

Student: \_\_\_\_\_

1. Which of the following questions is not likely to be addressed by social psychologists?
  - A. Are our social beliefs self-fulfilling?
  - B. In what ways do other people influence our attitudes and actions?
  - C. What situations trigger people to be helpful or greedy?
  - D. Is human development a continuous process or does it proceed through a series of stages?
2. The examples cited in your text as phenomena of particular interest to social psychology are similar to each other because they all
  - A. deal with how people view and affect one another.
  - B. show the influence of personality on behaviour.
  - C. represent various forms of groups and organizations.
  - D. show the power of internal influences on human action.
3. Cinderella's Prince had trouble recognizing her in her home as opposed to the ballroom where they met. This observation reflects
  - A. the power of the situation.
  - B. the importance of cognition.
  - C. the power of the person.
  - D. commonsense psychology.
4. Among other issues, social psychology is the scientific study of
  - A. how people relate with others.
  - B. how people think about one another.
  - C. both A and B
  - D. social groups, organizations, and institutions.
5. The first social psychology text was published
  - A. in the early 1930s, when researchers examined the effects of deprivation on aggression and altruism.
  - B. in World War I, when psychologists conducted studies of social conflict and cooperation.
  - C. in World War II, when researchers performed studies of persuasion and soldier morale.
  - D. in the early 1900s, shortly after social psychology experiments began to be conducted.
6. The first social psychology experiments were reported
  - A. just two centuries ago.
  - B. just a century ago.
  - C. just 75 years ago.
  - D. just after World War I.
7. According to the text, which of the following processes is least likely to shape human behaviour?
  - A. Intuitions
  - B. Social influences
  - C. Personal attitudes and dispositions
  - D. The stars' configurations
8. Sarah is taking a psychology class and has a particular view about human behaviour. She strongly believes that humans are bio-psycho-social organisms, and that biological processes are the roots of social behaviour. Sarah is most likely to endorse what type of perspective on human behaviour?
  - A. Sociological
  - B. Social psychology
  - C. Social neuroscience
  - D. Biological

9. Which of the following is not one of the major themes in social psychology?
  - A. Social influences shape our behaviour.
  - B. Social intuitions are often incorrect but powerful.
  - C. Social behaviour is biologically rooted.
  - D. Relating to others is a basic need.
10. Psychological science has revealed that much of our thinking occurs
  - A. intuitively.
  - B. in our consciousness.
  - C. in our unconscious.
  - D. all of the above
11. Williams and colleagues (2001, 2002) investigated whether relating to others is a basic need. The results of their studies show that
  - A. feeling left out increases one's desire to perform better on standardized tests.
  - B. feeling left out can have negative effects on how people feel about others.
  - C. feeling left out can have negative effects on how people feel about themselves.
  - D. None of the above.
12. Based upon the results of their study, Leary and Baumeister (2000) argued that the basis of our self-esteem is the result of
  - A. how well we cope with rejection.
  - B. how frightening or intimidating we can make others feel.
  - C. how competent we are in our job.
  - D. how accepted we feel by others.
13. Sociologists study the structure and function of
  - A. relationships.
  - B. societies.
  - C. groups.
  - D. cultures.
14. Which of the following examples is a question a social psychologist would be most likely to study?
  - A. How have divorce rates changed over time?
  - B. What accounts for racial differences in intelligence?
  - C. In deciding how they will vote in an election, are individuals more influenced by one persuasive medium than by another?
  - D. In what ways do children learn differently than do adults?
15. In studying racial attitudes, a social psychologist would be most interested in understanding
  - A. how individuals develop racial attitudes.
  - B. how the attitudes of one class are different from those of another.
  - C. age difference in racial prejudice.
  - D. the history of racial prejudice.
16. Of the following studies, which is the most likely to be conducted by a social psychologist?
  - A. An experimenter watches to see whether hungry game players use a more aggressive strategy than players who are not hungry.
  - B. An interviewer does a case study of a physically disabled veteran.
  - C. An archival researcher examines records of divorce rates across cultures.
  - D. A test administrator measures the skills of an adolescent whose class performance has been poor.
17. Personality psychologists are more interested in \_\_\_\_\_, while social psychologists more likely focus on \_\_\_\_\_.
  - A. normal personality; disordered or abnormal behaviour
  - B. individual differences; our common humanity
  - C. situational influences; internal motivations
  - D. cognition; emotion

18. In a study by Mehl and Pennebaker (2003), students wore microcassette recorders and microphones, and were recorded for brief periods of time at regular intervals throughout their days. Their study revealed that
- A. humans are solitary beings and do not engage in communication as much as we think.
  - B. individuals spend a great deal of time talking to others, but their conversations were often of little substance or meaning.
  - C. communication was unrelated to social needs as people talked to themselves as much as they talked to others.
  - D. relationships and communication are an integral part of being human.
19. Which of the following least demonstrates how the power of the situation can influence behaviour?
- A. A depressed man feels that his wife and family put too much pressure on him.
  - B. Public concerns about mental illness following high profile cases in the news.
  - C. Canadians coming together to support others after a natural disaster.
  - D. The atrocities committed during the Holocaust.
20. According to the divisions in social psychology and their corresponding themes, social influence is to \_\_\_\_\_, whereas social relation is to \_\_\_\_\_.
- A. we construct our social reality; relating to others is a basic need.
  - B. dispositions shape behaviour; social behaviour is biologically based.
  - C. social influences shape behaviour; social intuitions are powerful.
  - D. social behaviour is biologically based; relating to others is a basic need.
21. How do values obviously enter the picture in social psychology?
- A. Values influence researchers' choice of topics.
  - B. Values affect the types of people attracted to various disciplines.
  - C. Values are frequently the object of social psychological analysis.
  - D. All of the above
22. Values can subtly influence science by guiding
- A. scientists' assumptions and preconceptions.
  - B. the labels scientists use for their concepts.
  - C. scientists' thoughts about what ought to be.
  - D. All of the above
23. Jamir is a first year university student and living away from home for the first time. He is having some difficulties adjusting to university life due to some of the values that he holds. Which of the following is an example of a subtle way that Jamir's values influence his behaviour?
- A. Jamir notices that other students sometimes appear to be scared of him, and believes this is because of his cultural background and erroneous assumptions about terrorism.
  - B. Jamir finds his peers very self-absorbed and "out for number one", whereas he was taught to respect others and do what was best for the collective group and not the individual.
  - C. Jamir interprets other students failures (e.g., getting poor grades) as a sign that they are not dedicated and have weak personalities.
  - D. Jamir participates in Canada Day celebrations, but finds that his sense of national pride is very different from people who have lived in Canada all their lives.
24. Contrary to popular opinion, scientists investigate nature
- A. from a position of pure objectivity, with no personal motives or social agenda.
  - B. by interpreting it according to their own mental categories.
  - C. for its aesthetic value with little or no regard for the artificial value of objectivity.
  - D. with no preconceptions.
25. Common assumptions often go unchallenged among a group of scholars who share the same
- A. area of interest.
  - B. method of inquiry.
  - C. level of intelligence.
  - D. culture.

26. We tend to take for granted the shared beliefs that European social psychologists call our \_\_\_\_\_, our most important but least debated convictions.
- A. social representations
  - B. symbolic interactions
  - C. hindsight
  - D. naturalistic truths
27. The critique that social psychology has assumed that people are competitive and individualistic, and that conformity is always bad, is likely to come from someone who believes that
- A. social psychology is not a "real science".
  - B. social psychology cannot study objective truth.
  - C. social psychology is the study of what we know through common sense.
  - D. social psychology has been influenced by Western cultural worldviews.
28. Which of the following statements is true?
- A. Science is purely objective.
  - B. Different levels of explanation compete to provide a real understanding of human nature.
  - C. Scientific labels are value-free.
  - D. Humans tend to prejudge reality based on expectations.
29. Which of the following psychological terms reflects a disguised value judgment?
- A. well-adjusted
  - B. mentally ill
  - C. self-actualized
  - D. all of these choices
30. Which of the following labels implies a judgment based on subjective values?
- A. freedom fighter
  - B. terrorist
  - C. patriot
  - D. all of these choices
31. Which of the following illustrates how hidden values might influence social psychology?
- A. Choosing to study aggression in adolescents.
  - B. Choosing to study aggression in a laboratory.
  - C. Choosing to use university students as research subjects.
  - D. All of these choices.
32. Which of the following statements about values and social psychology is true?
- A. Research trends are usually out of step with the social concerns of their times.
  - B. The fact that human thinking always involves interpretation is precisely why we need scientific analysis.
  - C. Research into how values form, change, and influence one another helps us identify which of them are right.
  - D. All of the given choices are true.
33. "The way things are is the way they ought to be." This statement reflects the
- A. hindsight bias.
  - B. social representation bias.
  - C. naturalistic fallacy.
  - D. correlation-causality bias.
34. A cross-cultural researcher finds that across the world most legislators are male. He concludes that political office in his own country should be closed to women. The researcher is most clearly guilty of
- A. the naturalistic fallacy.
  - B. the hindsight bias.
  - C. illusory correlation.
  - D. false consensus effect.

35. A researcher finds that university students wash their hands on the average of three times a day. She concludes that an educational program is necessary to encourage more frequent hand washing by those who wash their hands less than once a day. The researcher is probably guilty of
- A. hindsight bias.
  - B. the "I knew it all along" phenomenon.
  - C. illusory correlation.
  - D. the naturalistic fallacy.
36. Two contradictory criticisms faced by social psychology are that its findings are obvious and that
- A. its findings are complicated.
  - B. its findings are false.
  - C. its findings could be used to manipulate people.
  - D. its findings are contradictory.
37. "One problem with common sense . . . is that we invoke it after we know the facts." This quote from your textbook describes
- A. the naturalistic fallacy.
  - B. the hindsight bias.
  - C. illusory correlation.
  - D. the social representations bias.
38. The hindsight bias contributes to the idea that
- A. psychological experiments lack mundane realism.
  - B. social psychology is potentially dangerous.
  - C. the results of psychological experiments are mere common sense.
  - D. psychological experiments lack experimental realism.
39. When people claimed to have easily foreseen research findings about World War II soldiers, researcher Paul Lazarsfeld concluded that
- A. participants already knew the results beforehand.
  - B. people seemed surprised by their ability to foresee the results.
  - C. people foresaw the opposite results to what was actually found.
  - D. ex-soldiers more easily foresaw the results than other people.
40. According to the text, \_\_\_\_\_ tends to make people overconfident about their ability to predict something that, at the time it was unfolding, they had no idea how it will all turn out.
- A. the fundamental attribution error
  - B. illusory correlation
  - C. the naturalistic fallacy
  - D. the hindsight bias
41. The naturalistic fallacy involves "\_\_\_\_\_" reasoning, whereas the hindsight bias involves "\_\_\_\_\_" reasoning.
- A. common sense; after the fact
  - B. what ought to be; I knew it all along
  - C. after the fact; I knew it all along
  - D. what ought to be; what should have been
42. Amy reads a research article and feels like it didn't tell her anything she didn't already know. However, when asked to guess the results of another experiment before reading it, she cannot. Amy's experience illustrates the
- A. hindsight bias.
  - B. foresight bias.
  - C. confirmation bias.
  - D. correspondence bias.

43. When researcher Karl Teigen gave students the actual proverb "fear is stronger than love," most rated it as true. When he gave others the reverse form, "love is stronger than fear,"
- A. most rated it as false.
  - B. most rated it as true.
  - C. half as many rated it as true.
  - D. only 1% rated it as true.
44. Which of the following is the best example of hindsight bias?
- A. Being careful in a new relationship because you've been hurt in the past.
  - B. Being confident when placing a bet on a sporting event.
  - C. Changing your opinions on important issues as you get older.
  - D. Reading your horoscope at the end of the day and deciding it was accurate.
45. A closely watched game between the Wolverines and the Eagles goes into overtime, and ultimately the Eagles win by just one point. According to research on the hindsight bias, fans of \_\_\_\_\_ will probably say \_\_\_\_\_.
- A. the Wolverines; the Eagles victory was a surprise.
  - B. the Eagles; the Eagles victory was a surprise.
  - C. both teams; they thought the Eagles would win.
  - D. both teams; they thought the Wolverines would win.
46. Hindsight bias can explain why
- A. you really passed an exam when you thought had failed it.
  - B. you knew the course material as the exam was being taken up in class.
  - C. you remembered the course material better after you had written the exam.
  - D. you only remembered the course material until you wrote the exam, then promptly forgot most of it.
47. The hindsight bias affects the way we view decision makers, making us more likely to
- A. see their decisions as surprisingly insightful and correct.
  - B. blame them for making obviously bad choices.
  - C. forgive them for making understandable mistakes in crises.
  - D. admire them for handling well those choices we ourselves cannot make.
48. The hindsight bias often makes people
- A. underestimate their intellectual powers.
  - B. overconfident about the validity of their judgments and predictions.
  - C. surprised when research confirms common sense.
  - D. more likely to excuse others for their bad decisions.
49. Proverbs such as "absence makes the heart grow fonder" or "out of sight, out of mind" best illustrate that
- A. social psychology is all just common sense.
  - B. individuals engage in the naturalistic fallacy and only see what fits with their ideas.
  - C. experiments often generate contradictory results that are difficult to explain.
  - D. the hindsight bias is used to make almost any result seem to make sense.
50. An integrated set of principles that explain and predict observed events is called
- A. a test.
  - B. a hypothesis.
  - C. a proof.
  - D. a theory.
51. A good theory will make clear predictions that
- A. confirm or modify the theory.
  - B. generate new exploration.
  - C. suggest practical application.
  - D. all of these choices.

52. Hypothesis is to theory, as \_\_\_\_\_ is to \_\_\_\_\_.  
A. exam; knowledge  
B. car; driver  
C. control; variable  
D. science; research
53. A research hypothesis is a  
A. theory.  
B. testable prediction.  
C. collection of empirical observations.  
D. technique for analyzing data.
54. Why do biologists refer to the "theory" of evolution instead of the "fact" of evolution?  
A. Because evolution is not universally believed.  
B. Because it is impossible to scientifically test evolutionary principles.  
C. Because the theory of evolution summarizes a whole set of scientific facts.  
D. Because only theories that have been proven true may be referred to as "facts".
55. Hypotheses implied by a theory allow researchers to  
A. learn about the theory.  
B. test the theory.  
C. confirm the theory.  
D. disconfirm the theory.
56. Social psychologist Kurt Lewin aptly commented, "There is nothing so practical as a good \_\_\_\_\_. "  
A. experiment  
B. theory  
C. laboratory  
D. guess
57. Juanita is a social psychologist who is interested in studying aggressive behaviours in crowd settings. She observed this crowd behaviour when two people got stabbed in the aftermath of a playoff victory celebration for Edmonton Oilers fans that turned into a riot in 2006. She designs an experiment where she has defined her "crowd" as 30 people in a small classroom who are watching a hockey game. The way in which her experimental variable relates to the theoretical concept of "crowd" pertains to  
A. how the variable is tested  
B. what the hypothesis about crowds is.  
C. how the variable is operationalized.  
D. whether she can infer correlation or causation.
58. Which of the following techniques would be the most effective way of investigating the relationship between the social status and the level of education of Canadian citizens?  
A. an experiment  
B. a case study  
C. a correlational study  
D. participant observation
59. When theories are discarded, it is usually because they  
A. have been falsified.  
B. have been displaced by newer, better theories.  
C. attempted to summarize too large a body of data.  
D. generated too many testable hypotheses.
60. Research done in natural, real-life settings outside the laboratory is called  
A. case study research.  
B. field research.  
C. correlational research.  
D. experimental research.



61. You would like to know the relationship between the number of psychology courses people take and their interpersonal sensitivity. You survey college students to determine how much psychology they have taken and then have them complete a test of social sensitivity. Finally you plot the relationship. This is an example of
- A. a laboratory experiment.
  - B. a field experiment.
  - C. a correlational study.
  - D. participant observation.
62. A researcher is interested in learning whether young people whose fathers are absent from the home are more likely to engage in delinquent behaviour. She compares the arrest rates of boys whose fathers are absent with those of boys whose fathers are present in the home. This is an example of
- A. a correlational study.
  - B. an experimental study.
  - C. a field experiment.
  - D. a self-report study.
63. A naturally occurring relationship among variables is known as
- A. a correlation.
  - B. a coefficient.
  - C. an attribution.
  - D. a causal link.
64. Which of the following statements about correlational research is true?
- A. It enables prediction of one variable given knowledge of the other.
  - B. It specifies the cause-effect relationship among variables.
  - C. It can only be carried out in controlled laboratory settings.
  - D. All of these choices.
65. A researcher finds that higher social status is associated with greater health. What could explain this positive correlation?
- A. Having a high social status leads to better health.
  - B. Being in good health allows one to achieve higher social status.
  - C. Other facts like family background may contribute to a greater likelihood of having good health and high status.
  - D. All of these choices.
66. Which of the following research situations best represent an example of correlational research?
- AA psychologist administers to his participants a mood questionnaire and collects their demographics . data and then looks at the relationship between the variables he considered.
- BA psychologist administers to her participants either 3 mg of sugar or 8 mg of sugar and then asks them . to complete a mood questionnaire. She will subsequently examine if sugar had an effect on participant's mood.
- C. Both A and B.
  - D. Neither of the examples above exemplifies correlation.
67. Research has shown that tall grave markers (a status symbol) are
- A. the cause of longevity.
  - B. unrelated to longevity.
  - C. positively correlated with longevity.
  - D. negatively correlated with longevity.
68. Variable X is correlated with Variable Y. Which of the following could explain this correlation?
- A. X causes Y.
  - B. Y causes X.
  - C. A third variable causes or influences both X and Y.
  - D. All of these choices.



69. In correlational research, knowing a person's high school grades may help you to \_\_\_\_\_ that person's likelihood of succeeding in university.
- A. predict
  - B. control for
  - C. randomly select
  - D. improve
70. Tara has noticed that when she feels better about herself (i.e., higher self-esteem), her friends and guys she is interested in dating tell her she looks more attractive. According to this example, self-esteem and perceived attractiveness show
- A. a negative correlation.
  - B. a positive correlation.
  - C. a time-lagged correlation.
  - D. no correlation.
71. In a study of teenagers, Maruyama and colleagues concluded that self-esteem and achievement are positively correlated because
- A. higher self-esteem boosts achievement.
  - B. achievement produces higher self-esteem.
  - C. both self-esteem and achievement are linked to underlying intelligence and family social status.
  - D. both self-esteem and achievement are linked to healthy physical and psychological adjustment.
72. Cause-effect relationships are studied using
- A. experimental research methods.
  - B. correlational research methods.
  - C. field research methods.
  - D. survey research methods.
73. The great strength of correlational survey research is that it
- A. brings important factors into the laboratory.
  - B. studies factors in real-world settings that cannot be manipulated in the laboratory.
  - C. establishes clear cause-effect connections among variables.
  - D. maintains high mundane realism and thus increases generalizability.
74. Advanced correlational techniques that reveal the sequence of events and suggest cause-effect relations are called
- A. field correlations.
  - B. time-lagged correlations.
  - C. developmental correlations.
  - D. representative correlations.
75. The great disadvantage of correlational research is that
- A. it does not allow us to examine factors like race and social status.
  - B. knowing that two variables change together does not allow us to predict one when we know the other.
  - C. it rules out consideration of confounding variables.
  - D. it does not specify cause and effect.
76. What can you conclude from knowing that a correlation exists between poor nutrition and lower grades in school children?
- A. Hunger makes it difficult for children to concentrate in school.
  - B. Improving children's nutrition will improve their achievement in school.
  - C. As children's nourishment declines, so too do their grades.
  - D. All of these choices.
77. In selecting a random sample from a population, a researcher must
- A. allow chance to determine the size of the sample.
  - B. sacrifice control by disregarding information about the population.
  - C. make sure every member of the population has an equal chance of being chosen for the sample.
  - D. select most sample members from the middle of any ordered listing.

78. In conducting your research, you make sure that every person in the population has an equal chance of participating in your survey. This procedure is known as
- random sampling.
  - random assignment.
  - naturalistic observation.
  - equal sampling.
79. To achieve a representative sample of adult Canadians' views on gun registration, which of the following strategies should you pursue?
- Survey the attitudes of 1,000 adults in Ontario and 1,000 adults in Alberta.
  - Survey the attitudes of 1,000 adults in each province and territory.
  - Place ads in all major newspapers asking Canadians to call and give their views.
  - Randomly select a large sample of adult Canadians to survey.
80. Opinion polls and surveys
- describe public opinion at the moment they are taken.
  - predict respondents' immediate behaviour.
  - predict respondents' long-range behaviour.
  - are too biased to be meaningful.
81. Surveying about \_\_\_\_\_ will enable a survey researcher to be 95 percent confident of describing the entire population, with only a 3 percent margin of error.
- 12,000 randomly assigned participants
  - 1,200 randomly selected participants
  - one-third of the total population
  - one-twelfth of the total population
82. A news reporter wants to survey voters about their candidate preferences in an upcoming national election. In order to be 95 percent confident of her results, and have only a 3 percent margin of error, she should make sure the sample has at least \_\_\_\_\_ individuals.
- 200
  - 1,200
  - 15,000
  - 55,000
83. Imagine that a major television network got the opinions of over 1 million people regarding our next election. The results suggest that Candidate A would win in a landslide over Candidate B. Weeks later, we find that candidate B won in a landslide. Given the results of the election, we are justified to say that television network's survey was plagued by
- lack of random assignment.
  - sampling bias.
  - confounded variables.
  - lack of experimental control.
84. Ann Landers' 1984 survey of women readers' opinions about romantic affection and sex was probably
- not valid because it did not include men.
  - flawed because it was not representative of the population.
  - worthless because the sample size was too small.
  - as valid and informative as other, more "scientific" surveys.
85. Research on the wording of survey questions suggests that
- how questions are framed influence how they are answered.
  - how questions are framed have very little influence on how they are answered.
  - wording is an unimportant element of survey research.
  - framing the questions differently will not influence apparent public opinion.

86. In the study by on question wording by Darrin Lehman and his colleagues (1992) at the University of British Colombia, it was found that
- A. question wording affected both more and less knowledgeable students.
  - B. question wording didn't affect students who were less knowledgeable.
  - C. knowledge of the issue didn't interact with question wording to influence response.
  - D. more knowledgeable students were unaffected by the question wording.
87. Evidence shows that question wording affects
- A. less knowledgeable persons.
  - B. more knowledgeable persons.
  - C. neither more nor less knowledgeable persons.
  - D. both more and less knowledgeable.
88. Jason had signed up for a social psychology study where he was completing a survey about prejudice and racism. Even though he holds a belief that some minority groups are lazy and feels negatively towards them, he completed the survey according to what he thought the researchers would want to hear. He also made himself appear in a positive light. The tendency for people to do this is called
- A. hindsight bias.
  - B. naturalistic fallacy.
  - C. unrepresentative sampling.
  - D. social desirability.
89. Which research method have social psychologists used in about three-fourths of their studies?
- A. correlational
  - B. experimental
  - C. survey
  - D. naturalistic observation
90. To determine whether changing one variable (like education) results in changes in another (like income), we need to conduct \_\_\_\_\_ research.
- A. survey
  - B. correlational
  - C. experimental
  - D. naturalistic
91. If a researcher intends to demonstrate that the presence of others results in decreased performance on a spatial task, which of the following research method will be the most effective in demonstrating it?
- A. an experiment
  - B. a correlational study
  - C. a survey
  - D. a field study
92. Sometimes social psychologists create deceptive scenarios for experimental research because
- A. subjects may use hindsight bias if the true nature of an experiment is explained beforehand.
  - B. manipulating research subjects leads to stronger findings.
  - C. simulated situations are easier for researchers to control.
  - D. using deceptive scenarios allows researchers to make cause-and-effect conclusions.
93. The experimental factor that a researcher manipulates in an experiment is the
- A. independent variable.
  - B. dependent variable.
  - C. control group.
  - D. hypothesis.

94. An experimenter exposes participants to different temperature levels to determine its effect on aggression. Temperature is the  
A. independent variable.  
B. dependent variable.  
C. control variable.  
D. confounding variable.
95. Snyder and Haugen found that when men were asked to evaluate a woman whom they presumed was obese, she  
A. spoke less warmly and less happily.  
B. spoke with more humour and laughter.  
C. tried to compensate with more intelligent conversation.  
D. showed greater interest in politics and sports.
96. In an experimental study on the effects of alcohol consumption on aggression, aggression would be the \_\_\_\_\_ variable.  
A. controlled  
B. dependent  
C. experimental  
D. independent
97. Boyatzis and his colleagues (1995) showed elementary school children an episode of a violent children's television program. The viewing of this material resulted in an increase in the children's aggressive behaviour. The aggressive behaviour represents the  
A. independent variable.  
B. dependent variable.  
C. control variable.  
D. confounding variable.
98. In an experimental study of the effects of fear on the desire to affiliate, fear would be the \_\_\_\_\_ variable.  
A. experimental  
B. independent  
C. control  
D. dependent
99. In a psychological experiment, the factor being measured is called the \_\_\_\_\_ variable.  
A. independent  
B. experimental  
C. dependent  
D. controlled
100. An experimenter exposes participants to different temperature levels to determine its effect on aggression. Aggression is the  
A. independent variable.  
B. dependent variable.  
C. control variable.  
D. confounding variable.
101. A research psychologist manipulates the caffeine intake (2 mg, 5 mg, 10 mg) in human participants in the laboratory and then examines what effect the different levels of caffeine have on the participants' mood scores. In this study, mood scores are the \_\_\_\_\_ variable.  
A. dependent  
B. correlational  
C. independent  
D. experimental

102. The two essential ingredients of a social psychological experiment are
- A. random assignment and correlation.
  - B. control and random sampling.
  - C. control and random assignment.
  - D. random sampling and random assignment.
103. An experimenter studying competition wants to compare the behaviour of students performing a difficult task with that of students doing an easy task. She designates participants for each task, making sure that each student has an equal chance of being in either the hard or the easy condition. This procedure is known as
- A. random sampling.
  - B. random assignment.
  - C. conditional selection.
  - D. selective designation.
104. Researchers are investigating the effects of music on compliance, 50% of the participants listen to happy music and 50% listen to sad music. What technique should the investigators use to ensure that any post-test differences in the group's compliance result from the differences in music listening?
- A. random sampling
  - B. random assignment
  - C. replication
  - D. correlational measurement
105. Researchers investigate the effects of smoking on math performance. They place an ad in the national paper and invite smokers of all ages to participate. Such a process allows
- A. each smoker to have an equal chance to participate in the study.
  - B. the researchers to infer cause and effect.
  - C. the researchers to generalize the results to the population.
  - D. all of the above.
106. Manipulating one or two factors while holding others constant is the essence of
- A. independent variables.
  - B. dependent variables.
  - C. experimental control.
  - D. random sampling.
107. Putting participants in one of two conditions by flipping a coin illustrates
- A. random sampling.
  - B. sampling bias.
  - C. random assignment.
  - D. representative sampling.
108. An experimenter studying the overjustification effect wants to compare the behaviour of students who are rewarded for doing an enjoyable task with that of students who are not rewarded. For each student he decides which condition they will be in by flipping a coin. This procedure
- A. ensures that each student has an equal chance of being in either condition.
  - B. does not ensure that a random sample of participants will be selected.
  - C. helps to rule out initial group differences as a potential cause of the experimental effects.
  - D. all of these choices.
109. Random assignment is to \_\_\_\_\_ as random sampling is to \_\_\_\_\_.
- A. correlation; causation
  - B. causation; control
  - C. cause and effect; generalizing to the population
  - D. generalizing to the population; cause and effect.

110. The answers respondents give to surveys may be influenced by biases from which of the following sources?
- A. the order in which questions are asked
  - B. the wording of the questions themselves
  - C. the response options
  - D. all of these choices.
111. When the laboratory experiment is superficially similar to everyday situations, the experiment is said to be high in
- A. mundane realism.
  - B. experimental realism.
  - C. quality control.
  - D. situational validity.
112. When the laboratory experiment deeply absorbs and involves participants, the experiment has
- A. field quality.
  - B. experimental realism.
  - C. situational validity.
  - D. mundane realism.
113. For a social psychological experiment to be useful and conclusive, it must have
- A. experimental realism.
  - B. demand characteristics.
  - C. low generalizability.
  - D. low control.
114. A group of researchers decide to conduct a study of persuasion and they decide to video-tape the instructions that would instruct the participants what they are required to do. Their decision is most likely an attempt to minimize the effect of
- A. hindsight bias.
  - B. mundane realism.
  - C. naturalistic fallacy.
  - D. demand characteristics.
115. Deception of participants is employed when necessary to maintain
- A. experimenter authority.
  - B. situational validity.
  - C. experimental realism.
  - D. demand characteristics.
116. Cues in the experiment that tell the participant what behaviour is expected are called
- A. hidden values.
  - B. demand characteristics.
  - C. naturalistic fallacies.
  - D. coefficients.
117. Demand characteristics may result in research subjects who
- A. closely obey a researcher in a white lab coat.
  - B. flirt with an attractive researcher.
  - C. try to be helpful by guessing at the correct responses to a researcher's questions.
  - D. all of these choices.
118. The ethical principles developed by major psychological organizations dictate that potential research participants should be told enough about the experiment to
- A. make inaccurate guesses about its true purpose.
  - B. accurately perceive demand characteristics.
  - C. be able to give their informed consent.
  - D. detect the researcher's hidden values.

119. According to the ethical principles developed by Canada's tricouncil, investigators conducting research are urged to do all of the following except:
- A. use of deception is acceptable in research even when other alternatives exist as long as participants are fully debriefed afterwards.
  - B. treat information about the individual participants confidentially.
  - C. give participants enough information to enable their informed consent.
  - D. debrief participants and fully explain the experiment afterwards.
120. Social psychology experiments
- A. allow the results to be generalized to everyday life.
  - B. lead to conclusions about the effects of an independent variable.
  - C. do not usually reflect everyday reality.
  - D. all of these choices.
121. The text suggests that we need to exert caution when generalizing from laboratory to life because
- A. the population we study and the population at large are two separate things.
  - B. laboratory testing is a simplified, controlled reality.
  - C. laboratory testing always shows effects that are greater than those found in the population.
  - D. we need to perform two studies before we generalize any findings to the population.
122. Identify the six major themes in social psychology, and briefly describe each.
123. Describe the naturalistic fallacy and how the personal values of social psychologists may influence their work.
124. Describe the hindsight bias and explain how it could influence how much the typical student prepares for a social psychology exam.
125. Define informed consent and review its importance from an ethical point of view.



126. Compare and contrast correlational and experimental research. Be sure to address the strengths and weaknesses of each approach.
127. Provide an example of an experimental research study on studying and grades. Be sure to indicate what the independent and dependent variables are.
128. Distinguish between random sampling and random assignment. Provide an example of each.
129. Provide an example of a demand characteristic that could unintentionally alter the results of an experimental research study. Explain how researchers try to get around such demand characteristics.

# 1 Key

1. Which of the following questions is not likely to be addressed by social psychologists?  
(p. 4-5)
- A. Are our social beliefs self-fulfilling?
  - B. In what ways do other people influence our attitudes and actions?
  - C. What situations trigger people to be helpful or greedy?
  - D. Is human development a continuous process or does it proceed through a series of stages?**

Myers - Chapter 01 #1  
QT: Factual

2. The examples cited in your text as phenomena of particular interest to social psychology are similar to each other because they all  
(p. 5)
- A. deal with how people view and affect one another.**
  - B. show the influence of personality on behaviour.
  - C. represent various forms of groups and organizations.
  - D. show the power of internal influences on human action.

Myers - Chapter 01 #2  
QT: Factual

3. Cinderella's Prince had trouble recognizing her in her home as opposed to the ballroom where they met. This observation reflects  
(p. 4)
- A. the power of the situation.**
  - B. the importance of cognition.
  - C. the power of the person.
  - D. commonsense psychology.

Myers - Chapter 01 #3  
QT: Conceptual

4. Among other issues, social psychology is the scientific study of  
(p. 4)
- A. how people relate with others.
  - B. how people think about one another.
  - C. both A and B**
  - D. social groups, organizations, and institutions.

Myers - Chapter 01 #4  
QT: Definition

5. The first social psychology text was published  
(p. 5)
- A. in the early 1930s, when researchers examined the effects of deprivation on aggression and altruism.
  - B. in World War I, when psychologists conducted studies of social conflict and cooperation.
  - C. in World War II, when researchers performed studies of persuasion and soldier morale.
  - D. in the early 1900s, shortly after social psychology experiments began to be conducted.**

Myers - Chapter 01 #5  
QT: Factual

6. The first social psychology experiments were reported  
(p. 5)
- A. just two centuries ago.
  - B. just a century ago.**
  - C. just 75 years ago.
  - D. just after World War I.

Myers - Chapter 01 #6  
QT: Factual

7. According to the text, which of the following processes is least likely to shape human behaviour?  
(p. 6-9)
- A. Intuitions
  - B. Social influences
  - C. Personal attitudes and dispositions
  - D. The stars' configurations**

Myers - Chapter 01 #7  
QT: Factual

8. Sarah is taking a psychology class and has a particular view about human behaviour. She strongly believes that humans are bio-psycho-social organisms, and that biological processes are the roots of social behaviour. Sarah is most likely to endorse what type of perspective on human behaviour?
- A. Sociological
  - B. Social psychology
  - C. Social neuroscience**
  - D. Biological

Myers - Chapter 01 #8  
QT: Conceptual

9. Which of the following is not one of the major themes in social psychology?
- A. Social influences shape our behaviour.
  - B. Social intuitions are often incorrect but powerful.**
  - C. Social behaviour is biologically rooted.
  - D. Relating to others is a basic need.

Myers - Chapter 01 #9  
QT: Factual

10. Psychological science has revealed that much of our thinking occurs
- A. intuitively.
  - B. in our consciousness.
  - C. in our unconscious.
  - D. all of the above**

Myers - Chapter 01 #10  
QT: Conceptual

11. Williams and colleagues (2001, 2002) investigated whether relating to others is a basic need. The results of their studies show that
- A. feeling left out increases one's desire to perform better on standardized tests.
  - B. feeling left out can have negative effects on how people feel about others.
  - C. feeling left out can have negative effects on how people feel about themselves.**
  - D. None of the above.

Myers - Chapter 01 #11  
QT: Factual

12. Based upon the results of their study, Leary and Baumeister (2000) argued that the basis of our self-esteem is the result of
- A. how well we cope with rejection.
  - B. how frightening or intimidating we can make others feel.
  - C. how competent we are in our job.
  - D. how accepted we feel by others.**

Myers - Chapter 01 #12  
QT: Factual

13. Sociologists study the structure and function of
- A. relationships.
  - B. societies.
  - C. groups.**
  - D. cultures.

Myers - Chapter 01 #13  
QT: Definition

14. Which of the following examples is a question a social psychologist would be most likely to study?
- A. How have divorce rates changed over time?
  - B. What accounts for racial differences in intelligence?
  - C. In deciding how they will vote in an election, are individuals more influenced by one persuasive medium than by another?**
  - D. In what ways do children learn differently than do adults?

Myers - Chapter 01 #14  
QT: Conceptual

15. In studying racial attitudes, a social psychologist would be most interested in understanding  
(p. 4-10) **A.** how individuals develop racial attitudes.  
B. how the attitudes of one class are different from those of another.  
C. age difference in racial prejudice.  
D. the history of racial prejudice.

Myers - Chapter 01 #15  
QT: Conceptual

16. Of the following studies, which is the most likely to be conducted by a social psychologist?  
(p. 4-10) **A.** An experimenter watches to see whether hungry game players use a more aggressive strategy than players who are not hungry.  
B. An interviewer does a case study of a physically disabled veteran.  
C. An archival researcher examines records of divorce rates across cultures.  
D. A test administrator measures the skills of an adolescent whose class performance has been poor.

Myers - Chapter 01 #16  
QT: Conceptual

17. Personality psychologists are more interested in \_\_\_\_\_, while social psychologists more likely focus on \_\_\_\_\_.  
(p. 4) A. normal personality; disordered or abnormal behaviour  
**B.** individual differences; our common humanity  
C. situational influences; internal motivations  
D. cognition; emotion

Myers - Chapter 01 #17  
QT: Factual

18. In a study by Mehl and Pennebaker (2003), students wore microcassette recorders and microphones, and were recorded for brief periods of time at regular intervals throughout their days. Their study revealed that  
(p. 8) A. humans are solitary beings and do not engage in communication as much as we think.  
B. individuals spend a great deal of time talking to others, but their conversations were often of little substance or meaning.  
C. communication was unrelated to social needs as people talked to themselves as much as they talked to others.  
**D.** relationships and communication are an integral part of being human.

Myers - Chapter 01 #18  
QT: Factual

19. Which of the following least demonstrates how the power of the situation can influence behaviour?  
(p. 8) **A.** A depressed man feels that his wife and family put too much pressure on him.  
B. Public concerns about mental illness following high profile cases in the news.  
C. Canadians coming together to support others after a natural disaster.  
D. The atrocities committed during the Holocaust.

Myers - Chapter 01 #19  
QT: Conceptual

20. According to the divisions in social psychology and their corresponding themes, social influence is to \_\_\_\_\_, whereas social relation is to \_\_\_\_\_.  
(p. 7) A. we construct our social reality; relating to others is a basic need.  
**B.** dispositions shape behaviour; social behaviour is biologically based.  
C. social influences shape behaviour; social intuitions are powerful.  
D. social behaviour is biologically based; relating to others is a basic need.

Myers - Chapter 01 #20  
QT: Factual

21. How do values obviously enter the picture in social psychology?  
(p. 11) A. Values influence researchers' choice of topics.  
B. Values affect the types of people attracted to various disciplines.  
C. Values are frequently the object of social psychological analysis.  
**D.** All of the above

Myers - Chapter 01 #21  
QT: Factual

22. Values can subtly influence science by guiding  
(p. 12-13) A. scientists' assumptions and preconceptions.  
B. the labels scientists use for their concepts.  
C. scientists' thoughts about what ought to be.  
**D.** All of the above

Myers - Chapter 01 #22  
QT: Factual

23. Jamir is a first year university student and living away from home for the first time. He is having some  
(p. 11-13) difficulties adjusting to university life due to some of the values that he holds. Which of the following is an example of a subtle way that Jamir's values influence his behaviour?  
A Jamir notices that other students sometimes appear to be scared of him, and believes this is because  
. of his cultural background and erroneous assumptions about terrorism.  
B Jamir finds his peers very self-absorbed and "out for number one", whereas he was taught to respect  
. others and do what was best for the collective group and not the individual.  
**C.** Jamir interprets other students failures (e.g., getting poor grades) as a sign that they are not  
dedicated and have weak personalities.  
D Jamir participates in Canada Day celebrations, but finds that his sense of national pride is very  
. different from people who have lived in Canada all their lives.

Myers - Chapter 01 #23  
QT: Conceptual

24. Contrary to popular opinion, scientists investigate nature  
(p. 12) A. from a position of pure objectivity, with no personal motives or social agenda.  
**B.** by interpreting it according to their own mental categories.  
C. for its aesthetic value with little or no regard for the artificial value of objectivity.  
D. with no preconceptions.

Myers - Chapter 01 #24  
QT: Factual

25. Common assumptions often go unchallenged among a group of scholars who share the same  
(p. 12) A. area of interest.  
B. method of inquiry.  
C. level of intelligence.  
**D.** culture.

Myers - Chapter 01 #25  
QT: Factual

26. We tend to take for granted the shared beliefs that European social psychologists call our \_\_\_\_\_, our  
(p. 12) most important but least debated convictions.  
**A.** social representations  
B. symbolic interactions  
C. hindsights  
D. naturalistic truths

Myers - Chapter 01 #26  
QT: Definition

27. The critique that social psychology has assumed that people are competitive and individualistic, and  
(p. 12) that conformity is always bad, is likely to come from someone who believes that  
A. social psychology is not a "real science".  
B. social psychology cannot study objective truth.  
C. social psychology is the study of what we know through common sense.  
**D.** social psychology has been influenced by Western cultural worldviews.

Myers - Chapter 01 #27  
QT: Conceptual

28. Which of the following statements is true?  
(p. 12) A. Science is purely objective.  
B. Different levels of explanation compete to provide a real understanding of human nature.  
C. Scientific labels are value-free.  
**D.** Humans tend to prejudice reality based on expectations.

Myers - Chapter 01 #28  
QT: Factual

29. Which of the following psychological terms reflects a disguised value judgment?  
(p. 13)  
A. well-adjusted  
B. mentally ill  
C. self-actualized  
**D.** all of these choices

Myers - Chapter 01 #29  
QT: Factual

30. Which of the following labels implies a judgment based on subjective values?  
(p. 13)  
A. freedom fighter  
B. terrorist  
C. patriot  
**D.** all of these choices

Myers - Chapter 01 #30  
QT: Conceptual

31. Which of the following illustrates how hidden values might influence social psychology?  
(p. 13)  
A. Choosing to study aggression in adolescents.  
B. Choosing to study aggression in a laboratory.  
C. Choosing to use university students as research subjects.  
**D.** All of these choices.

Myers - Chapter 01 #31  
QT: Conceptual

32. Which of the following statements about values and social psychology is true?  
(p. 14)  
A. Research trends are usually out of step with the social concerns of their times.  
**B.** The fact that human thinking always involves interpretation is precisely why we need scientific analysis.  
C. Research into how values form, change, and influence one another helps us identify which of them are right.  
D. All of the given choices are true.

Myers - Chapter 01 #32  
QT: Factual

33. "The way things are is the way they ought to be." This statement reflects the  
(p. 14)  
A. hindsight bias.  
B. social representation bias.  
**C.** naturalistic fallacy.  
D. correlation-causality bias.

Myers - Chapter 01 #33  
QT: Definition

34. A cross-cultural researcher finds that across the world most legislators are male. He concludes that political office in his own country should be closed to women. The researcher is most clearly guilty of  
(p. 14)  
**A.** the naturalistic fallacy.  
B. the hindsight bias.  
C. illusory correlation.  
D. false consensus effect.

Myers - Chapter 01 #34  
QT: Conceptual

35. A researcher finds that university students wash their hands on the average of three times a day. She concludes that an educational program is necessary to encourage more frequent hand washing by those who wash their hands less than once a day. The researcher is probably guilty of  
(p. 14)  
A. hindsight bias.  
B. the "I knew it all along" phenomenon.  
C. illusory correlation.  
**D.** the naturalistic fallacy.

Myers - Chapter 01 #35  
QT: Conceptual

36. Two contradictory criticisms faced by social psychology are that its findings are obvious and that  
(p. 15) A. its findings are complicated.  
B. its findings are false.  
**C.** its findings could be used to manipulate people.  
D. its findings are contradictory.

Myers - Chapter 01 #36  
QT: Factual

37. "One problem with common sense . . . is that we invoke it after we know the facts." This quote from  
(p. 16) your textbook describes  
A. the naturalistic fallacy.  
**B.** the hindsight bias.  
C. illusory correlation.  
D. the social representations bias.

Myers - Chapter 01 #37  
QT: Definition

38. The hindsight bias contributes to the idea that  
(p. 16) A. psychological experiments lack mundane realism.  
B. social psychology is potentially dangerous.  
**C.** the results of psychological experiments are mere common sense.  
D. psychological experiments lack experimental realism.

Myers - Chapter 01 #38  
QT: Factual

39. When people claimed to have easily foreseen research findings about World War II soldiers,  
(p. 16) researcher Paul Lazarsfeld concluded that  
A. participants already knew the results beforehand.  
B. people seemed surprised by their ability to foresee the results.  
**C.** people foresaw the opposite results to what was actually found.  
D. ex-soldiers more easily foresaw the results than other people.

Myers - Chapter 01 #39  
QT: Factual

40. According to the text, \_\_\_\_\_ tends to make people overconfident about their ability to  
(p. 16) predict something that, at the time it was unfolding, they had no idea how it will all turn out.  
A. the fundamental attribution error  
B. illusory correlation  
C. the naturalistic fallacy  
**D.** the hindsight bias

Myers - Chapter 01 #40  
QT: Factual

41. The naturalistic fallacy involves "\_\_\_\_\_ " reasoning, whereas the hindsight bias  
(p. 16) involves "\_\_\_\_\_ " reasoning.  
A. common sense; after the fact  
**B.** what ought to be; I knew it all along  
C. after the fact; I knew it all along  
D. what ought to be; what should have been

Myers - Chapter 01 #41  
QT: Factual

42. Amy reads a research article and feels like it didn't tell her anything she didn't already know.  
(p. 17) However, when asked to guess the results of another experiment before reading it, she cannot. Amy's  
experience illustrates the  
**A.** hindsight bias.  
B. foresight bias.  
C. confirmation bias.  
D. correspondence bias.

Myers - Chapter 01 #42  
QT: Conceptual



43. When researcher Karl Teigen gave students the actual proverb "fear is stronger than love," most rated it as true. When he gave others the reverse form, "love is stronger than fear,"
- (p. 17)
- A. most rated it as false.
  - B. most rated it as true.**
  - C. half as many rated it as true.
  - D. only 1% rated it as true.

Myers - Chapter 01 #43  
QT: Factual

44. Which of the following is the best example of hindsight bias?
- (p. 17)
- A. Being careful in a new relationship because you've been hurt in the past.
  - B. Being confident when placing a bet on a sporting event.
  - C. Changing your opinions on important issues as you get older.
  - D. Reading your horoscope at the end of the day and deciding it was accurate.**

Myers - Chapter 01 #44  
QT: Conceptual

45. A closely watched game between the Wolverines and the Eagles goes into overtime, and ultimately the Eagles win by just one point. According to research on the hindsight bias, fans of \_\_\_\_\_ will probably say \_\_\_\_\_.
- (p. 17)
- A. the Wolverines; the Eagles victory was a surprise.
  - B. the Eagles; the Eagles victory was a surprise.
  - C. both teams; they thought the Eagles would win.**
  - D. both teams; they thought the Wolverines would win.

Myers - Chapter 01 #45  
QT: Conceptual

46. Hindsight bias can explain why
- (p. 17)
- A. you really passed an exam when you thought had failed it.
  - B. you knew the course material as the exam was being taken up in class.**
  - C. you remembered the course material better after you had written the exam.
  - D. you only remembered the course material until you wrote the exam, then promptly forgot most of it.

Myers - Chapter 01 #46  
QT: Conceptual

47. The hindsight bias affects the way we view decision makers, making us more likely to
- (p. 17)
- A. see their decisions as surprisingly insightful and correct.
  - B. blame them for making obviously bad choices.**
  - C. forgive them for making understandable mistakes in crises.
  - D. admire them for handling well those choices we ourselves cannot make.

Myers - Chapter 01 #47  
QT: Factual

48. The hindsight bias often makes people
- (p. 17)
- A. underestimate their intellectual powers.
  - B. overconfident about the validity of their judgments and predictions.**
  - C. surprised when research confirms common sense.
  - D. more likely to excuse others for their bad decisions.

Myers - Chapter 01 #48  
QT: Factual

49. Proverbs such as "absence makes the heart grow fonder" or "out of sight, out of mind" best illustrate that
- (p. 17)
- A. social psychology is all just common sense.
  - B. individuals engage in the naturalistic fallacy and only see what fits with their ideas.
  - C. experiments often generate contradictory results that are difficult to explain.
  - D. the hindsight bias is used to make almost any result seem to make sense.**

Myers - Chapter 01 #49  
QT: Factual

50. An integrated set of principles that explain and predict observed events is called  
(p. 19) A. a test.  
B. a hypothesis.  
C. a proof.  
**D. a theory.**

Myers - Chapter 01 #50  
QT: Definition

51. A good theory will make clear predictions that  
(p. 19) A. confirm or modify the theory.  
B. generate new exploration.  
C. suggest practical application.  
**D. all of these choices.**

Myers - Chapter 01 #51  
QT: Factual

52. Hypothesis is to theory, as \_\_\_\_\_ is to \_\_\_\_\_.  
(p. 19) **A. exam; knowledge**  
B. car; driver  
C. control; variable  
D. science; research

Myers - Chapter 01 #52  
QT: Conceptual

53. A research hypothesis is a  
(p. 19) A. theory.  
**B. testable prediction.**  
C. collection of empirical observations.  
D. technique for analyzing data.

Myers - Chapter 01 #53  
QT: Definition

54. Why do biologists refer to the "theory" of evolution instead of the "fact" of evolution?  
(p. 19) A. Because evolution is not universally believed.  
B. Because it is impossible to scientifically test evolutionary principles.  
**C. Because the theory of evolution summarizes a whole set of scientific facts.**  
D. Because only theories that have been proven true may be referred to as "facts".

Myers - Chapter 01 #54  
QT: Conceptual

55. Hypotheses implied by a theory allow researchers to  
(p. 19) A. learn about the theory.  
**B. test the theory.**  
C. confirm the theory.  
D. disconfirm the theory.

Myers - Chapter 01 #55  
QT: Factual

56. Social psychologist Kurt Lewin aptly commented, "There is nothing so practical as a good  
(p. 19) \_\_\_\_\_."  
A. experiment  
**B. theory**  
C. laboratory  
D. guess

Myers - Chapter 01 #56  
QT: Factual

57. Juanita is a social psychologist who is interested in studying aggressive behaviours in crowd settings. She observed this crowd behaviour when two people got stabbed in the aftermath of a playoff victory celebration for Edmonton Oilers fans that turned into a riot in 2006. She designs an experiment where she has defined her "crowd" as 30 people in a small classroom who are watching a hockey game. The way in which her experimental variable relates to the theoretical concept of "crowd" pertains to
- (p. 19)
- A. how the variable is tested
  - B. what the hypothesis about crowds is.
  - C. how the variable is operationalized.**
  - D. whether she can infer correlation or causation.

Myers - Chapter 01 #57  
QT: Conceptual

58. Which of the following techniques would be the most effective way of investigating the relationship between the social status and the level of education of Canadian citizens?
- (p. 20)
- A. an experiment
  - B. a case study
  - C. a correlational study**
  - D. participant observation

Myers - Chapter 01 #58  
QT: Conceptual

59. When theories are discarded, it is usually because they
- (p. 20)
- A. have been falsified.
  - B. have been displaced by newer, better theories.**
  - C. attempted to summarize too large a body of data.
  - D. generated too many testable hypotheses.

Myers - Chapter 01 #59  
QT: Factual

60. Research done in natural, real-life settings outside the laboratory is called
- (p. 20)
- A. case study research.
  - B. field research.**
  - C. correlational research.
  - D. experimental research.

Myers - Chapter 01 #60  
QT: Definition

61. You would like to know the relationship between the number of psychology courses people take and their interpersonal sensitivity. You survey college students to determine how much psychology they have taken and then have them complete a test of social sensitivity. Finally you plot the relationship. This is an example of
- (p. 20)
- A. a laboratory experiment.
  - B. a field experiment.
  - C. a correlational study.**
  - D. participant observation.

Myers - Chapter 01 #61  
QT: Conceptual

62. A researcher is interested in learning whether young people whose fathers are absent from the home are more likely to engage in delinquent behaviour. She compares the arrest rates of boys whose fathers are absent with those of boys whose fathers are present in the home. This is an example of
- (p. 20)
- A. a correlational study.**
  - B. an experimental study.
  - C. a field experiment.
  - D. a self-report study.

Myers - Chapter 01 #62  
QT: Conceptual

63. A naturally occurring relationship among variables is known as  
(p. 20) **A.** a correlation.  
B. a coefficient.  
C. an attribution.  
D. a causal link.

Myers - Chapter 01 #63  
QT: Definition

64. Which of the following statements about correlational research is true?  
(p. 23) **A.** It enables prediction of one variable given knowledge of the other.  
B. It specifies the cause-effect relationship among variables.  
C. It can only be carried out in controlled laboratory settings.  
D. All of these choices.

Myers - Chapter 01 #64  
QT: Factual

65. A researcher finds that higher social status is associated with greater health. What could explain this positive correlation?  
(p. 21) A. Having a high social status leads to better health.  
B. Being in good health allows one to achieve higher social status.  
C. Other facts like family background may contribute to a greater likelihood of having good health and high status.  
**D.** All of these choices.

Myers - Chapter 01 #65  
QT: Conceptual

66. Which of the following research situations best represent an example of correlational research?  
(p. 20-23) **A.** A psychologist administers to his participants a mood questionnaire and collects their demographics data and then looks at the relationship between the variables he considered.  
B. A psychologist administers to her participants either 3 mg of sugar or 8 mg of sugar and then asks them to complete a mood questionnaire. She will subsequently examine if sugar had an effect on participant's mood.  
C. Both A and B.  
D. Neither of the examples above exemplifies correlation.

Myers - Chapter 01 #66  
QT: Conceptual

67. Research has shown that tall grave markers (a status symbol) are  
(p. 21) A. the cause of longevity.  
B. unrelated to longevity.  
**C.** positively correlated with longevity.  
D. negatively correlated with longevity.

Myers - Chapter 01 #67  
QT: Factual

68. Variable X is correlated with Variable Y. Which of the following could explain this correlation?  
(p. 22) A. X causes Y.  
B. Y causes X.  
C. A third variable causes or influences both X and Y.  
**D.** All of these choices.

Myers - Chapter 01 #68  
QT: Factual

69. In correlational research, knowing a person's high school grades may help you to \_\_\_\_\_ that person's likelihood of succeeding in university.  
(p. 22) **A.** predict  
B. control for  
C. randomly select  
D. improve

Myers - Chapter 01 #69  
QT: Conceptual

70. Tara has noticed that when she feels better about herself (i.e., higher self-esteem), her friends and guys she is interested in dating tell her she looks more attractive. According to this example, self-esteem and perceived attractiveness show
- A. a negative correlation.
  - B. a positive correlation.**
  - C. a time-lagged correlation.
  - D. no correlation.

Myers - Chapter 01 #70  
QT: Conceptual

71. In a study of teenagers, Maruyama and colleagues concluded that self-esteem and achievement are positively correlated because
- A. higher self-esteem boosts achievement.
  - B. achievement produces higher self-esteem.
  - C. both self-esteem and achievement are linked to underlying intelligence and family social status.**
  - D. both self-esteem and achievement are linked to healthy physical and psychological adjustment.

Myers - Chapter 01 #71  
QT: Factual

72. Cause-effect relationships are studied using
- A. experimental research methods.**
  - B. correlational research methods.
  - C. field research methods.
  - D. survey research methods.

Myers - Chapter 01 #72  
QT: Factual

73. The great strength of correlational survey research is that it
- A. brings important factors into the laboratory.
  - B. studies factors in real-world settings that cannot be manipulated in the laboratory.**
  - C. establishes clear cause-effect connections among variables.
  - D. maintains high mundane realism and thus increases generalizability.

Myers - Chapter 01 #73  
QT: Factual

74. Advanced correlational techniques that reveal the sequence of events and suggest cause-effect relations are called
- A. field correlations.
  - B. time-lagged correlations.**
  - C. developmental correlations.
  - D. representative correlations.

Myers - Chapter 01 #74  
QT: Factual

75. The great disadvantage of correlational research is that
- A. it does not allow us to examine factors like race and social status.
  - B. knowing that two variables change together does not allow us to predict one when we know the other.
  - C. it rules out consideration of confounding variables.
  - D. it does not specify cause and effect.**

Myers - Chapter 01 #75  
QT: Factual

76. What can you conclude from knowing that a correlation exists between poor nutrition and lower grades in school children?
- A. Hunger makes it difficult for children to concentrate in school.
  - B. Improving children's nutrition will improve their achievement in school.
  - C. As children's nourishment declines, so too do their grades.**
  - D. All of these choices.

Myers - Chapter 01 #76  
QT: Conceptual

77. In selecting a random sample from a population, a researcher must  
(p. 23)  
A. allow chance to determine the size of the sample.  
B. sacrifice control by disregarding information about the population.  
**C.** make sure every member of the population has an equal chance of being chosen for the sample.  
D. select most sample members from the middle of any ordered listing.

Myers - Chapter 01 #77  
QT: Factual

78. In conducting your research, you make sure that every person in the population has an equal chance of participating in your survey. This procedure is known as  
(p. 23)  
**A.** random sampling.  
B. random assignment.  
C. naturalistic observation.  
D. equal sampling.

Myers - Chapter 01 #78  
QT: Factual

79. To achieve a representative sample of adult Canadians' views on gun registration, which of the following strategies should you pursue?  
(p. 23)  
A. Survey the attitudes of 1,000 adults in Ontario and 1,000 adults in Alberta.  
B. Survey the attitudes of 1,000 adults in each province and territory.  
C. Place ads in all major newspapers asking Canadians to call and give their views.  
**D.** Randomly select a large sample of adult Canadians to survey.

Myers - Chapter 01 #79  
QT: Conceptual

80. Opinion polls and surveys  
(p. 24)  
**A.** describe public opinion at the moment they are taken.  
B. predict respondents' immediate behaviour.  
C. predict respondents' long-range behaviour.  
D. are too biased to be meaningful.

Myers - Chapter 01 #80  
QT: Factual

81. Surveying about \_\_\_\_\_ will enable a survey researcher to be 95 percent confident of describing the entire population, with only a 3 percent margin of error.  
(p. 23)  
A. 12,000 randomly assigned participants  
**B.** 1,200 randomly selected participants  
C. one-third of the total population  
D. one-twelfth of the total population

Myers - Chapter 01 #81  
QT: Factual

82. A news reporter wants to survey voters about their candidate preferences in an upcoming national election. In order to be 95 percent confident of her results, and have only a 3 percent margin of error, she should make sure the sample has at least \_\_\_\_\_ individuals.  
(p. 23)  
A. 200  
**B.** 1,200  
C. 15,000  
D. 55,000

Myers - Chapter 01 #82  
QT: Conceptual

83. Imagine that a major television network got the opinions of over 1 million people regarding our next election. The results suggest that Candidate A would win in a landslide over Candidate B. Weeks later, we find that candidate B won in a landslide. Given the results of the election, we are justified to say that television network's survey was plagued by  
(p. 23-24)  
A. lack of random assignment.  
**B.** sampling bias.  
C. confounded variables.  
D. lack of experimental control.

Myers - Chapter 01 #83  
QT: Factual

84. Ann Landers' 1984 survey of women readers' opinions about romantic affection and sex was probably  
(p. 24)
- A. not valid because it did not include men.
  - B. flawed because it was not representative of the population.**
  - C. worthless because the sample size was too small.
  - D. as valid and informative as other, more "scientific" surveys.

Myers - Chapter 01 #84  
QT: Factual

85. Research on the wording of survey questions suggests that  
(p. 25)
- A. how questions are framed influence how they are answered.**
  - B. how questions are framed have very little influence on how they are answered.
  - C. wording is an unimportant element of survey research.
  - D. framing the questions differently will not influence apparent public opinion.

Myers - Chapter 01 #85  
QT: Factual

86. In the study by on question wording by Darrin Lehman and his colleagues (1992) at the University of British Colombia, it was found that  
(p. 25)
- A. question wording affected both more and less knowledgeable students.
  - B. question wording didn't affect students who were less knowledgeable.
  - C. knowledge of the issue didn't interact with question wording to influence response.
  - D. more knowledgeable students were unaffected by the question wording.**

Myers - Chapter 01 #86  
QT: Factual

87. Evidence shows that question wording affects  
(p. 25)
- A. less knowledgeable persons.**
  - B. more knowledgeable persons.
  - C. neither more nor less knowledgeable persons.
  - D. both more and less knowledgeable.

Myers - Chapter 01 #87  
QT: Conceptual

88. Jason had signed up for a social psychology study where he was completing a survey about prejudice and racism. Even though he holds a belief that some minority groups are lazy and feels negatively towards them, he completed the survey according to what he thought the researchers would want to hear. He also made himself appear in a positive light. The tendency for people to do this is called  
(p. 24-25)
- A. hindsight bias.
  - B. naturalistic fallacy.
  - C. unrepresentative sampling.
  - D. social desirability.**

Myers - Chapter 01 #88  
QT: Conceptual

89. Which research method have social psychologists used in about three-fourths of their studies?  
(p. 26)
- A. correlational
  - B. experimental**
  - C. survey
  - D. naturalistic observation

Myers - Chapter 01 #89  
QT: Factual

90. To determine whether changing one variable (like education) results in changes in another (like income), we need to conduct \_\_\_\_\_ research.  
(p. 26)
- A. survey
  - B. correlational
  - C. experimental**
  - D. naturalistic

Myers - Chapter 01 #90  
QT: Factual



91. If a researcher intends to demonstrate that the presence of others results in decreased performance on a spatial task, which of the following research method will be the most effective in demonstrating it?  
(p. 26-27)

- A.** an experiment
- B. a correlational study
- C. a survey
- D. a field study

Myers - Chapter 01 #91  
QT: Conceptual

92. Sometimes social psychologists create deceptive scenarios for experimental research because  
(p. 29)

- A. subjects may use hindsight bias if the true nature of an experiment is explained beforehand.
- B. manipulating research subjects leads to stronger findings.
- C.** simulated situations are easier for researchers to control.
- D. using deceptive scenarios allows researchers to make cause-and-effect conclusions.

Myers - Chapter 01 #92  
QT: Factual

93. The experimental factor that a researcher manipulates in an experiment is the  
(p. 26)

- A.** independent variable.
- B. dependent variable.
- C. control group.
- D. hypothesis.

Myers - Chapter 01 #93  
QT: Definition

94. An experimenter exposes participants to different temperature levels to determine its effect on aggression. Temperature is the  
(p. 26)

- A.** independent variable.
- B. dependent variable.
- C. control variable.
- D. confounding variable.

Myers - Chapter 01 #94  
QT: Conceptual

95. Snyder and Haugen found that when men were asked to evaluate a woman whom they presumed was obese, she  
(p. 27)

- A.** spoke less warmly and less happily.
- B. spoke with more humour and laughter.
- C. tried to compensate with more intelligent conversation.
- D. showed greater interest in politics and sports.

Myers - Chapter 01 #95  
QT: Factual

96. In an experimental study on the effects of alcohol consumption on aggression, aggression would be the \_\_\_\_\_ variable.  
(p. 28)

- A. controlled
- B.** dependent
- C. experimental
- D. independent

Myers - Chapter 01 #96  
QT: Conceptual

97. Boyatzis and his colleagues (1995) showed elementary school children an episode of a violent children's television program. The viewing of this material resulted in an increase in the children's aggressive behaviour. The aggressive behaviour represents the  
(p. 27)

- A. independent variable.
- B.** dependent variable.
- C. control variable.
- D. confounding variable.

Myers - Chapter 01 #97  
QT: Conceptual

98. In an experimental study of the effects of fear on the desire to affiliate, fear would be the \_\_\_\_\_ variable.

(p. 26)

- A. experimental
- B. independent**
- C. control
- D. dependent

Myers - Chapter 01 #98  
QT: Conceptual

99. In a psychological experiment, the factor being measured is called the \_\_\_\_\_ variable.

(p. 28)

- A. independent
- B. experimental
- C. dependent**
- D. controlled

Myers - Chapter 01 #99  
QT: Definition

100. An experimenter exposes participants to different temperature levels to determine its effect on aggression. Aggression is the \_\_\_\_\_ variable.

(p. 28)

- A. independent variable.
- B. dependent variable.**
- C. control variable.
- D. confounding variable.

Myers - Chapter 01 #100  
QT: Conceptual

101. A research psychologist manipulates the caffeine intake (2 mg, 5 mg, 10 mg) in human participants in the laboratory and then examines what effect the different levels of caffeine have on the participants' mood scores. In this study, mood scores are the \_\_\_\_\_ variable.

(p. 28)

- A. dependent**
- B. correlational
- C. independent
- D. experimental

Myers - Chapter 01 #101  
QT: Conceptual

102. The two essential ingredients of a social psychological experiment are \_\_\_\_\_.

(p. 26-28)

- A. random assignment and correlation.
- B. control and random sampling.
- C. control and random assignment.**
- D. random sampling and random assignment.

Myers - Chapter 01 #102  
QT: Factual

103. An experimenter studying competition wants to compare the behaviour of students performing a difficult task with that of students doing an easy task. She designates participants for each task, making sure that each student has an equal chance of being in either the hard or the easy condition. This procedure is known as \_\_\_\_\_.

(p. 28)

- A. random sampling.
- B. random assignment.**
- C. conditional selection.
- D. selective designation.

Myers - Chapter 01 #103  
QT: Conceptual

104. Researchers are investigating the effects of music on compliance, 50% of the participants listen to happy music and 50% listen to sad music. What technique should the investigators use to ensure that any post-test differences in the group's compliance result from the differences in music listening?
- A. random sampling  
**B. random assignment**  
C. replication  
D. correlational measurement

Myers - Chapter 01 #104  
QT: Conceptual

105. Researchers investigate the effects of smoking on math performance. They place an ad in the national paper and invite smokers of all ages to participate. Such a process allows
- A. each smoker to have an equal chance to participate in the study.  
B. the researchers to infer cause and effect.  
C. the researchers to generalize the results to the population.  
**D. all of the above.**

Myers - Chapter 01 #105  
QT: Conceptual

106. Manipulating one or two factors while holding others constant is the essence of
- A. independent variables.  
B. dependent variables.  
**C. experimental control.**  
D. random sampling.

Myers - Chapter 01 #106  
QT: Factual

107. Putting participants in one of two conditions by flipping a coin illustrates
- A. random sampling.  
B. sampling bias.  
**C. random assignment.**  
D. representative sampling.

Myers - Chapter 01 #107  
QT: Factual

108. An experimenter studying the overjustification effect wants to compare the behaviour of students who are rewarded for doing an enjoyable task with that of students who are not rewarded. For each student he decides which condition they will be in by flipping a coin. This procedure
- A. ensures that each student has an equal chance of being in either condition.  
B. does not ensure that a random sample of participants will be selected.  
C. helps to rule out initial group differences as a potential cause of the experimental effects.  
**D. all of these choices.**

Myers - Chapter 01 #108  
QT: Conceptual

109. Random assignment is to \_\_\_\_\_ as random sampling is to \_\_\_\_\_.
- A. correlation; causation  
B. causation; control  
**C. cause and effect; generalizing to the population**  
D. generalizing to the population; cause and effect.

Myers - Chapter 01 #109  
QT: Definition

110. The answers respondents give to surveys may be influenced by biases from which of the following sources?
- A. the order in which questions are asked  
B. the wording of the questions themselves  
C. the response options  
**D. all of these choices.**

Myers - Chapter 01 #110  
QT: Factual

111. When the laboratory experiment is superficially similar to everyday situations, the experiment is said to be high in  
(p. 29) **A.** mundane realism.  
B. experimental realism.  
C. quality control.  
D. situational validity.

Myers - Chapter 01 #111  
QT: Definition

112. When the laboratory experiment deeply absorbs and involves participants, the experiment has  
(p. 29) A. field quality.  
**B.** experimental realism.  
C. situational validity.  
D. mundane realism.

Myers - Chapter 01 #112  
QT: Definition

113. For a social psychological experiment to be useful and conclusive, it must have  
(p. 29) **A.** experimental realism.  
B. demand characteristics.  
C. low generalizability.  
D. low control.

Myers - Chapter 01 #113  
QT: Factual

114. A group of researchers decide to conduct a study of persuasion and they decide to video-tape the instructions that would instruct the participants what they are required to do. Their decision is most likely an attempt to minimize the effect of  
(p. 29) A. hindsight bias.  
B. mundane realism.  
C. naturalistic fallacy.  
**D.** demand characteristics.

Myers - Chapter 01 #114  
QT: Conceptual

115. Deception of participants is employed when necessary to maintain  
(p. 29) A. experimenter authority.  
B. situational validity.  
**C.** experimental realism.  
D. demand characteristics.

Myers - Chapter 01 #115  
QT: Factual

116. Cues in the experiment that tell the participant what behaviour is expected are called  
(p. 29) A. hidden values.  
**B.** demand characteristics.  
C. naturalistic fallacies.  
D. coefficients.

Myers - Chapter 01 #116  
QT: Definition

117. Demand characteristics may result in research subjects who  
(p. 29) A. closely obey a researcher in a white lab coat.  
B. flirt with an attractive researcher.  
C. try to be helpful by guessing at the correct responses to a researcher's questions.  
**D.** all of these choices.

Myers - Chapter 01 #117  
QT: Conceptual

118. The ethical principles developed by major psychological organizations dictate that potential research participants should be told enough about the experiment to
- A. make inaccurate guesses about its true purpose.
  - B. accurately perceive demand characteristics.
  - C. be able to give their informed consent.**
  - D. detect the researcher's hidden values.

Myers - Chapter 01 #118  
QT: Factual

119. According to the ethical principles developed by Canada's tricouncil, investigators conducting research are urged to do all of the following except:
- A. use of deception is acceptable in research even when other alternatives exist as long as participants are fully debriefed afterwards.**
  - B. treat information about the individual participants confidentially.
  - C. give participants enough information to enable their informed consent.
  - D. debrief participants and fully explain the experiment afterwards.

Myers - Chapter 01 #119  
QT: Factual

120. Social psychology experiments
- A. allow the results to be generalized to everyday life.
  - B. lead to conclusions about the effects of an independent variable.
  - C. do not usually reflect everyday reality.
  - D. all of these choices.**

Myers - Chapter 01 #120  
QT: Factual

121. The text suggests that we need to exert caution when generalizing from laboratory to life because
- A. the population we study and the population at large are two separate things.
  - B. laboratory testing is a simplified, controlled reality.**
  - C. laboratory testing always shows effects that are greater than those found in the population.
  - D. we need to perform two studies before we generalize any findings to the population.

Myers - Chapter 01 #121  
QT: Factual

122. Identify the six major themes in social psychology, and briefly describe each.

Answers will vary

123. Describe the naturalistic fallacy and how the personal values of social psychologists may influence their work.

Answers will vary

Myers - Chapter 01 #122

124. Describe the hindsight bias and explain how it could influence how much the typical student prepares for a social psychology exam.

Answers will vary

Myers - Chapter 01 #123

125. Define informed consent and review its importance from an ethical point of view.

Answers will vary

Myers - Chapter 01 #124

Myers - Chapter 01 #125

126. Compare and contrast correlational and experimental research. Be sure to address the strengths and weaknesses of each approach.  
(p. 20-28)

Answers will vary

127. Provide an example of an experimental research study on studying and grades. Be sure to indicate what the independent and dependent variables are.  
(p. 26-28)

*Myers - Chapter 01 #126*

Answers will vary

128. Distinguish between random sampling and random assignment. Provide an example of each.  
(p. 23 & 28)

*Myers - Chapter 01 #127*

Answers will vary

129. Provide an example of a demand characteristic that could unintentionally alter the results of an experimental research study. Explain how researchers try to get around such demand characteristics.  
(p. 29)

*Myers - Chapter 01 #128*

Answers will vary

*Myers - Chapter 01 #129*

# 1 Summary

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