's Gate, people tended to blame the victims and accuse them of being psychologically unstable, or deranged. Social psychologists are more likely to explain these mass suicides as being due to
- individual differences, such as anti-social personality.
 - mental illness in most of the cult members.
 - the social influence of cult leaders.
 - the imagined presence of an all-powerful deity.

Answer: C

Difficulty: 2

Page(s) in Text: 6-7

Topic: Journalists, Instant Experts, and Social Critics

Skill: CONCEPTUAL

30. Jamal was confused by his sister's relationship with her boyfriend. They just didn't seem to have anything in common. "Oh well," Jamal figured, "I guess opposites really do attract." Jamal's explanation is an example of
- folk wisdom.
 - philosophy.
 - sociology.
 - social psychology.

Answer: A

Difficulty: 2

Page(s) in Text: 6-7

Topic: Journalists, Instant Experts, and Social Critics

Skill: APPLICATION

31. According to the authors of your text, one hazard of relying too heavily on folk wisdom is that
- it is impossible to agree on what is "common sense."
 - "common sense" is frequently wrong or oversimplified.
 - "common sense" is useless to most social psychologists.
 - journalists and other communicators of "common sense" information are hopelessly biased.

Answer: B

Difficulty: 3

Page(s) in Text: 6-7

Topic: Journalists, Instant Experts, and Social Critics

Skill: FACTUAL

32. Justin isn't sure if he wants to date Mary, with whom he shares many similarities, or Emma, who is very different from him. His friend says, "Opposites attract," and advises him to date Emma. But his brother says, "Birds of a feather flock together," and suggests that he pursue Mary. This best exemplifies that
- common sense is often full of contradictions.
 - folk wisdom is usually wrong.
 - folk wisdom oversimplifies complex situations.
 - common sense is an individual difference.

Answer: A

Difficulty: 2

Page(s) in Text: 6-7

Topic: Journalists, Instant Experts, and Social Critics

Skill: APPLICATION

33. What is the role of folk wisdom in social psychology?
- It is unrelated.
 - It provides many ideas or hypotheses for scientific investigation.
 - It has been completely disproven by scientific research.
 - It tends to be more accurate and useful than social psychological research.

Answer: B

Difficulty: 2

Page(s) in Text: 6-7

Topic: Journalists, Instant Experts, and Social Critics

Skill: CONCEPTUAL

34. Why is a scientific approach preferable to reliance on folk wisdom and common sense?
- Common sense approaches focus on the situation and not on personality.
 - Nothing useful can be learned from journalists, philosophers, or social critics.
 - Science has tested and debunked most folk wisdom.
 - Folk wisdom and common sense are filled with contradictions.

Answer: D

Difficulty: 2

Page(s) in Text: 6-7

Topic: Journalists, Instant Experts, and Social Critics

Skill: CONCEPTUAL

35. When Prya and Mohammed returned home after a night on the town, they found their baby crying because her diaper needed to be changed. The babysitter was sitting in front of the television, ignoring the baby's crying. Mohammed and Prya decided that the babysitter was callous and uncaring, and they swore that they would never hire him again. Mohammed and Prya's interpretation of the babysitter's actions was based on
- philosophy.
 - scientific methodology.
 - common sense.
 - prejudice.

Answer: C

Difficulty: 2

Page(s) in Text: 6-7

Topic: Journalists, Instant Experts, and Social Critics

Skill: APPLICATION

36. After reading about several suicide bombings in the Middle East, Harry comments that these bombers must be religious fanatics who are mentally deranged. Harry is most likely using _____ to make this judgment.
- philosophy
 - experimental methods
 - common sense
 - social psychology

Answer: C

Difficulty: 2

Page(s) in Text: 6-7

Topic: Journalists, Instant Experts, and Social Critics

Skill: CONCEPTUAL

37. Consider the following pieces of folk wisdom: "Out of sight, out of mind" versus "Absence makes the heart grow fonder." These statements represent which of the following shortcomings of relying on common sense? The common sense of folk wisdom is often
- irrational.
 - full of contradictory assumptions.
 - concerned with assigning blame.
 - based on personal experience.

Answer: B

Difficulty: 2

Page(s) in Text: 6-7

Topic: Journalists, Instant Experts, and Social Critics

Skill: CONCEPTUAL

38. Which of the following is not a problem with using common sense or folk wisdom explanations for social behavior?
- These explanations often are contradictory.
 - They fail to capture the complexities of the full situation.
 - We may learn very little from previous incidents.
 - Most people do not have common sense anymore.

Answer: D

Difficulty: 2

Page(s) in Text: 6-7

Topic: Journalists, Instant Experts, and Social Critics

Skill: CONCEPTUAL

39. What does philosophy have in common with folk wisdom? Both often
- contain contradictions, and it's difficult to know which explanation is right.
 - examine the world on a case by case basis.
 - become outdated with rapid societal changes.
 - are incorrect in their assumptions about social behavior.

Answer: A

Difficulty: 2

Page(s) in Text: 7-8

Topic: Philosophy

Skill: CONCEPTUAL

40. Social psychologists differ from philosophers in that philosophers
- rely on intuition, and social psychologists rely on logic.
 - ask different questions than do social psychologists.
 - assume the worst about human nature, and social psychologists assume the best.
 - rely on logical arguments, and social psychologists rely on research.

Answer: D

Difficulty: 3

Page(s) in Text: 7-8

Topic: Philosophy

Skill: FACTUAL

41. Why is it unwise to rely solely on philosophy in explaining human social behavior?
- When philosophers disagree about human nature, it's difficult to determine who is right.
 - Philosophers' observations and conclusions are seldom insightful.
 - The ideas of philosophers are not relevant to contemporary society.
 - Philosophers rely too much on empirical data.

Answer: A

Difficulty: 3

Page(s) in Text: 7-8

Topic: Philosophy

Skill: CONCEPTUAL

42. A social psychologist is perplexed. Is it true that birds of a feather flock together, or do opposites attract? Confronted with these two contradictory pieces of folk wisdom, what is this social psychologist most likely to do?
- Administer a questionnaire to see if some types of people fit into one category, while other types fit into the other category.
 - Choose a new topic for study.
 - Choose the explanation that makes more sense.
 - Investigate the different situations in which each bit of common sense holds true.

Answer: D

Difficulty: 3

Page(s) in Text: 7-8

Topic: Philosophy

Skill: CONCEPTUAL

43. According to your textbook, the major reason we have conflicting philosophical positions and conflicting folk wisdom is
- there is no truly objective way to test reality.
 - there are no universal laws governing human behavior.
 - false beliefs are as likely to be promoted by their adherents as are true beliefs.
 - the world is a complicated place, and different truths hold under different conditions.

Answer: D

Difficulty: 2

Page(s) in Text: 7-8

Topic: Philosophy

Skill: FACTUAL

44. When confronted with two contradictory beliefs about social behavior, such as "absence makes the heart grow fonder" and "out of sight, out of mind," a social psychologist is likely to
- decide that neither belief could be correct.
 - conduct an experiment to determine the conditions under which each belief holds true.
 - conduct a survey to find out which belief is endorsed by more people.
 - develop a logical argument to explain how both beliefs could be true.

Answer: B

Difficulty: 3

Page(s) in Text: 7-8

Topic: Philosophy

Skill: CONCEPTUAL

45. Spinoza proposes the idea that when you love someone whom you used to hate, you cannot love him or her as strongly as you do someone you have always loved. Spinoza's idea is creative, and involves analytical thinking. How is this proposition best classified?
- It is common sense.
 - It is philosophy.
 - It is personality psychology.
 - It is a construal.

Answer: B

Difficulty: 2

Page(s) in Text: 7-8

Topic: Philosophy

Skill: CONCEPTUAL

46. Juan thinks that the idea "birds of a feather flock together" has more merit than "opposites attract." So he designs an experiment to test his hypothesis. Juan is most likely a
- philosopher.
 - social psychologist.
 - sociologist.
 - journalist.

Answer: B

Difficulty: 2

Page(s) in Text: 7-8

Topic: Philosophy

Skill: APPLICATION

47. What do philosophers and social psychologists share in common? Both
- use logical arguments.
 - employ empirical studies, including experiments.
 - rely on folk wisdom and common sense.
 - address many of the same questions.

Answer: D

Difficulty: 3

Page(s) in Text: 7-8

Topic: Philosophy

Skill: CONCEPTUAL

48. According to the authors of your text, why is it that there may be conflicting philosophical positions about human nature?
- Philosophers make their living through debate.
 - Philosophy relies purely on layperson observation.
 - It is likely that philosophers build incorrect arguments about human nature.
 - The world is a complex place, and situational differences impact behavior.

Answer: D

Difficulty: 2

Page(s) in Text: 7-8

Topic: Philosophy

Skill: CONCEPTUAL

49. Professor Takahami is a personality psychologist interested in divorce. Which question is she most likely to investigate?
- Have the changing roles of women contributed to divorce?
 - How does relationship satisfaction relate to divorce?
 - Are some types of people more likely to divorce than others?
 - Do children reduce the odds of divorce?

Answer: C

Difficulty: 3

Page(s) in Text: 8-9

Topic: Social Psychology Compared with Personality Psychology

Skill: APPLICATION

50. How would a personality psychologist most likely explain the mass suicide in Jonestown?
- An increasingly complex and mobile society creates confusion and the need to belong to a group at any cost.
 - People who have traits of being unstable are more likely to join cults.
 - She wouldn't try to explain it; personality psychologists are not interested in suicide.
 - The leader's control over his followers increased slowly over time.

Answer: B

Difficulty: 2

Page(s) in Text: 8-9

Topic: Social Psychology Compared with Personality Psychology

Skill: APPLICATION

51. Compared to social psychologists, personality psychologists are more likely to focus their attention on
- subjective construals.
 - positive behaviors.
 - individual differences.
 - ideas from philosophy.
- Answer: C*
Difficulty: 2
Page(s) in Text: 8-9
Topic: Social Psychology Compared with Personality Psychology
Skill: FACTUAL
52. When a psychologist discusses individual differences, she is discussing
- genetic variation.
 - differences in how people respond in different situations.
 - aspects of personality that make people differ from one another.
 - differences within a person in how to behave publicly versus privately.
- Answer: C*
Difficulty: 2
Page(s) in Text: 8-9
Topic: Social Psychology Compared with Personality Psychology
Skill: FACTUAL
53. Like social psychologists, personality psychologists focus on
- individuals rather than collectives or institutions.
 - the cultural context.
 - individual differences.
 - the power of construals to shape human behavior.
- Answer: A*
Difficulty: 2
Page(s) in Text: 8-9
Topic: Social Psychology Compared with Personality Psychology
Skill: CONCEPTUAL
54. Social and personality psychologists share which common goal?
- understanding individual differences
 - understanding how the presence of others influences people
 - understanding people who are mentally ill
 - understanding causes of human behavior
- Answer: D*
Difficulty: 2
Page(s) in Text: 8-9
Topic: Social Psychology Compared with Personality Psychology
Skill: CONCEPTUAL
55. A personality psychologist and social psychologist were having a discussion. The personality psychologist is more likely to be talking about
- aspects of people that make them different from each other.
 - the influence of the situation on a person's behavior.
 - how different perspectives can change behavior.
 - the roles of perception and interpretation in behavior.
- Answer: A*
Difficulty: 2
Page(s) in Text: 8-9
Topic: Social Psychology Compared with Personality Psychology
Skill: CONCEPTUAL

56. Sometimes when we encounter behavior that is unpleasant or unexpected, we assume that something about the person—and not the situation—caused the behavior. In this sense, lay people are most like
- sociologists.
 - personality psychologists.
 - social psychologists.
 - philosophers.

Answer: B

Difficulty: 3

Page(s) in Text: 8-9

Topic: Social Psychology Compared with Personality Psychology

Skill: CONCEPTUAL

57. "Are some people just better leaders than others?" Such a question about human nature is most likely to be asked by a
- personality psychologist.
 - social psychologist.
 - philosopher.
 - sociologist.

Answer: A

Difficulty: 2

Page(s) in Text: 8-9

Topic: Social Psychology Compared with Personality Psychology

Skill: CONCEPTUAL

58. Dr. Levowitz researches the question, "Are some people more aggressive than others?" This type of question is most closely in the realm of
- social psychology.
 - social influence.
 - personality psychology.
 - philosophy.

Answer: C

Difficulty: 2

Page(s) in Text: 8-9

Topic: Social Psychology Compared with Personality Psychology

Skill: APPLICATION

59. Which of the following questions is most likely to be asked by a social psychologist?
- Are some kinds of people more susceptible to recruitment into cults?
 - Do some types of people make better leaders than others?
 - Are some characteristics genetically determined?
 - What situations cause people to behave rudely?

Answer: D

Difficulty: 3

Page(s) in Text: 8-9

Topic: Social Psychology Compared with Personality Psychology

Skill: APPLICATION

60. Rahid's server in the restaurant just can't seem to get his order right. If Rahid has just read Chapter 1 on social influence and is thinking more like a social psychologist than before, what would he be most likely to think?
- "This person is a chronic dolt."
 - "Our educational system is failing us."
 - "This person must have had a bad morning."
 - "Human beings are inherently lazy."

Answer: C

Difficulty: 3

Page(s) in Text: 8-9

Topic: Social Psychology Compared with Personality Psychology

Skill: APPLICATION

61. Shanika is an executive, and asked her assistant repeatedly to make some copies for her. The assistant repeatedly failed to successfully complete the assignment. If Shanika is thinking like a social psychologist about this situation, what is she most likely to think about her assistant?
- "My assistant is incompetent and I should fire him immediately."
 - "All of my subordinates are incompetent."
 - "I am the only intelligent person in this office."
 - "Perhaps my assistant is under stress from something else."

Answer: D

Difficulty: 2

Page(s) in Text: 8-9

Topic: Social Psychology Compared with Personality Psychology

Skill: APPLICATION

62. Social psychologists tend to be more focused on _____, and personality psychologists tend to focus more on _____.
- global issues; mental health
 - societal problems; therapies for psychological disorders
 - how people are unique; how people are similar
 - the influence of the situation; individual differences

Answer: D

Difficulty: 2

Page(s) in Text: 8-9

Topic: Social Psychology Compared with Personality Psychology

Skill: FACTUAL

63. A personality psychologist would probably explain the suicides at Jonestown by focusing on the
- conformist personality of the cult members.
 - power of the leader's charismatic techniques.
 - impact of living in a strange culture.
 - situational pressures to conform in the compound.

Answer: A

Difficulty: 2

Page(s) in Text: 8-9

Topic: Social Psychology Compared with Personality Psychology

Skill: CONCEPTUAL

64. Which of the following statements most reflects a social psychological point of view?
- "I'll hire Justin to house-sit because he seems like a trustworthy type."
 - Sara won the competition because she is a hard-working person.
 - Fred offered to help because there was a certain someone watching whom he wanted to impress.
 - Janet's love for Jessica is an unconscious reflection of her childhood idealization of her mother.

Difficulty: 2

Page(s) in Text: 8-9

Topic: Social Psychology Compared with Personality Psychology

Skill: Conceptual

Answer: c. Fred offered to help because there was a certain someone watching whom he wanted to impress.

65. Thomas is scrupulously honest when it comes to not cheating on his tests and papers, but when a cashier accidentally gives him back too much change, he is likely to keep the extra money. A social psychologist would most likely say that Thomas's behavior _____.
- reflects an immaturity because of its inconsistency
 - must be responding to factors in the situation that affect his honesty
 - is chaotic and unpredictable
 - reflects his true immoral nature

Answer: B

Difficulty: 2

Page(s) in Text: 8-9

Topic: Social Psychology Compared with Personality Psychology

Skill: CONCEPTUAL

66. Which of the following social phenomena would be of interest to both social psychologists and sociologists?
- the variation of homicide rates in China versus the U.S.
 - the role of competition between groups in increasing aggression
 - the relation between murder and social class
 - teaching frustrated people alternatives to aggression

Answer: B

Difficulty: 3

Page(s) in Text: 9-10

Topic: Social Psychology Compared with Sociology

Skill: CONCEPTUAL

67. Consider the following research question: "Have no-fault divorce laws increased the rate of divorce in the United States?" This question is most likely to be asked by
- a personality psychologist.
 - a sociologist.
 - a social psychologist.
 - a philosopher.

Answer: B

Difficulty: 3

Page(s) in Text: 9-10

Topic: Social Psychology Compared with Sociology

Skill: APPLICATION

68. Consider the following research question: "How has new computer technology changed the U.S. educational system?" This question is most likely to be asked by
- a social psychologist.
 - a personality psychologist.
 - a sociologist.
 - an anthropologist.

Answer: C

Difficulty: 2

Page(s) in Text: 9-10

Topic: Social Psychology Compared with Sociology

Skill: APPLICATION

69. Professor Hume has spent the last ten years studying the effects of people's levels of self-esteem on their tendency to discriminate against others. She is most likely to be
- a social psychologist.
 - a sociologist.
 - an anthropologist.
 - a political scientist.

Answer: A

Difficulty: 2

Page(s) in Text: 9-10

Topic: Social Psychology Compared with Other Social Sciences

Skill: APPLICATION

70. Both social psychologists and sociologists are interested in aggression. Compared to sociologists, which of the following questions is a social psychologist most likely to ask?
- What is the effect of handgun laws on homicide rates in different states?
 - When does anger lead to aggression?
 - Are homicide rates higher among members of the lower class?
 - Do prisons deter homicide?

Answer: B

Difficulty: 2

Page(s) in Text: 9-10

Topic: Social Psychology Compared with Sociology

Skill: APPLICATION

71. Which question about romantic relationships is a sociologist most likely to ask?
- Why does absence make the heart grow fonder?
 - Do outgoing people make better romantic partners?
 - Is the capacity to love one of humanity's greatest achievements?
 - Why are marriage rates decreasing in the lower classes?
- Answer: D*
Difficulty: 2
Page(s) in Text: 9-10
Topic: Social Psychology Compared with Sociology
Skill: APPLICATION
72. The major difference between sociology and social psychology is
- the kinds of topics studied.
 - the level of analysis used.
 - the methods of research used.
 - the ability to apply knowledge to address social problems.
- Answer: B*
Difficulty: 1
Page(s) in Text: 9-10
Topic: Social Psychology Compared with Sociology
Skill: FACTUAL
73. One common goal of sociology and social psychology is to understand
- how individuals function in modern society.
 - the processes of society at large.
 - how individuals are influenced by other people.
 - the influence of social factors on human behavior.
- Answer: D*
Difficulty: 2
Page(s) in Text: 9-10
Topic: Social Psychology Compared with Sociology
Skill: CONCEPTUAL
74. Dr. Diehl and Dr. Jzreck both study aggression. However, Dr. Diehl studies the topic from the standpoint of society at large; Dr. Jzreck studies it from the standpoint of the individual. Who is most likely to be the social psychologist?
- Dr. Diehl, because she studies a societal problem.
 - Dr. Jzreck, because he studies individuals as his focus.
 - They could both be social psychologists, since they both study aggression.
 - Neither one is a social psychologist.
- Answer: B*
Difficulty: 2
Page(s) in Text: 9-10
Topic: Social Psychology Compared with Sociology
Skill: APPLICATION
75. Social psychologists differ from anthropologists and sociologists in that social psychologists
- are interested in how people are influenced by their social environments.
 - are concerned with people's construals of their social environments.
 - advocate the use of common sense.
 - are reliant on the insights of philosophers.
- Answer: B*
Difficulty: 2
Page(s) in Text: 9-10
Topic: What Is Social Psychology?
Skill: CONCEPTUAL

76. Which of the following is most likely to be studied by a social psychologist?
- differences in nonverbal behavior between members of different cultures
 - the effects of social class on religious beliefs
 - the effects of occupational segregation on income
 - sex differences in self-concepts
- Answer: D*
Difficulty: 3
Page(s) in Text: 9-10
Topic: Social Psychology Compared with Sociology
Skill: CONCEPTUAL
77. Social psychologists are interested in cross-cultural research because
- it helps to understand the differences between societies.
 - it demonstrates which aspects of human behavior are universal.
 - it provides information about individual differences.
 - it ultimately will lead to a better understanding of the causes of mental illness.
- Answer: B*
Difficulty: 3
Page(s) in Text: 9-10
Topic: Social Psychology Compared with Sociology
Skill: CONCEPTUAL
78. Which of the following is false with regard to cross-cultural research in social psychology? Social psychologists
- find cross-cultural studies of social behavior valuable because these provide a test of the universality of laws of human behavior.
 - have only recently expanded their research beyond the United States.
 - find cross-cultural studies of social behavior valuable because these allow the use of research methods deemed unethical in the United States.
 - find cross-cultural studies of social behavior valuable because these allow the discovery of additional variables that enable more accurate prediction.
- Answer: C*
Difficulty: 2
Page(s) in Text: 9-10
Topic: Social Psychology Compared with Other Social Sciences
Skill: FACTUAL
79. The tendency most people have to discount situational explanations of behavior in favor of personality characteristics or traits is called the
- character bias.
 - discounting effect.
 - fundamental attribution error.
 - blame assignment bias.
- Answer: C*
Difficulty: 1
Page(s) in Text: 11
Topic: The Power of Social Influence
Skill: FACTUAL
80. Sheila shows up for a blind date with her hair disheveled and her clothes a mess. Her date, Jamal, thinks, "She must be a total slob!" Jamal's thought about Sheila is an example of
- individual differences.
 - the fundamental attribution error.
 - a strong social situation.
 - gender differences in perception.
- Answer: B*
Difficulty: 3
Page(s) in Text: 11
Topic: The Power of Social Influence
Skill: APPLICATION

81. Which of the following is the best definition of the fundamental attribution error?
- people's strong need to see themselves as reasonably good, competent, and decent
 - the subjective way in which an object appears in people's minds
 - the influence of the real or imagined presence of others
 - the tendency to underestimate the power of social influence

Answer: D

Difficulty: 2

Page(s) in Text: 11

Topic: The Power of Social Influence

Skill: FACTUAL

82. Nanami and April were playing in the den when April's mother entered the room and scolded them for making a mess. Nanami decided then and there that April's mother was a grouch. Nanami's inference is an example of
- the fundamental attribution error.
 - availability.
 - automatic thinking.
 - a self-fulfilling prophecy.

Answer: A

Difficulty: 2

Page(s) in Text: 11

Topic: The Power of Social Influence

Skill: APPLICATION

83. Which of the following people have fallen prey to the fundamental attribution error?
- Cindy, who explains her poor exam performance by pointing out how hard the questions were.
 - Tim, who points to a person who fell down and says, "What a clumsy oaf!"
 - Guillermo, who explains his girlfriend's tears by saying, "She didn't get enough sleep last night."
 - Dien, who points to an erratic driver and says, "Look at that! The roads are slick tonight."

Answer: B

Difficulty: 3

Page(s) in Text: 11

Topic: The Power of Social Influence

Skill: APPLICATION

84. When we commit the fundamental attribution error, we _____ the power of _____.
- overestimate; the situation
 - overestimate; personal influence
 - underestimate; personality characteristics
 - underestimate; personal motivations

Answer: B

Difficulty: 3

Page(s) in Text: 11

Topic: The Power of Social Influence

Skill: FACTUAL

85. Which of the following is a consequence of underestimating the power of social influence?
- We perceive people as more inconsistent and variable than they really are.
 - We overestimate our vulnerability to social situations.
 - We tend to over-complicate simple situations.
 - We tend to oversimplify complex situations.

Answer: D

Difficulty: 2

Page(s) in Text: 11-12

Topic: Underestimating the Power of Social Influence

Skill: FACTUAL

86. Which of the following is not a consequence of underestimating the power of social influence?
- a. We become vulnerable to social influence because our guard is lowered.
 - b. We come to blame victims for their tragedies.
 - c. We become aware of the psychological processes that people have in common with one another.
 - d. We believe that tragedies we read about could not happen to us.

Answer: C

Difficulty: 3

Page(s) in Text: 11-12

Topic: Underestimating the Power of Social Influence

Skill: FACTUAL

87. Ross and Samuels (1993) found that people playing the "Wall Street Game" were _____ competitive than people playing the "Community Game," _____ of individual differences in competitiveness and cooperativeness.
- a. more; because
 - b. more; regardless
 - c. less; because
 - d. less; regardless

Answer: B

Difficulty: 3

Page(s) in Text: 11-12

Topic: Underestimating the Power of Social Influence

Skill: FACTUAL

88. Jake had a hypothesis about the outcome of Ross and Samuels's (1993) study about the "Wall Street Game" and the "Community Game." Jake hypothesized that the players would respond based on their personalities, not just the name of the game they played. His hypothesis is most likely based on which tendency?
- a. gambler's fallacy
 - b. construals
 - c. direct social influence
 - d. fundamental attribution error

Answer: D

Difficulty: 3

Page(s) in Text: 11-12

Topic: Underestimating the Power of Social Influence

Skill: CONCEPTUAL

89. Recall that Ross and Samuels (1993) randomly assigned participants previously identified as either competitive or cooperative to one of two games: the "Wall Street Game" or the "Community Game." Also recall that fully twice as many players in the "Wall Street Game" behaved competitively compared to people who played the "Community Game." What do these findings suggest?
- a. True personality differences do not exist.
 - b. It is not important to study individual differences in personality.
 - c. Seemingly minor aspects of a social situation can override personality differences.
 - d. All the competitive people ended up playing the "Wall Street Game."

Answer: C

Difficulty: 2

Page(s) in Text: 11-12

Topic: Underestimating the Power of Social Influence

Skill: APPLICATION

90. Ross and Samuels (1993) randomly assigned participants previously identified as cooperative and participants identified as competitive to play a game that was labeled either the "Wall Street Game" or the "Community Game." If their results had indicated that, no matter what the game, participants who were identified as competitive behaved more competitively in both groups than did participants who were identified as cooperative, these findings would have suggested that
- seemingly minor aspects of a social situation can override personality differences.
 - cooperation and competition are based on personality characteristics that are consistent across social situations.
 - competitive participants in the "Wall Street Game" caused their partners to respond in kind.
 - cooperative participants in the "Community Game" caused their partners to respond in kind.

Answer: B

Difficulty: 3

Page(s) in Text: 11-12

Topic: Underestimating the Power of Social Influence

Skill: CONCEPTUAL

91. A study was done in which people named as most helpful and least helpful by their friends were asked to make a contribution to a food drive. These students were also either given a reminder phone call the night before the food drive or not. As a social psychologist, you would predict that
- the most helpful people would tend to donate to the food drive, while the least helpful people would not.
 - the people given the reminder phone call would donate to the food drive, while those who were not reminded would not.
 - most people would tend not to donate, because charity drives get very low response rates overall.
 - behavior in this situation is unpredictable.

Answer: B

Difficulty: 3

Page(s) in Text: 11-12

Topic: Underestimating the Power of Social Influence

Skill: APPLICATION

92. When Monique plays checkers with her younger sister, she lets her sister win. When she plays with her older brother, she does everything she can to beat him. A social psychologist would suggest that
- Monique's personality is unstable.
 - Monique is ambivalent in how she feels about her siblings.
 - Monique is responding to different social situations.
 - Monique is blindly obedient to the rules of the game.

Answer: C

Difficulty: 2

Page(s) in Text: 11-12

Topic: Underestimating the Power of Social Influence

Skill: APPLICATION

93. Behaviorists believe that all learning is a result of
- reinforcement and punishment.
 - interpretation.
 - emotion.
 - Gestalt principles.

Answer: A

Difficulty: 1

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: FACTUAL

94. Which of the following relatively "famous" psychologists is a behaviorist?
- Wolfgang Kohler
 - Lee Ross
 - B. F. Skinner
 - Kurt Lewin

Answer: C

Difficulty: 1

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: FACTUAL

95. In discussing the issue of parental discipline, which of the following professionals would be least likely to remind parents that it's important to consider how the child views being punished?
- a behaviorist
 - a social psychologist
 - a philosopher
 - a journalist

Answer: A

Difficulty: 2

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: CONCEPTUAL

96. Linda tells her professor that her dog is very smart. Every time he hears the word "walkies," he runs to get his leash and stands in front of the door. Linda's professor tells her that her dog has learned to do this because in the past, pleasant walks always followed the word "walkies." Linda's professor is most likely endorsing a _____ explanation.
- behaviorist
 - cognitive
 - Gestalt
 - comparative

Answer: A

Difficulty: 3

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: APPLICATION

97. Professor Jaffrey believes that children learn to be polite when they are rewarded for saying things like "Please" and "Thank you." Professor Jaffrey is most likely a _____ psychologist.
- Gestalt
 - personality
 - behavioral
 - cognitive

Answer: C

Difficulty: 2

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: APPLICATION

98. Professor Srinivasan is a psychologist, yet does not study cognition, thoughts, or feelings because she claims that they are not rooted in observable behavior. Professor Srinivasan is most likely a _____.
- Gestalt psychologist
 - personality psychologist
 - clinician
 - behaviorist

Answer: D

Difficulty: 2

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: APPLICATION

99. The behaviorist approach
- has its historical roots in Gestalt psychology.
 - revolutionized psychology by introducing cognitive concepts.
 - claims that all learning occurs through reinforcement and punishment.
 - claims that although thinking and feeling cannot be directly observed, such concepts are essential for a complete understanding of human behavior.

Answer: C

Difficulty: 3

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: FACTUAL

100. In trying to make sense of the mass suicide in Jonestown, a behaviorist would probably examine the
- rewards and punishments that Jim Jones used to influence his followers.
 - prior mental health of the people who committed suicide.
 - attitudes and values of the people who committed suicide.
 - contents of the speeches that Jim Jones delivered to his followers.

Answer: A

Difficulty: 2

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: APPLICATION

101. In explaining why so many neighbors in Los Angeles failed to come to the aid of four murder victims, a behaviorist would most likely address the
- neighbors' interpretations of a woman's screams.
 - physical danger that faced anyone who intervened.
 - conflicting feelings of the neighbors.
 - relationships between the victims and their neighbors.

Answer: B

Difficulty: 3

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: CONCEPTUAL

102. To understand humans, one needs only to know about environmental rewards and punishments. This statement would most likely be endorsed by a strict
- behaviorist.
 - Gestaltist.
 - environmental psychologist.
 - social psychologist.

Answer: A

Difficulty: 2

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: CONCEPTUAL

103. Which of the following questions is a behaviorist most likely to ask?
- How does the person construe this situation?
 - Are some types of people more likely to find praise reinforcing?
 - Why is a smile perceived as a reward?
 - What are the external rewards in this situation?

Answer: D

Difficulty: 2

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: APPLICATION

104. Amani raises her hand in class. Her answer is wrong and the teacher scolds her. After that, Amani doesn't participate much in class. This situation is most compatible with a _____ approach to understanding and predicting behavior.
- social cognition
 - behaviorist
 - self-esteem
 - Gestalt
- Answer: B*
Difficulty: 3
Page(s) in Text: 12-14
Topic: The Subjectivity of the Social Situation
Skill: APPLICATION
105. When Suzie whines in a supermarket, her father gives her candy to keep her quiet. After a while, Suzie whines more often in the market because her father has "rewarded" her whining with candy. This explanation is more compatible with a _____ approach.
- cognitive
 - Gestalt
 - construal-based
 - behaviorist
- Answer: D*
Difficulty: 2
Page(s) in Text: 12-14
Topic: The Subjectivity of the Social Situation
Skill: APPLICATION
106. Which of the following is a criticism of the behaviorist approach?
- Concepts like reinforcement and punishment are too vague.
 - Behaviorist explanations are too simplistic to explain all human social behavior.
 - Terms like "cognition" or "thinking" or "feeling" are too vague to be studied.
 - Scientists cannot deal with concepts like "thinking" or "feeling" in an objective way.
- Answer: B*
Difficulty: 3
Page(s) in Text: 12-14
Topic: The Subjectivity of the Social Situation
Skill: FACTUAL
107. According to the authors of your text, why did behaviorists not incorporate cognition, thinking, and feeling into their theory?
- There was no empirical support that these concepts mattered.
 - They used strictly animal models for most of their theories.
 - They consider the concepts too vague and difficult to observe.
 - The theory could become too complex to study empirically.
- Answer: C*
Difficulty: 3
Page(s) in Text: 12-14
Topic: The Subjectivity of the Social Situation
Skill: CONCEPTUAL
108. Social psychologists' emphasis on construals of social situations has its roots in _____ psychology.
- personality
 - cognitive
 - Gestalt
 - behavioral
- Answer: C*
Difficulty: 2
Page(s) in Text: 12-14
Topic: The Subjectivity of the Social Situation
Skill: FACTUAL

109. In trying to make sense of the mass suicide in Jonestown, a Gestaltist would probably
- examine the external rewards and punishments used by Jim Jones.
 - consult a social psychologist.
 - ponder the subjective meaning of the act to Jim Jones's followers.
 - ask about the traumatic events in the lives of Jones's followers.

Answer: C

Difficulty: 2

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: APPLICATION

110. A behaviorist would be most likely to focus on the role of _____ in influencing behavior.

- reasoning and problem solving
- emotion and affect
- objective properties of the environment
- individual differences

Answer: C

Difficulty: 3

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: FACTUAL

111. Marta left a party feeling very upset. Rather than trying to recall each conversation she had during the party, Marta tried to explain her feelings by reflecting on the party as a whole. The process Marta used resembles the approach used by _____ psychologists.

- behavioral
- social
- personality
- Gestalt

Answer: D

Difficulty: 3

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: APPLICATION

112. The whole is different from the sum of its parts. This statement reflects a tenet of _____ psychology.

- cognitive
- Gestalt
- behavioral
- physiological

Answer: B

Difficulty: 2

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: CONCEPTUAL

113. Complete the following analogy, based on information from your text: Behaviorism: _____ :: Gestalt Psychology: _____.

- rewards; perceptions
- perceptions; interpretations
- observable behavior; reinforcement
- mental behavior; interpretations and construals

Answer: A

Difficulty: 3

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: CONCEPTUAL

114. The authors of your text suggest that in the 1930s and 1940s, according to at least one source, the most influential person in social psychology was
- Kurt Lewin.
 - Adolf Hitler.
 - Franklin D. Roosevelt.
 - Fritz Heider.

Answer: B

Difficulty: 3

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: FACUTAL

115. In commenting on the development of social psychology in the U.S., Dorwin Cartwright (1979) wrote, "If I were required to name the one person who has had the greatest impact on the field, it would have to be Adolf Hitler." By this he meant that
- Hitler's Mein Kampf was a philosophical treatise that influenced psychology.
 - Gestalt psychology came to the U.S. when Gestalt psychologists fled the Nazi regime.
 - Hitler used social-psychological principles to control the citizens of Germany.
 - World War II stimulated the U.S. economy, and there was more research funding for psychologists.

Answer: B

Difficulty: 2

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: FACTUAL

116. One of Kurt Lewin's boldest intellectual contributions to social psychology was
- applying Gestalt principles to social perception.
 - applying behavioral principles to the topic of social influence.
 - reminding social psychologists that objective physical attributes of a social stimulus are important.
 - promoting the use of observational methods.

Answer: A

Difficulty: 3

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: FACTUAL

117. The "father" of modern experimental social psychology, Kurt Lewin, pointed out the importance of understanding how people _____ their social environments.
- control
 - construe
 - manipulate
 - structure

Answer: B

Difficulty: 3

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: FACTUAL

118. In their approach to understanding social behavior, social psychologists are most similar to
- behaviorists.
 - Gestalt psychologists.
 - sociologists.
 - personality psychologists.

Answer: B

Difficulty: 2

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: CONCEPTUAL

119. Because their intellectual roots lie more in Gestalt psychology than in _____, social psychologists tend to focus less on objective aspects of a social situation, and more on _____.
- behaviorism; people's perceptions
 - sociology; rewards and punishments
 - behaviorism; irrationality
 - personality psychology; rewards and punishments

Answer: A

Difficulty: 3

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: CONCEPTUAL

120. Which of the following psychologists is considered the founding "father" of modern experimental social psychology?
- Gordon Allport
 - Kurt Lewin
 - B. F. Skinner
 - Leon Festinger

Answer: B

Difficulty: 2

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: FACTUAL

121. When Maria's father asks her how her day was at school, she says, "Great!" When he asks for details, she explains that she did well on her spelling test and made a new friend, but injured herself in gym class and was late for soccer practice. Maria's summary of the day's events as "Great!" best exemplifies a _____ perspective.
- Gestalt
 - behaviorist
 - cognitive
 - personality

Answer: A

Difficulty: 2

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: APPLICATION

122. When Mark goes to give Sven a congratulatory pat on the back after a job well done, he jumps and turns away. Mark has just read Chapter 1, and fancies himself something of a Gestalt psychologist. What is he likely to think about Sven's behavior?
- "Sven must have been abused as a child."
 - "What's his problem? A pat on the back is a reinforcer."
 - "Sven must have interpreted my gesture differently than I intended."
 - "Sven must have low self-esteem."

Answer: C

Difficulty: 3

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: APPLICATION

123. Social psychologists have identified two motives that are of primary importance in explaining our thoughts and behaviors. According to your textbook authors, these are the need to _____ and the need to _____.
- enhance our power; be as accurate as possible
 - be as accurate as possible; feel good about ourselves
 - feel good about ourselves; belong
 - be as accurate as possible; maintain social control

Answer: B

Difficulty: 2

Page(s) in Text: 14-15

Topic: Where Construals Come From: Basic Human Motives

Skill: FACTUAL

124. In which of the following examples does the need for accurate information most conflict with the need for self-esteem?
- Carlos has to decide whether to read the detailed red ink comments on the 'D' paper he just spent weeks writing.
 - Joy has to decide whether to examine her job review file after receiving a promotion.
 - Isabel has to decide whether to pay attention to her coach's evaluation of her performance after they have won the semi-final.
 - Troy has to decide whether to read his opening night reviews after the play's producer has promised that the play will have at least a six-week run.

Answer: A

Difficulty: 3

Page(s) in Text: 14-15

Topic: Where Construals Come From: Basic Human Motives

Skill: APPLICATION

125. Recall from your text that President Lyndon B. Johnson's advisers gave him conflicting advice during the Vietnam War. Some urged him to pursue a peaceful solution; others urged him to escalate bombing to overcome the enemy. Johnson did not want to go down in history as the first U.S. president to lose a war, so he chose to escalate, prolonging a futile war. According to your text, Johnson's decision was most likely a consequence of his motive to
- perceive the situation as accurately as possible.
 - save as many lives as possible.
 - justify his previous actions.
 - convince the taxpayers that a tax increase was necessary.

Answer: C

Difficulty: 2

Page(s) in Text: 14-15

Topic: Where Construals Come From: Basic Human Motives

Skill: FACTUAL

126. What is the take-home message of the authors' description of President Lyndon B. Johnson's decision to escalate the bombing during the Vietnam War?
- The need to be accurate and the need to feel good about ourselves are often compatible.
 - The need to be accurate is stronger than the need to feel good about ourselves.
 - The need to be accurate and the need to feel good about ourselves are always in conflict.
 - When we forego accuracy in the interest of feeling good about ourselves, there are sometimes serious consequences.

Answer: D

Difficulty: 2

Page(s) in Text: 14-15

Topic: Where Construals Come From: Basic Human Motives

Skill: CONCEPTUAL

127. George just finished a poem, and is very proud of his work. He knows he should ask his instructor for some constructive feedback to improve it, but chooses not to because he is afraid of losing his sense of accomplishment. In this case, which basic motive did George give into?

- a. the need to belong
- b. the need for accuracy
- c. the need to feel good about oneself
- d. the need for affiliation

Answer: C

Difficulty: 2

Page(s) in Text: 14-15

Topic: Where Construals Come From: Basic Human Motives

Skill: APPLICATION

128. Larry is a physician and is convinced that his patient, Mr. Mraz, has cancer. However, after several diagnostic tests and a biopsy that came back negative, Larry rethinks his original diagnosis. He admits that he was wrong and does more research to find the correct diagnosis. In this case, which basic motive did Larry give into?

- a. the need for accuracy
- b. the need to feel good about oneself
- c. the need for meaning
- d. the need for control

Answer: A

Difficulty: 2

Page(s) in Text: 14-15

Topic: Where Construals Come From: Basic Human Motives

Skill: APPLICATION

129. People often construe the world as they do in order to maintain a favorable image of themselves. This assumption underlies the _____ approach.

- a. self-esteem
- b. public image
- c. accuracy motive
- d. self-perception

Answer: A

Difficulty: 1

Page(s) in Text: 15-16

Topic: The Self-Esteem Approach: The Need to Feel Good about Ourselves

Skill: FACTUAL

130. When asked why she is always losing things, Veronique replies, "I'm not careless. It's just that I have more important things to think about." This response would be predicted by a social psychologist who advocates _____ approach to understanding human behavior.

- a. a social cognition
- b. a Gestalt
- c. a self-esteem
- d. a self-perception

Answer: C

Difficulty: 2

Page(s) in Text: 15-16

Topic: The Self-Esteem Approach: The Need to Feel Good about Ourselves

Skill: APPLICATION

131. Given the choice between distorting the world in order to enhance their self-esteem or viewing the world accurately, people often
- completely distort reality.
 - choose accuracy and thereby suffer from low self-esteem.
 - put a slightly different spin on things in order to feel good about themselves.
 - refuse to make a choice, behaving erratically.

Answer: C

Difficulty: 2

Page(s) in Text: 15-16

Topic: The Self-Esteem Approach: The Need to Feel Good about Ourselves

Skill: FACTUAL

132. According to the authors of your text, why do people sometimes construe information to feel good about themselves?
- Only narcissists do this.
 - They are committing the fundamental attribution error.
 - People have a strong need to maintain their self-esteem.
 - Because it is important to be accurate perceivers of reality.

Answer: C

Difficulty: 2

Page(s) in Text: 15-16

Topic: The Self-Esteem Approach: The Need to Feel Good about Ourselves

Skill: FACTUAL

133. According to the authors of your text, people's evaluations of how good, competent, and decent they are is the definition of
- self-evaluation.
 - self-efficacy.
 - self-monitoring.
 - self-esteem.

Answer: D

Difficulty: 1

Page(s) in Text: 15-16

Topic: The Self-Esteem Approach: The Need to Feel Good About Ourselves

Skill: FACTUAL

134. Jacob was pouring gravy when he dropped the ladle and splattered gravy all over the tablecloth. In order to maintain his self-esteem, Jacob decided that
- he was a clumsy person.
 - spilling the gravy was embarrassing to his family.
 - the ladle was slippery and anyone would have dropped it.
 - he would be more careful next time.

Answer: C

Difficulty: 2

Page(s) in Text: 15

Topic: The Self-Esteem Approach: Justifying Past Behavior

Skill: APPLICATION

135. Jordan's lover of four years just left him. He's hurt, angry, and confused, and says to himself, "He never did understand my need for independence." This explanation for the break-up best reflects which human motive?
- protecting one's self-esteem
 - sacrificing happiness in the interest of accuracy
 - deserting reality under stress
 - justifying our suffering

Answer: A

Difficulty: 3

Page(s) in Text: 15

Topic: The Self-Esteem Approach: Justifying Past Behavior

Skill: APPLICATION

136. Rashim is viewed by most people he knows as rude, brusque, and completely unconcerned with other people's feelings. He, in contrast, describes himself as efficient and task-oriented. Rahim's self-description best reflects the motive to
- justify our failed efforts.
 - justify our troublesome behaviors.
 - perceive the world accurately.
 - succeed at any cost.

Answer: B

Difficulty: 2

Page(s) in Text: 15

Topic: The Self-Esteem Approach: Justifying Past Behavior

Skill: APPLICATION

137. Which of the following is not a likely consequence of the human tendency to prefer self-justifying information to accurate information?
- People maintain their level of self-esteem.
 - People become less likely to learn from their experiences.
 - People may make faulty decisions about future behavior.
 - People gain feedback that makes for better decisions.

Answer: D

Difficulty: 3

Page(s) in Text: 15

Topic: The Self-Esteem Approach: Justifying Past Behavior

Skill: APPLICATION

138. What is one likely, undesirable consequence of foregoing accuracy in favor of justifying our past behaviors? Justifying past behavior can
- decrease the probability of learning from past experiences.
 - cause us to totally distort reality.
 - decrease our self-esteem.
 - decrease our self-confidence in social situations.

Answer: A

Difficulty: 2

Page(s) in Text: 15

Topic: The Self-Esteem Approach: Justifying Past Behavior

Skill: CONCEPTUAL

139. One potential problem of justifying past behavior in order to protect our self-esteem is that
- people tend to become narcissistic.
 - people distort reality and deny any negative information about themselves.
 - it hinders people from learning from their past mistakes.
 - it leads people to present themselves as being better than they really are.

Answer: C

Difficulty: 2

Page(s) in Text: 15

Topic: The Self-Esteem Approach: Justifying Past Behavior

Skill: CONCEPTUAL

140. Josh and his friends have just started up a new fraternity on campus, and want to recruit men who will be loyal and love it. Based on the self-esteem approach, which initiation strategy would you recommend to Josh?
- Make it easy: let any pledge in who can pay for good parties throughout the year.
 - Make it very easy: let in the most desperate pledges.
 - Make them suffer a little: ride backwards in elevators all week.
 - Make it fun: let in the pledges who like to hang out and party.

Answer: C

Difficulty: 3

Page(s) in Text: 15-16

Topic: The Self-Esteem Approach: Suffering and Self-Justification

Skill: APPLICATION

141. Tom saw a fad weight-loss program advertised on late-night television. The ad claimed that deep breathing exercises would speed up metabolism, causing people to lose weight. He mailed a check for \$99.95. When the plan arrived, Tom rearranged his day so that he could complete the breathing exercises as scheduled. They made him nauseated and dizzy, and before long, Tom's friends began to think that he was going overboard with the program, and they began to avoid him. After the end of the ten-week program, Tom got on the scale and saw that he hadn't lost an ounce! Still, he remained enthusiastic and thought, "I may not have lost any weight, but I feel so much healthier!" This situation is best explained by
- the justification of suffering.
 - the self-fulfilling prophecy.
 - delusional thinking.
 - accurate self-perceptions.

Answer: A

Difficulty: 2

Page(s) in Text: 15-16

Topic: The Self-Esteem Approach: Suffering and Self-Justification

Skill: APPLICATION

142. Many fraternities, sororities, and sports teams have initiation rituals. For example, at one school, all the members of the soccer team must wear unusual clothing everywhere on campus for an entire day and then have embarrassing haircuts. These rituals try to capitalize on the role of _____ in increasing commitment via self-justification.
- suffering
 - the affiliation motive
 - reinforcement
 - social power

Answer: A

Difficulty: 2

Page(s) in Text: 15-16

Topic: The Self-Esteem Approach: Suffering and Self-Justification

Skill: APPLICATION

143. Melissa, Sally, Kathleen, and Lynne went mountain climbing. According to the self-justification approach, which one of the women would most appreciate the view from the top of the mountain?
- Melissa, who climbed while listening to arousing music on her headphones.
 - Sally, who pulled a muscle and got scratched by thorns.
 - Kathleen, who enjoyed seeing the different types of trees on the mountain.
 - Lynne, who daydreamed about her husband while she climbed.

Answer: B

Difficulty: 2

Page(s) in Text: 15-16

Topic: The Self-Esteem Approach: Suffering and Self-Justification

Skill: APPLICATION

144. You might have heard the old Groucho Marx quip, "I wouldn't belong to any club that would have me for a member." From a self-esteem perspective in social psychology, what would be a more accurate—if less humorous—statement?
- "I would most want to belong to any club that would have me."
 - "I would most want to belong to a club that made me suffer to get into it."
 - "I wouldn't want to join any club at all."
 - "I would most want to avoid a club that would have me."

Answer: B

Difficulty: 3

Page(s) in Text: 15-16

Topic: The Self-Esteem Approach: Suffering and Self-Justification

Skill: CONCEPTUAL

145. Social psychological research has convincingly demonstrated that the _____ the initiation to join a group, the _____ the initiates like the group.
- milder; more
 - more severe; more
 - more severe; less
 - longer; more

Answer: B

Difficulty: 3

Page(s) in Text: 15-16

Topic: The Self-Esteem Approach: Suffering and Self-Justification

Skill: FACTUAL

146. Which of the following situations is at odds with the self-esteem approach to understanding human behavior?
- At first, Jim can't stand his social psychology course, but he works hard all semester to get a good grade. At the end of the semester, when he evaluates the course, he gives it high marks.
 - Susan drives 200 miles to buy a dress that most people would call incredibly ugly. She loves it and can't wait to wear it to the next party.
 - Nguyen studied for years to pursue a career for which she was poorly suited. She works sixty hours a week in the sleet and hot sun. Still, she says that she is thrilled with her job.
 - Jorge absolutely hates the camp he is attending. As part of the activities, he had to wear funny hats, and sing silly songs.

Answer: D

Difficulty: 2

Page(s) in Text: 15-16

Topic: The Self-Esteem Approach: Suffering and Self-Justification

Skill: APPLICATION

147. Assume that, contrary to research findings, people who undergo a severe initiation to join a group actually like the group less than do people who undergo a mild initiation. If these findings were true, they would provide support for a _____ approach to social influence.
- social cognitive
 - self-esteem
 - Gestalt
 - behaviorist

Answer: D

Difficulty: 3

Page(s) in Text: 15-16

Topic: The Self-Esteem Approach: Suffering and Self-Justification

Skill: CONCEPTUAL

148. Research by social psychologists has demonstrated that the more unpleasant the hazing required of initiates to join a group, the more they actually like the group. What do these findings suggest about a behaviorist approach?
- Reinforcers and punishers never work on humans the way they work on other animals.
 - The behaviorist approach does not adequately define the terms "reinforcement" and "punishment."
 - Behaviorists overlooked the concept of "superstitious behaviors."
 - Although they can explain much, behaviorists have trouble explaining some social behaviors.

Answer: D

Difficulty: 3

Page(s) in Text: 15-16

Topic: The Self-Esteem Approach: Suffering and Self-Justification

Skill: CONCEPTUAL

149. Julie and Tina have a very exclusive club. In order to make new members loyal and really enjoy being part of the club, Julie says new members should be rewarded for their good behaviors in the club. Tina, however, suggests that they use an embarrassing initiation. In this example, Julie is taking a _____ approach, while Tina is taking a _____ approach.
- behaviorist; self-esteem
 - self-esteem; Gestalt
 - Gestalt; behaviorist
 - self-esteem; behaviorist

Answer: A

Difficulty: 3

Page(s) in Text: 15-16

Topic: The Self-Esteem Approach: Suffering and Self-Justification

Skill: CONCEPTUAL

150. Dimitri went through a lot of hard work during basic training in the Army. At times, drill sergeants yelled at him; he was physically exhausted and emotionally distressed. But, at the end of Basic Training, he felt that joining the Army had been a very good decision. The self-esteem explanation for Dimitri's feelings about Basic Training is
- Dimitri is delusional for deriving meaning from the horrible experience he just endured.
 - Dimitri has to somehow justify his suffering while maintaining his self-esteem.
 - Dimitri's self-esteem increased every day that he survived in Basic Training.
 - Dimitri's justification for joining the Army was strong enough to see him through to finishing Basic Training.

Answer: B

Difficulty: 2

Page(s) in Text: 15-16

Topic: The Self-Esteem Approach: Suffering and Self-Justification

Skill: CONCEPTUAL

151. According to the authors of your text, in the social cognition approach, a major hallmark of being human is
- a sense of self.
 - self-esteem.
 - the ability to reason.
 - perception of social reality.

Answer: C

Difficulty: 1

Page(s) in Text: 16-17

Topic: The Social Cognition Approach: The Need to be Accurate

Skill: FACTUAL

152. Leslie cannot say "no" to anyone. Consequently she takes on too much, and doesn't fulfill her commitments as promptly as she might. Assume that when asked to explain these behaviors, Leslie is motivated to be accurate in her self-perceptions. What would she be most likely to say?
- "I would have gotten everything done if my sister hadn't come to visit."
 - "You know me. I'm a go-getter who can't stand being bored."
 - "I guess I'm a bit of a pushover, and take on more than I can responsibly handle."
 - "I guess you can't teach an old dog new tricks."

Answer: C

Difficulty: 2

Page(s) in Text: 17

Topic: The Social Cognition Approach: Social Cognition

Skill: APPLICATION

153. The social cognition approach is based on the notion that humans are often motivated to
- be accurate in their perceptions and inferences.
 - enhance their self-esteem.
 - seek out reinforcers and avoid punishers.
 - justify their behaviors.
- Answer: A*
Difficulty: 2
Page(s) in Text: 17
Topic: The Social Cognition Approach: Social Cognition
Skill: CONCEPTUAL
154. Human beings are often motivated to construe themselves and the social world accurately. The _____ approach is based on this assumption.
- behaviorist
 - social cognition
 - self-esteem
 - social psychological
- Answer: B*
Difficulty: 2
Page(s) in Text: 17
Topic: The Social Cognition Approach: Social Cognition
Skill: CONCEPTUAL
155. Social cognition is the study of how people
- solve societal problems.
 - think about themselves and the social world.
 - behave in groups.
 - actually behave towards outgroup members.
- Answer: B*
Difficulty: 1
Page(s) in Text: 17
- Topic: The Social Cognition Approach: Social Cognition*
Skill: FACTUAL
156. Which of the following statements is not consistent with the social cognition approach to social psychology?
- Human thinking and reasoning abilities are truly amazing.
 - People try to view the world as accurately as possible.
 - People tend to distort reality to make themselves look good.
 - People make errors because there is too much information to be able to process optimally.
- Answer: C*
Difficulty: 2
Page(s) in Text: 17
Topic: The Social Cognition Approach: Social Cognition
Skill: CONCEPTUAL
157. The _____ approach portrays humans as akin to Sherlock Holmes, who tries his best to accurately make sense of the facts.
- esteem enhancement
 - self-esteem
 - social cognition
 - rational-economic
- Answer: C*
Difficulty: 1
Page(s) in Text: 17
Topic: The Social Cognition Approach: Social Cognition
Skill: CONCEPTUAL

158. The social cognition approach compares people to amateur
- detectives.
 - lawyers.
 - artists.
 - accountants.
- Answer: A*
Difficulty: 1
Page(s) in Text: 17
Topic: The Social Cognition Approach: Social Cognition
Skill: CONCEPTUAL
159. According to social cognition researchers, we sometimes have difficulty making sense of the social world because we
- are inherently flawed in our reasoning.
 - choose to ignore the relevant facts.
 - ignore simple decisions in favor of complex decisions.
 - lack the stamina to seek out all the relevant facts.
- Answer: D*
Difficulty: 3
Page(s) in Text: 17
Topic: The Social Cognition Approach: Social Cognition
Skill: FACTUAL
160. Julia eats granola bars and avoids chocolate bars, even though the granola bars contain 50 percent more fat and 15 percent more sodium than the chocolate bars. According to a social cognition approach, why might that be? Julia
- is motivated to see herself as a healthy person.
 - is motivated to convince her friends that she is a healthy person.
 - failed to seek out all the relevant facts about the nutritional value of those snacks.
 - needs to justify paying more for the granola bar.
- Answer: C*
Difficulty: 3
Page(s) in Text: 17
Topic: The Social Cognition Approach: Social Cognition
Skill: APPLICATION
161. Which of the following questions would be of most interest to a social cognition researcher?
- How does the motive to control the environment influence social behaviors?
 - Why are people motivated to maintain their self-esteem?
 - What factors prevent people from reasoning accurately?
 - Why is the whole different from the sum of its parts?
- Answer: C*
Difficulty: 3
Page(s) in Text: 17
Topic: The Social Cognition Approach: Social Cognition
Skill: CONCEPTUAL
162. Della is interested in the ways in which romantic partners think about each other. Her research most neatly fits the realm of
- personality psychology.
 - social cognition.
 - sociology.
 - behaviorism.
- Answer: B*
Difficulty: 2
Page(s) in Text: 17
Topic: The Social Cognition Approach: Social Cognition
Skill: CONCEPTUAL

163. Aidan is trying to decide who would be the better roommate, Yushi or Lamar. Yushi has lots of money and a flat-screen TV to add to the apartment, but Lamar is really fun to hang out with. Aidan doesn't know other things, such as how tidy they are or how loud they are at night, but has to make his decision soon. This best illustrates which challenge of accurate social cognition?
- People usually make emotional decisions.
 - People usually don't know all of the facts.
 - People are rarely motivated to be accurate.
 - People are more concerned with self-esteem.

Answer: B

Difficulty: 2

Page(s) in Text: 17

Topic: The Social Cognition Approach: Social Cognition

Skill: APPLICATION

164. The authors of your text discuss three snares in peoples' ability to reason accurately. All of the following are snares in reasoning except
- People rarely know all of the facts.
 - People are seldom motivated to be accurate.
 - People often lack time or stamina to reason well.
 - People often generalize based on superficial information.

Answer: B

Difficulty: 2

Page(s) in Text: 17

Topic: The Social Cognition Approach: Social Cognition

Skill: CONCEPTUAL

165. The term "self-fulfilling prophecy" refers to the tendency to
- live up to our highest expectations of ourselves.
 - be motivated to fulfill our hopes and dreams.
 - inadvertently elicit the very behaviors we expect from others.
 - strive for self-actualization.

Answer: C

Difficulty: 2

Page(s) in Text: 17-18

Topic: The Social Cognition Approach: Expectations about the Social World

Skill: FACTUAL

166. You've heard that members of a certain fraternity or sorority are snobs. Whenever you see members of that fraternity or sorority, you look down and hurry past them. When they don't greet you, you say to yourself, "Just like I thought—they're all arrogant snobs." You have experienced a phenomenon known as
- self-esteem enhancement.
 - irrational disparagement.
 - the self-fulfilling prophecy.
 - the motivated attribution error.

Answer: C

Difficulty: 2

Page(s) in Text: 17-18

Topic: The Social Cognition Approach: Expectations about the Social World

Skill: APPLICATION

167. Recall that Rosenthal and Jacobson (1968) told teachers that some of their students were "bloomers." Consequently, those students actually performed better than students who were not labeled as bloomers. This finding suggests that
- the bloomers really were better students than their peers.
 - the teachers were motivated to prove that the researchers were right.
 - the teachers were motivated to reward bloomers and punish the others.
 - teachers' expectations were powerful in influencing the bloomers' behaviors.

Answer: D

Difficulty: 2

Page(s) in Text: 17-18

Topic: The Social Cognition Approach: Expectations about the Social World

Skill: CONCEPTUAL

168. Imagine that you were a student in one of the classrooms in the self-fulfilling prophecy study by Rosenthal and Jacobson (1968). If you're like most students, you would _____ to be labeled a bloomer, because your teacher would _____.
- want; pay more attention to you and encourage you more
 - not want; place unreasonable demands on you
 - not want; make you work alone
 - want; give you more time at recess

Answer: A

Difficulty: 3

Page(s) in Text: 17-18

Topic: The Social Cognition Approach: Expectations about the Social World

Skill: CONCEPTUAL

169. How would a social psychologist explain the results of Rosenthal and Jacobson's (1968) study, in which erroneous teacher expectations changed the behaviors of their students?
- Teachers, like many of us, are irrational.
 - Intelligence tests are poor predictors of academic performance.
 - Our social expectations influence our own and others' behaviors.
 - Teachers, like many of us, are motivated to see themselves in a positive light.

Answer: C

Difficulty: 3

Page(s) in Text: 17-18

Topic: The Social Cognition Approach: Expectations about the Social World

Skill: CONCEPTUAL

170. Which of the following is the best illustration of a "self-fulfilling prophecy"?
- Justin wanted some candy, and bought some at the store the next day.
 - Emily always wanted to be a physician when she grew up and is now finishing medical school.
 - Ryan heard that Grace is opinionated; upon meeting her, he strikes up a conversation about politics and finds that she is willing to express her opinion.
 - Olivia has heard that Dylan is a good singer. When she sees him at a coffee shop, she asks him to sing yet finds his singing atrocious.

Answer: C

Difficulty: 3

Page(s) in Text: 17-18

Topic: The Social Cognition Approach: Expectations about the Social World

Skill: APPLICATION

171. Brenda is a psychiatrist, and has heard that one of her new patients is particularly difficult to treat. He won't take his medication, and has never shown much improvement from his illness. Brenda doesn't expect to be able to treat him successfully, and unintentionally treats this patient differently than her other ones. She is uncreative in how she approaches his therapy and medication, and after a few months also concludes that he is "incurable." Brenda's approach to this new patient best illustrates the power of
- self-fulfilling prophecies.
 - persuasion.
 - social cognition.
 - individual differences.

Answer: A

Difficulty: 2

Page(s) in Text: 17-18

Topic: The Social Cognition Approach: Expectations about the Social World

Skill: APPLICATION

172. According to the authors of your text, when Rosenthal and Jacobson (1968) conducted their study on the self-fulfilling prophecy in elementary school classrooms, the "bloomers" in their experiment were actually
- mentally handicapped students.
 - emotionally disturbed children.
 - bright students.
 - chosen at random.

Answer: D

Difficulty: 1

Page(s) in Text: 17-18

Topic: The Social Cognition Approach: Expectations about the Social World

Skill: FACTUAL

173. According to the authors of your text, in the experiment on self-fulfilling prophecies by Rosenthal and Jacobson (1968), teachers were told that children labeled as "bloomers" were _____, when in fact they were merely chosen at random.
- ready to perform well
 - going to require a lot of attention to reach their full potential
 - a little delayed, but would do well near the end of the school year
 - going to perform poorly until they became comfortable in the classroom

Answer: A

Difficulty: 2

Page(s) in Text: 17-18

Topic: The Social Cognition Approach: Expectations about the Social World

Skill: FACTUAL

174. Biologically based drives that affect human behavior include
- | | |
|-----------------------|--------------------------|
| a. hunger and thirst. | c. power and dependency. |
| b. love and sex. | d. hunger and dominance. |

Answer: A

Difficulty: 1

Page(s) in Text: 18

Topic: Additional Motives

Skill: CONCEPTUAL

175. When the need for control is unfulfilled, people believe
- that they are unworthy.
 - that they have little or no influence over whether good or bad things happen to them.
 - that they will be disliked by other people.
 - that bad things will inevitably happen to them.

Answer: B

Difficulty: 2

Page(s) in Text: 18

Topic: Additional Motives

Skill: FACTUAL

176. Biologically based drives affect our behavior most when we are in a state of
- agitation.
 - deprivation.
 - desire.
 - equilibrium.
- Answer: B*
Difficulty: 2
Page(s) in Text: 18
Topic: Additional Motives
Skill: FACTUAL
177. Based on the text, which of the following is not a motive that influences people's thoughts and behaviors?
- hunger and thirst
 - need for control
 - the promise of love
 - need to nurture others
- Answer: D*
Difficulty: 2
Page(s) in Text: 18
Topic: Additional Motives
Skill: FACTUAL
178. Lucy is finishing a long jog in scorching heat. She promised to visit her friends Jessie and Ellen today. Even though she likes Ellen more, she decides to stop by Jessie's house at the end of her run because Jessie keeps her house cool, and always has cold drinks in her fridge. What motivated Lucy to decide to visit Jessie?
- self-esteem
 - social cognition
 - biological drive
 - need for control
- Answer: C*
Difficulty: 2
Page(s) in Text: 18
Topic: Additional Motives
Skill: APPLICATION
179. Don is told that he is being laid off from his job of five years. His employer explains that there is nothing Don or anyone in management at his office can do to change this decision. Based on information from your text, Don is experiencing a loss of _____ in this situation.
- social cognition
 - control
 - motive
 - self-fulfillment
- Answer: B*
Difficulty: 2
Page(s) in Text: 18
Topic: Additional Motives
Skill: APPLICATION
180. Which of the following is an example of a situation which should evoke a sense of loss of control?
- Jay is texting while driving, and gets into an accident.
 - Juanita must decide between chocolate and strawberry ice cream.
 - Hector's parents tell him that he should go to college to do well in life.
 - Alana's landlord will not allow her to plant flowers in her yard or hang pictures on her walls.
- Answer: D*
Difficulty: 3
Page(s) in Text: 18
Topic: Additional Motives
Skill: APPLICATION

181. Which of the following is true about social psychologists' interest in social problems?
- Contemporary social psychologists are not interested in social problems.
 - Interest in social problems has arisen only in the last decade.
 - Social problems have been a concern since the beginning of social psychology.
 - Social problems are too complex to be addressed by social psychologists.
- Answer: C*
Difficulty: 2
Page(s) in Text: 18-19
Topic: Social Psychology and Social Problems
Skill: FACTUAL
182. In an effort to convince more women to get mammograms, public service ads downplay fear of breast cancer and discomfort of this cancer detection procedure. Instead such ads point to the benefits of early detection and consequent cure rate. According to the authors of your text, an ad would be designed this way because
- overly frightened women might engage in denial about the odds that they would contract breast cancer.
 - messages that evoke fear seldom if ever are successful at influencing behavior.
 - people are more likely to watch positive than negative advertising.
 - when it comes to health, people are more motivated to be accurate than to feel good.
- Answer: A*
Difficulty: 3
Page(s) in Text: 18-19
Topic: Social Psychology and Social Problems
Skill: CONCEPTUAL
183. Curtailing the spread of AIDS by using scary television ads to frighten people into practicing safe sex is unlikely to work because
- it is hard to know whether a given ad is frightening enough.
 - the government will not fund such projects.
 - the contents of such ads are too controversial, and offend most viewers.
 - viewers may protect their self-esteem by denying that the message is relevant to them.
- Answer: D*
Difficulty: 3
Page(s) in Text: 18-19
Topic: Social Psychology and Social Problems
Skill: CONCEPTUAL
184. After reading Chapter 1, if you were to advise producers of a safe-sex television campaign, what would you tell them?
- Remember that sometimes people would rather feel good than be accurate.
 - AIDS is more likely to be transmitted via intravenous drug use than via sex.
 - Beware of the fundamental attribution error.
 - Remember to provide complete information and get your facts right.
- Answer: A*
Difficulty: 3
Page(s) in Text: 18-19
Topic: Social Psychology and Social Problems
Skill: APPLICATION
185. Keeping in mind the authors' discussion of the misplaced approach to AIDS prevention, which of the ad campaigns below is least likely to work?
- ads that use celebrity athletes to endorse athletic shoes
 - ads that show a fried egg and say, "This is your brain on drugs"
 - political ads that use humor
 - pain reliever ads that use charts and graphs
- Answer: B*
Difficulty: 3
Page(s) in Text: 18-19
Topic: Social Psychology and Social Problems
Skill: APPLICATION

186. According to your text, one reason why social psychologists study the causes of social behavior is
- to gain political power.
 - to contribute to the solution of social problems.
 - to understand psychological disorders.
 - to comprehend individual differences.
- Answer: B*
Difficulty: 2
Page(s) in Text: 18-19
Topic: Social Psychology and Social Problems
Skill: CONCEPTUAL
187. The government is putting together an ad campaign to encourage citizens to wash their hands more often during flu season. Based on your knowledge about fundamental motives and the use of denial, which slogan would work the best?
- "Wash your hands, or you WILL get sick."
 - "People who do not wash their hands often are twenty times more likely to contract a serious communicable illness."
 - "Washing your hands only takes a minute, and can keep you well."
 - "I should have washed my hands" shown with a picture of a person in a hospital bed
- Answer: C*
Difficulty: 3
Page(s) in Text: 18-19
Topic: Social Psychology and Social Problems
Skill: APPLICATION
188. Which of the following is not one of the key themes of social psychology discussed in Chapter 1 of your textbook?
- Social influence is often surprisingly powerful.
 - Subjective rather than objective situations determine how people act.
 - Individual differences in reactions to situations are more important than universal reactions.
 - Individual perceptions of situations are the result of people's motivations and needs.
- Answer: C*
Difficulty: 3
Page(s) in Text: 1-19
Topic: Key Themes in Social Psychology
Skill: CONCEPTUAL
189. Which of the following is not true about the social psychological approach?
- You can only determine causality using the experimental method.
 - A person's need to maintain self-esteem often determines how he or she views a situation.
 - A person's need to make accurate judgments of the world often determines how he or she views a situation.
 - To understand the power of social influence, you have to understand the nature of the objective situation, not how people perceive it.
- Answer: D*
Difficulty: 3
Page(s) in Text: 1-19
Topic: Key Themes in Social Psychology
Skill: CONCEPTUAL
190. Which of the following pairs of perspectives and statements is mismatched?
- personality; individual differences
 - social cognition; self-justification
 - sociology; macro level analysis
 - gestalt; holistic perceptions
- Answer: B*
Difficulty: 2
Page(s) in Text: 1-19
Topic: Distinguishing Perspectives
Skill: CONCEPTUAL

Essay

Write your answer in the space provided or on a separate sheet of paper.

191. What does social psychology have in common with folk wisdom and philosophy? How does social psychology differ from both folk wisdom and philosophy?

Answer: All three pursuits ask and answer questions about human social behavior. They seek to explain why it is that people think or feel or behave as they do. Compared to social psychology, folk wisdom is often oversimplified in its explanations, is replete with incompatible contradictory explanations, and often blames individuals for their plights. Compared to social psychology, philosophy relies more on logic and reason alone, whereas social psychology is a science that relies on such empirical methods as experimentation.

Difficulty: 2

Page(s) in Text: 6-8

Topic: How Else Can We Understand Social Influence?

Skill: CONCEPTUAL

192. Explain what the role of common sense is (and is not) in social psychology.

Answer: Common sense can be used as a springboard for formulating new research ideas. Common sense is not a substitute for using the scientific method because it is filled with contradictions, and subject to biases in thinking.

Difficulty: 2

Page(s) in Text: 6-8

Topic: How Else Can We Understand Social Influence?

Skill: CONCEPTUAL

193. Define the term "fundamental attribution error," and provide an example of this phenomenon that might occur in daily life.

Answer: The fundamental attribution error is defined as the tendency to overestimate the extent to which people's behavior is due to internal dispositional factors, and to underestimate the role of situational factors. One example of this is when you see someone trip and fall, you might assume that person is clumsy and may not take into account that it is icy outside.

Difficulty: 2

Page(s) in Text: 11-12

Topic: The Power of Social Influence

Skill: FACTUAL

194. Few would disagree that human aggression is a very pressing social problem that leads to violent criminal acts, and that it is important to understand the causes of aggression before we can intervene to reduce it. How would a social psychologist approach this phenomenon? How would a social psychologist's approach differ from the approach of a personality psychologist or a sociologist?

Answer: First, like a personality psychologist, a social psychologist would focus on the individual, instead of on larger structural variables like socioeconomic status or the availability of handguns. Unlike a personality psychologist, however, a social psychologist would be more likely to focus on specific social situations or on people's construals of those specific situations. Social psychologists put far less emphasis on enduring personality characteristics or traits, and are more interested in how people are like one another in those situations. This approach also differs from a sociologist's approach. Sociologists-unlike social psychologists-tend to focus not on the individual, but on larger segments of society. Still, like social psychologists-and unlike personality psychologists-sociologists would consider how people in different groups are different from one another when it comes to aggressive behaviors.

Difficulty: 2

Page(s) in Text: 8-11

Topic: What Is Social Psychology?

Skill: APPLICATION

195. Suppose that in a restaurant, a waiter grows impatient with a customer, rolls his eyes, taps his pencil impatiently on his order book, and finally snaps, "I haven't got all day, you know." Compare and contrast how a personality psychologist and a social psychologist would attempt to explain such behavior.

Answer: Both personality and social psychologists would use an individual level of analysis rather than a larger, broader level that focuses on economic, political, or historical forces. Personality psychologists, however, would focus on the kinds of characteristics in which people differ; for example, they would focus on enduring characteristics like the hostility or impulsivity of the waiter. In contrast, although social psychologists would also focus on the individual, they would attend to ways in which the waiter is like other people; for example, social psychologists might turn their attention to the waiter's situation and in particular, his construal of the situation with the customer.

Difficulty: 2

Page(s) in Text: 8-11

Topic: What Is Social Psychology?

Skill: APPLICATION

196. What are some of the undesirable consequences that people experience when they underestimate the power of social influence?

Answer: First, such a bias often produces a false sense of security when we attribute bizarre or destructive behaviors to something about the people who performed them, and not to the situations to which we ourselves might also be vulnerable. Second, we are more likely to overlook the complexity of the determinants of behavior. This oversight might also lead us to solve or remedy situations in ways that are far too simplistic to be effective. Third, our powers of prediction are greatly diminished when we focus on personality as a determinant of behaviors.

Difficulty: 2

Page(s) in Text: 11-14

Topic: The Power of Social Influence

Skill: FACTUAL

197. Compare the importance that behaviorist and Gestalt approaches attach to such "mentalist" concepts as thoughts and feelings. To which of these schools of thought is contemporary social psychology more closely related and why?

Answer: Behaviorists have historically believed that to understand human behavior, there is no need to consider such subjective internal states as thinking or feeling; instead, they have focused on characteristics of the external environment (e.g., punishment and reinforcement). In contrast, Gestalt psychologists assert that it is not enough to understand the objective characteristics of the situation; one must understand how people perceive and interpret the situation. Given social psychology's focus on social cognition and subjective construals, it shares more in common with Gestalt psychology. Social psychologists often view behaviorist concepts as simplistic.

Difficulty: 2

Page(s) in Text: 12-14

Topic: The Subjectivity of the Social Situation

Skill: CONCEPTUAL

198. Consider the following situation: Madeline does very poorly on a term paper she has written. If Madeline is motivated by the need to feel good about herself (the self-esteem approach), what kinds of construals might she make about this?

Answer: Madeline would try to make herself feel better about her performance. She may claim that she just didn't care that much about the paper. Or, she may claim that the instructor did not grade it fairly. Another possibility is that she will say that she did not try that hard on the paper, and the grade doesn't really reflect her abilities.

Difficulty: 2

Page(s) in Text: 15-17

Topic: The Self-Esteem Approach: The Need to Feel Good About Ourselves

Skill: APPLICATION

199. Compare the self-esteem approach and the social cognition approach in terms of the motivations assumed to underlie human behavior.

Answer: The self-esteem approach explains human social cognition and human social behavior with reference to the basic motive to preserve or enhance one's self-esteem, even at the expense of accuracy. The social cognition approach views humans as motivated to perceive themselves and the world accurately, sometimes at the expense of their self-esteem.

Difficulty: 2

Page(s) in Text: 14-18

Topic: Where Construals Come From: Basic Human Motives

Skill: CONCEPTUAL

200. Jason's doctor recently told him that he needs to start eating healthier and lose some weight. If Jason is more motivated by the need for accuracy (social cognition approach), what would he likely think and do after this visit?

Answer: Jason might start by assessing his lifestyle. He may stop eating candy and junk food, and begin eating a healthier diet. He might seek information about how to eat well. Jason also may limit his food intake in an effort to lose a few pounds. Additionally, he may begin an exercise program. Jason would seek information, and try to make the most accurate decision about his lifestyle.

Difficulty: 1

Page(s) in Text: 14-18

Topic: Where Construals Come From: Basic Human Motives

Skill: APPLICATION

201. Based on your text's account of research on self-fulfilling prophecies, explain why some children in a class might perform better than others even if the children are all of similar ability levels.

Answer: A self-fulfilling prophecy is a phenomenon in which expectations of another's behavior actually leads a person to elicit that behavior. In this case, if a teacher expected some children to do better than others, she may unintentionally pay more attention to them, or do other things that elicit better academic performance from them. This is like the Rosenthal and Jacobson study discussed in the text in which "Bloomers" were treated differently by the teacher, and ended up actually doing better than the other children in the class.

Difficulty: 1

Page(s) in Text: 14-18

Topic: Where Construals Come From: Basic Human Motives

Skill: FACTUAL

202. Given that there are several driving motives for behavior, explain how biological drives affect behavior.

Answer: Biological drives affect behavior especially under conditions of deprivation. People may behave differently when they are very hungry or thirsty.

Difficulty: 2

Page(s) in Text: 14-18

Topic: Where Construals Come From: Basic Human Motives

Skill: FACTUAL

203. What is the goal of social psychologists who are concerned about social problems?

Answer: Their goal is to apply social-psychological theories, concepts, and research findings to understand and solve destructive real-world problems such as the AIDS epidemic, energy waste, and the relation between television violence and human aggression.

Difficulty: 2

Page(s) in Text: 18-19

Topic: Social Psychology and Social Problems

Skill: CONCEPTUAL