

Ch. 12 Social Psych

Instructor Paul Jackson (T.A for Mr. Rodenburg)

Name

Results

Class Gen. Psych.

Date

Period

As last time I have around thirty-five multiple choice questions and three discussion questions at the end. If you were able to do all three that's great, but unlike last time, the third won't get you any extra points, and instead you'll just look more intelligent.

1. Which branch of psychology is most directly concerned with the study of how people think about, influence, and relate to one another?
 - a. Developmental psychology
 - b. Social psychology
 - c. Personality psychology
 - d. Clinical psychology
2. The fundamental attribution error refers to our tendency to underestimate the impact of ____ and to overestimate the impact of ____ in explaining the behavior of others.
 - a. Social facilitation; social loafing
 - b. Social loafing; social facilitation
 - c. Personal traits; situational influences
 - d. Situational influences; personal traits
3. A child hits one of his older siblings, who is persistently teasing him. People from East Asian cultures would be more likely than people from individualist Western cultures to explain the younger child's behavior in terms of
 - a. Hostile motives
 - b. A lack of self-control
 - c. An enduring personality trait
 - d. The stressful situation.



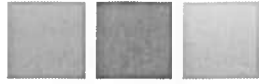
4. We have a tendency to explain the behavior of strangers we have observed in only one type of situation in terms of ____ and to explain our own behavior in terms of ____
- Social facilitation; social loafing
 - Situational constraints; personality traits
 - Social loafing; social facilitation
 - Personality traits; situational constraints
5. The fundamental attribution error is most likely to occur when we explain an instance of
- Good behavior performed by a person we have never met before
 - Good behavior performed by a person we have previously met in a number of different situations.
 - Bad behavior performed by a person we have never met before
 - Bad behavior performed by a person we have previously met in a number of different situations
6. We are NOT likely to make the fundamental attribution error if we observe someone
- In a variety of situations
 - Who is unemployed
 - Who is wealthy.
 - We dislike
7. Carol is restless during class because her professor's pained facial expressions lead her to believe that he dislikes teaching. The professor, on the other hand, is distressed because he sees Carol's restlessness as a sign of boredom. At this point, both student and professor should be informed of the dangers of
- Group polarization
 - The mere exposure effect.
 - Deindividuation
 - The mere exposure effect
8. The fundamental attribution error is likely to lead observers to attribute a stranger's
- Lack of employment to a weak economy
 - Act of kindness to a compassionate personality
 - Criminal behavior to a poor education
 - Friendliness to social role requirements.







9. Poverty and unemployment are likely to be explain in terms of personal traits by ____ and in terms of situational influences by ____
- The poor; the rich
 - Women; men
 - Social psychologists; evolutionary psychologists
 - Political conservatives; political liberals
10. Politicians who publicly oppose a tax increase that they privately favor best illustrate that
- A pooling of efforts toward a common goal contributes to social loafing
 - The presence of others interferes with individual performance on difficult tasks
 - Actions may sometime be inconsistent with attitudes
 - Group discussion enhances of group's prevailing attitudes.
11. Whether a person exercises regularly is best predicted by his or her attitude about
- Sports training
 - Physical health
 - Exercise
 - Social loafing
12. Vanna is tempted to shoplift a gold necklace even though she has negative feelings about shoplifting. Vanna is LEAST likely to steal the merchandise if
- She thinks no one is watching her.
 - She is suffering the effects of deindividuation
 - She s consciously recalling her negative feelings about shoplifting
 - She has recently shoplifted jewelry from several different stores
13. The foot in the door phenomenon refers to the tendency to
- Neglect critical thinking because of a strong desire for social harmony within a group
 - Perform simple tasks more effectively in the presence of others
 - Comply with a large request if you have first complied with a small request
 - Experience an increasing attraction to novel stimuli as they become more familiar.









14. Aleksis has recently begun to bully and hurt his younger brother. If this behavior continues, it is likely that Aleksis will
- Experience a substantial loss of self-esteem
 - Develop an increasing dislike for his brother
 - Experience a sense of deindividuation
 - Begin to admire and respect his brother
15. Jorana was promoted to vice-president of a large corporation. She soon developed more pro-business political attitudes. This best illustrates the impact of ____ on attitudes.
- Deindividuation
 - Social facilitation
 - Role-playing
 - Mirror-image perceptions
16. Philip Zimbardo devised a mock prison a randomly assigned college students to serve as prisoners or guards. This experiment best illustrated the impact of
- Team membership on social loafing
 - Self-disclosure on companionate love
 - Frustration on aggression
 - Role-playing on attitudes
17. Which theory best explains why our actions can lead us to modify our attitudes?
- Scapegoat theory
 - Cognitive dissonance theory
 - Frustration-aggression theory
 - The two-factor theory
18. Fernando favors capital punishment. His attitude began to change when he was asked to offer arguments opposing it in a university debate class. His attitude change is best explained by ____ theory.
- Cognitive dissonance
 - Equity
 - Scapegoat
 - The two-factor



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19. Which of the following is most likely to help us empathize with others?
- The bystander effect
 - The chameleon effect
 - Mirror-image perceptions
 - Social facilitation
20. Alex thinks smoking is addictive but other players on his hockey team insist that it's not. Alex is likely to conform to their opinion if
- He has publicly voiced his opinion on this issue
 - There is obvious disagreement among team players regarding the issue
 - He feels insecure in his role as a new member of the team.
 - There are very few team members whom he currently wants to befriend
21. Individuals are likely to conform to the responses of other group members if they _____ already publically committed themselves to their own personal response and if they know that others in the group _____ observe their own personal response
- Have; will
 - Have; will not
 - Have not; will
 - Have not; will not
22. Frans avoids talking with food in his mouth because he knows others think it is socially inappropriate. This best illustrates the impact of
- The just-world phenomenon
 - The mere exposure effect
 - Social facilitation.
 - Norms
23. A culture that promotes individualism is most likely to encourage
- nonconformity
 - ingroup bias
 - groupthink
 - superordinate goals
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24. In Milgram's obedience experiments, "teachers" were most likely to deliver high levels of shock when
- The experimenter was perceived to be an ordinary college student like themselves
 - The "learner" was placed in a different room from the "teacher"
 - They saw that other "learners" disobeyed the experimenter.
 - They saw how "learners" who disobeyed the experimenter were punished
25. In 1942, German reserve police officers obeyed orders to kill some 1500 Jews in the village of Jozefow, Poland. This incident illustrated that people are most likely to be destructively obedient when
- They fail to realize their actions are morally wrong.
 - Their victims are distant and depersonalized
 - They perceive their orders to come from legitimate authority figures
 - They derive personal satisfaction from destructive acts
26. The impact of the foot in the door phenomenon is most clearly illustrated by
- Wesley Autrey's heroic rescue of a stranger at a New York subway station
 - President John F. Kennedy's ill-fated decision to invade Cuba
 - The tragic murder of Kitty Genovese just outside her New York apartment
 - The destructive obedience of participants in the Milgram experiments
27. Those who assert their freedom by refusing to yield to conformity pressures best illustrate
- The foot in the door phenomenon
 - Mirror-image perceptions
 - The chameleon effect
 - Personal control
28. Anton is the only juror to favor acquittal of the defendant in the murder trial. To influence the majority he should
- Express some uncertainty about his position
 - Be self-confident and consistent in expressing his viewpoint
 - Be the last member to speak and present his argument as briefly as possible
 - Address his arguments specifically to the member of the majority who seems most disagreeable
29. To study social facilitation, Norman Triplett observed adolescents while they were
- Judging the lengths of lines
 - Winding fishing reels
 - Crossing a swaying footbridge.
 - Playing violent video games
30. On which of the following tasks would the presence of others be MOST likely to lead to improved performance?
- Reciting the months of the year in alphabetical order
 - Learning foreign language words
 - Counting backward from 10 to 1
 - Learning nonsense syllables
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31. Social loafing has been found to be especially common among
- Women in cultures that value collectivism
 - Women in cultures that value individualism
 - Men in cultures that value collectivism
 - Men in cultures that value individualism.
32. Social loafing is MOST likely to occur among
- Audience members who are asked to clap after a speaker is introduced
 - Factory workers paid on the basis of individual level of productivity
 - A group of runners competing for first place in a race
 - Students who are each assigned a different topic for their course term papers
33. Deindividuation refers to
- Lack of critical thinking due to a strong desire for social harmony within a group
 - The tendency to overestimate the impact of personal dispositions on another's behavior
 - A loss of self-awareness and self-restraint in group situations that foster arousal and anonymity
 - The enhancement of a group's prevailing attitudes through group discussion
34. When female students were dressed in white hoods they delivered twice as much electric shock to a victim. This finding is best explained in terms of
- Social facilitation
 - Groupthink
 - Deindividuation
 - Ingroup bias
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 Discussion questions:

1. What is the fundamental attribution error? Define it. How does society do this? Are we as humans capable of succumbing to this? Describe a time in history or your own life when you did this. Is everyone capable of fundamental attribution error?



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2. Describe what food in the door phenomenon is, have you experienced this? When during history has this occurred? Give one example of when in history this occurred

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3. What is conformity? How did the Germans during World War 2 conform to Hitler's standards?
 - a. How do you as the individual conform to group's desires etc., to simply "fit in?" What is group think? Is this a by-product of conformity?
 - i. How has the U.S government been guilty of groupthink? Give an example.

Study guide Chapter 12

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- b. Ingroup bias
- c. Groupthink
- d. Superordinate goals

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- b. Women in cultures that value individualism
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- d. Men in cultures that value individualism

Social loafing is **MOST** likely to occur among

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