Multiple Choice

Identify the letter of the choice that best completes the statement or answers the question.

1. The topics of aggression, altruism, conformity, and attitudes are most likely to be studied by a psychologist.
   a. structural
   b. attributional
   c. social
   d. clinical

2. Which of the following research questions is most likely to be studied by a social psychologist?
   a. How is reinforcement related to the speed with which one acquires a new behavior?
   b. What are the factors that make people likely to conform to the behavior of others?
   c. What is the relationship between heredity and intelligence?
   d. What role does stress play in the onset of psychological disorders?

3. Your unique ideas about how a college class should be run, what a typical straight "A" student is like, and how a typical professor will act are all examples of
   a. prejudices
   b. attitudes
   c. attributions
   d. social schemas

4. Organized clusters of ideas about categories of social events and people are referred to as
   a. attributions
   b. illusory correlations
   c. covariation inferences
   d. social schemas

5. Widely held beliefs about groups of people based on their group membership define
   a. cognitive structuring
   b. cultural direction
   c. stereotypes
   d. schematizing

6. The illusory correlation effect occurs when we
   a. incorrectly assume that one social trait is the cause of another, simply because we have observed that they are correlated
   b. are motivated to accurately estimate the frequency with which some pattern of social traits occurs
   c. see correlations between social traits that really aren't there, because our expectations distort our memories
   d. fail to see true correlations between social traits, because our expectations distort our memories
7. John observed Gracie, an executive for a large accounting firm, behave in an aggressive and pushy manner with her subordinates. John now believes that most women executives are basically aggressive and pushy with their subordinates. John's overestimation of the relationship between women executives and the social traits of "pushy" and "aggressive" is referred to as a(n)
   a. illusory correlation
   b. contravened stereotype
   c. heuristic overbias
   d. self-serving attribution

8. A group that one belongs to and identifies with is known as a(n)
   a. stereotype
   b. social schema
   c. outgroup
   d. ingroup

9. The inferences that people draw about the causes of events, others' behavior, and their own behavior are called
   a. prejudices
   b. attitudes
   c. attributions
   d. social schemas

10. What is the main reason we tend to make attributions about the causes of events, others' behavior, and our own behavior?
    a. We have a strong need to understand our experiences.
    b. Attribution-making was selected for at some point in our ancestral past.
    c. We have an unconscious urge to psychoanalyze the behavior of others.
    d. Having access to information about others tends to fulfill our need for power.

11. A father suggests that his son's low marks in school are due to the child's laziness. The father has made an
    a. external
    b. distinctive
    c. internal
    d. situational attribution.

12. Celine just heard that her neighbor, Rodney, was involved in an automobile accident. If Celine concludes that Rodney's children distracted him for a few seconds, and that was the reason for the accident, she has
    a. made an external attribution
    b. made an internal attribution
    c. made the fundamental attribution error
    d. been influenced by an illusory correlation

13. An actor's behavior being the same over time and across situations defines the covariation information referred to as
    a. consistency
    b. convergence
    c. consensus
    d. criterial
14. A person responding uniquely to someone or something defines the item of covariation information referred to as
   a. distinctiveness
   b. divergence
   c. disjunctiveness
   d. criterial

15. According to Kelley's theory of attribution, the dimension of consistency refers to whether
   a. the cause of a behavior is internal or external
   b. an actor's behavior in a situation is the same over time
   c. a person's behavior is unique to the specific entity that is the target of the person's actions
   d. other people in the same situation tend to respond similarly to each other

16. In Kelley's attributional model, the dimension of consensus refers to whether
   a. the cause of a behavior is internal or external
   b. an actor's behavior in a situation is the same over time
   c. a person's behavior is unique to the specific entity that is the target of the person's actions
   d. other people in the same situation tend to respond like the actor

17. Laura is afraid of bees. In fact, Laura is afraid of all insects. Laura's fear of bees is a case where there is
   a. high distinctiveness
   b. low distinctiveness
   c. high consensus
   d. low consensus

18. Martin just adores the newest album by the Space Invaders. So do all his friends. Martin's adoration of the
    new album is a case where there is
   a. high distinctiveness
   b. low distinctiveness
   c. high consensus
   d. low consensus

19. Janet went out of her way this morning to give you a ride to school. To evaluate the consistency of Janet's
    behavior, you need to think about her past helpfulness toward _________; to evaluate the distinctiveness of
    Janet's behavior, you need to think about her past helpfulness toward _________.
   a. a specific other person; you
   b. you; others in general
   c. a specific other person; others in general
   d. others in general; you

20. Mark tells you he dislikes his economics professor. If you know that Mark has disliked the professor since
    the beginning of the semester, that the other students generally like the professor, and that Mark dislikes all
    of his professors, you will probably make a(n) _________ attribution about Mark's behavior.
   a. positive
   b. objective
   c. internal
   d. external

21. According to Kelley, a behavior is most likely to be attributed to situational factors under conditions of
   a. high consistency, high distinctiveness, and high consensus
   b. high consistency, low distinctiveness, and low consensus
   c. low consistency, low distinctiveness, and low consensus
   d. low consistency, low distinctiveness, and high consensus
22. You've just been awarded a full scholarship for next year, which you perceive as confirmation of your superior intellectual ability. According to Weiner's model, you are making an attribution about your success.
   a. internal-stable
   b. internal-unstable
   c. external-stable
   d. external-unstable

23. The fundamental attribution error refers to the tendency of
   a. observers to favor external attributions in explaining the behavior of others
   b. observers to favor internal attributions in explaining the behavior of others
   c. actors to favor external attributions in explaining the behavior of others
   d. actors to favor internal attributions in explaining the behavior of others

24. According to the fundamental attribution error, actors tend to attribute their own behavior to factors, and observers tend to attribute the behavior of others to factors.
   a. personal; personal
   b. personal; situational
   c. situational; personal
   d. situational; situational

25. If you tend to overemphasize internal characteristics in explaining the behavior of others, you are evidencing the.
   a. false consensus effect
   b. situational attributional tendency
   c. self-serving bias
   d. fundamental attribution error

26. According to the notion of defensive attribution, we tend to explain the setbacks that befall other people terms of causes.
   a. internal
   b. external
   c. stable
   d. defensive

27. Attributing one's successes to dispositional factors and one's failures to situational factors is referred to as
   a. the fundamental attribution error
   b. a self-serving bias
   c. the actor-observer bias
   d. a self-enhancing strategy

28. You are likely to attribute your own failing grade on a test to; your roommate is more likely to attribute your failing grade to .
   a. an unfair test; your poor study habits
   b. your poor study habits; an unfair test
   c. a poor teacher; an unfair test
   d. your own stupidity; a poor teacher

29. Carisa was born and raised in Peru; Olga was born and raised in the Netherlands. Based on evidence from cross-cultural studies comparing individualistic and collectivist cultures, Carisa is likely to be
   a. more prone to the fundamental attribution error
   b. less likely to experience cognitive dissonance
   c. more likely to experience cognitive dissonance
   d. less prone to the fundamental attribution error
30. Putting group goals ahead of personal goals and defining one's identity in terms of the groups one belongs to is called
   a. collectivism
   b. functionalism
   c. individualism
   d. attributionism

31. Putting personal goals ahead of group goals and defining one's identity in terms of personal attributes is referred to as
   a. hedonism
   b. dispositional attributional bias
   c. egocentrism
   d. individualism

32. Individuals from Western societies are more likely to evidence a(n) ________ in their causal attributions relative to individuals from non-Western societies.
   a. self-serving bias
   b. self-effacing bias
   c. actor-observer bias
   d. fundamental attribution error

33. Which of the following factors is not one that influences a person's initial attraction to someone else?
   a. similarity
   b. reciprocity
   c. attributional style
   d. physical attractiveness

34. Research has shown that initial attraction
   a. to someone is minimally influenced by that person's physical attractiveness
   b. is greatly influenced by that person's physical attractiveness
   c. is more influenced by personality similarity than by physical attractiveness
   d. is greatly influenced by perceived intellectual similarity

35. The idea that males and females of approximately equal physical attractiveness are likely to select each other as partners refers to the
   a. matching hypothesis
   b. propinquity hypothesis
   c. attitude-behavior consistency principle
   d. attributional outcome principle

36. Which of the following statements is true concerning attitudes?
   a. People are more likely to be attracted to someone with dissimilar attitudes: "Opposites attract."
   b. People are more likely to be attracted to someone with similar attitudes: "Birds of a feather flock together."
   c. People are equally likely to be attracted to people with similar and dissimilar attitudes.
   d. People are not attracted to others based on their attitudes because attitudes and attraction are independent.

37. The fact that we tend to like people who like us illustrates which of the following principles involved in interpersonal attraction?
   a. equity
   b. reification
   c. dyadic interaction
   d. reciprocity
38. Which of the following statements regarding the reciprocity effect in romantic relationships is not accurate?
   a. Relationships are more likely to persist when partners idealize each other.
   b. An accurate view of one's partner is the best foundation for a satisfying relationship.
   c. Most people view their partners more favorably than the partners view themselves.
   d. Individuals' perceptions of their romantic partners seem to reflect their ideals for a partner more than reality.

39. A complete absorption in another that includes tender sexual feelings and the agony and ecstasy of intense emotion is called ________ love.
   a. passionate
   b. sexual
   c. platonic
   d. lustful

40. Joe has been calling Jill each evening and talking with her everyday at lunch, but now he is deeply despondent because she is out of town. Joe is in the throws of
   a. companionate love
   b. sexual infatuation
   c. communal love
   d. passionate love

41. Whenever Scott sees Diana he can feel his heart start to pound with excitement. Even though Scott and Diana have only dated a few times, Scott often becomes jealous when Diana talks to other men. He also finds he can't get her out of his mind when they are apart. According to Hatfield and Berscheid, Scott is experiencing ________ love.
   a. passionate
   b. companionate
   c. consummate
   d. reciprocal

42. According to Sternberg (1988), companionate love can be subdivided into
   a. friendship and sexuality
   b. sexuality and commitment
   c. commitment and intimacy
   d. intimacy and friendship

43. The element of intimacy in Sternberg's triangular view of love is defined by
   a. feelings of closeness and warmth in a relationship
   b. sexual feelings for the other person
   c. feelings of infatuation for the other person
   d. all of these things

44. According to Sternberg, long-term, older relationships are dominated by
   a. passion and romantic love
   b. commitment and passion
   c. commitment and intimacy
   d. fatuous and companionate love

45. In Sternberg's triangular theory of love, ________ refers to an intention to maintain a relationship in spite of the difficulties and costs that may arise.
   a. commitment
   b. passion
   c. consummation
   d. secureness
46. According to Hazan and Shaver's model of infant attachment and romantic love, adults with which of the following attachment styles are most likely to have satisfying, interdependent, and long-lasting relationships?
   a. secure
   b. insecure
   c. avoidant
   d. anxious-ambivalent

47. According to Hazan and Shaver's model of infant attachment and romantic love, adults with which of the following attachment styles are most likely to report more intense emotional highs and lows in their romantic relationships?
   a. secure
   b. insecure
   c. avoidant
   d. anxious-ambivalent

48. According to Hazan and Shaver's model of infant attachment and romantic love, adults with which of the following attachment styles are most likely to feel negative about their relationships after dealing with conflict?
   a. secure
   b. insecure
   c. avoidant
   d. anxious-ambivalent

49. Which of the following factors is likely to be the most important for a female seeking a prospective mate?
   a. social status
   b. youthfulness
   c. physical strength
   d. physical attractiveness

50. Which of the following factors is likely to be the most important for a male seeking a prospective mate?
   a. ambition
   b. social status
   c. financial resources
   d. physical attractiveness

51. Love as the basis for marriage is
   a. unique to the United States
   b. a product of Asian collectivism
   c. virtually universal across all cultures
   d. an 18th-century invention of Western culture

52. Marriages arranged by families and other go-betweens remain common in cultures high in
   a. individualism
   b. collectivism
   c. self-perception
   d. self-monitoring

53. Which of the following is not one of the major components of an attitude?
   a. beliefs that one holds about the object of an attitude
   b. emotional feelings stimulated by an object of thought
   c. genetic tendencies toward specific biases
   d. predispositions to act in certain ways
54. Virginia has a favorable attitude toward aerobics and working out. Just the thought of her daily workout is enough to make Virginia feel good, and she finds that when she is at the gym she feels much more relaxed and much less stressed. These emotional responses form part of the ________ component of Virginia's attitude toward working out.
   a. cognitive
   b. behavioral
   c. physiological
   d. affective

55. Eric has a favorable attitude toward the "Twisted Lizards" rock band. He buys every CD they release, as soon as it is available. He also has both of the band's music videos, and he has been to six of the band's live concerts. These actions form part of the ________ component of Eric's attitude toward the "Twisted Lizards."
   a. affective
   b. behavioral
   c. cognitive
   d. physiological

56. Which of the following is not considered one of the basic elements of the persuasion process?
   a. source
   b. receiver
   c. channel
   d. intensity

57. Persuasion is most likely to be successful when the source of the persuasive communication
   a. is perceived as trustworthy
   b. will personally benefit from changing the receiver's attitudes
   c. is perceived as highly ingratiating
   d. is highly dissimilar to the receiver

58. Which of the following statements regarding the effectiveness of two-sided arguments is accurate?
   a. Presenting a two-sided argument often confuses the receiver and decreases a source's persuasiveness.
   b. Two-sided arguments should be avoided, since the receiver shouldn't be informed that there is an alternative to the source's view.
   c. Overall, two-sided arguments tend to be more effective than one-sided arguments.
   d. Two-sided arguments tend to be effective with women, but not with men.

59. If you are trying to persuade others to your point of view on AIDS research, you would be wise to
   a. give only a one-sided, fear-invoking argument
   b. stress only the personal threat of getting AIDS
   c. give a two-sided argument, arouse fear, and offer a solution
   d. emphasize arguments directed at the opposing view

60. Fear arousal is likely to be an effective persuasive tactic
   a. as long as the negative consequences to be avoided are perceived as fairly unlikely
   b. as long as the receiver thinks the source's advice is reasonable
   c. with people who are familiar with both sides of the issue
   d. if the negative consequences are extremely unpleasant, fairly probable if the receivers don't follow the source's advice, and avoidable if they do
61. Which of the following factors is (are) associated with one being resistant to a persuasive attempt?
   a. believing in a just world
   b. high self-monitoring
   c. forewarning
   d. all of these factors

62. Classical conditioning could account for the formation of the ________ component of an attitude.
   a. cognitive
   b. affective
   c. behavioral
   d. perceptual

63. A recent anti-smoking campaign on television showed graphic images of the internal effects of smoking. Twelve-year-old Kandice has seen a number of these ads, and they made her feel nauseated. Now she finds that she has developed an unfavorable attitude toward smoking. In this case, Kandice's attitude appears to have developed as a result of
   a. observational learning
   b. operant conditioning
   c. cognitive dissonance
   d. classical conditioning

64. If Matthew's mother praises his "good sense" every time he says that money is important, then Matthew's attitude will be strengthened by
   a. observational learning
   b. classical conditioning
   c. reinforcement
   d. punishment

65. Rodney has an unfavorable attitude toward his astronomy professor. In explaining Rodney's attitude, a psychologist who took an operant conditioning perspective would consider
   a. the astronomy professor's personality and general attitude toward Rodney
   b. how other students in the class feel about this particular professor
   c. Rodney's history of reinforcement and punishment in dealing with his astronomy professor
   d. how Rodney feels about his other professors

66. Matthew often hears his parents discussing the importance of making lots of money. Eventually, Matthew himself begins to value a high income. Matthew's attitude about money was acquired through
   a. observational learning
   b. classical conditioning
   c. reinforcement
   d. punishment

67. Cognitive dissonance
   a. is a state of tension produced when related cognitions are inconsistent
   b. is a feeling of discomfort experienced by receivers of persuasive communications
   c. is a feeling of guilt produced by engaging in counterattitudinal behavior
   d. occurs only when cognitions are unrelated to each other

68. In the study by Festinger and Carlsmith (1959), subjects who were paid $1 for "lying" exhibited ________ attitude change; subjects who were paid $20 for "lying" exhibited ________ attitude change.
   a. much; little
   b. much; much
   c. little; much
   d. little; little
69. Cognitive dissonance theory accounts for Festinger and Carlsmith's (1959) results by proposing that subjects paid
   a. $1 to "lie" felt little cognitive dissonance
   b. $1 to "lie" had sufficient justification for their counterattitudinal behavior
   c. $20 to "lie" felt high cognitive dissonance
   d. $20 to "lie" had sufficient justification for their counterattitudinal behavior and experienced little dissonance

70. Elliot Aronson views inconsistency as the key to dissonance, but maintains that it is inconsistency between one's _______ and one's _______ that motivates dissonance.
   a. emotions; behavior
   b. self-concept; behavior
   c. behavior; attributions
   d. self-concept; unconscious urges

71. Which of the following theories proposes that we often infer our attitudes from observations of our own behavior?
   a. cognitive dissonance theory
   b. learning theory
   c. balance theory
   d. self-perception theory

72. John notices he's been eating carrots a lot lately. From this John infers that he must like carrots. John's positive attitude toward carrots can be explained by
   a. attribution theory
   b. the actor-observer bias
   c. self-perception theory
   d. the lens model of attitude-behavior relationships

73. The makers of the new Adobe automobile are sick and tired of TV commercials that rely on images of sex and life in the fast lane to sell cars. Besides, they believe that if their commercials simply present the true facts about why their car is the best on the market, potential buyers are more likely to develop a long-lasting preference for the Adobe. According to the elaboration likelihood model, this approach exemplifies the _______ route to persuasion.
   a. central
   b. peripheral
   c. autonomic
   d. somatic

74. If you are attempting to persuade someone to purchase your soft drinks, according to the elaboration likelihood model it would be best to use the
   a. central route
   b. peripheral route
   c. tertiary route
   d. reified route

75. According to the elaboration likelihood model, messages that focus on the _______ are more likely to produce lasting attitude change.
   a. primary path
   b. parasympathetic route
   c. central route
   d. generic path
76. Maureen was trying to decide which one of two national brand computers to buy. She was pretty well set on buying the "Brand A" computer when one of her friends mentioned that Kevin Costner did commercials endorsing "Brand B." Maureen decides to buy the "Brand B" computer, based on the assumption that Kevin Costner wouldn't endorse anything that wasn't top quality. In this instance, Maureen has reached her decision using
   a. a self-serving route to persuasion
   b. the peripheral route to persuasion
   c. the cognitive dissonance model of persuasion
   d. the central route to persuasion

77. Yielding to real or imagined social pressure defines which of the following terms?
   a. cognitive dissonance
   b. obedience
   c. groupthink
   d. conformity

78. In Asch's studies of conformity, subjects
   a. were ordered to deliver painful electric shocks to a stranger
   b. became the recipients of painful electric shocks delivered by an experimental accomplice
   c. indicated which of three lines matched a "standard line" in length
   d. were ordered to give consistently wrong answers to simple questions

79. In Asch's studies, __________ were found to be the key determinants of conformity.
   a. group size and the subjects' intelligence
   b. the group leader's personality and group unanimity
   c. task difficulty and group size
   d. group size and group unanimity

80. Asch found that group size made little difference if
   a. the task was easy
   b. just one accomplice failed to go along with the rest of the group
   c. the experimenter ridiculed the group's wrong answers
   d. the task was difficult

81. In his studies on conformity, Asch found that if a group of persons espouses an opinion contradictory to one's own opinion, one is most likely to
   a. voice the group's opinion
   b. echo the opinion of the nearest group member
   c. voice one's own opinion, even though it's contradictory
   d. show mild symptoms of learned helplessness

82. Obedience is a form of compliance in which people change their behavior in response to
   a. direct commands
   b. implied pressure
   c. requests from others
   d. persuasive communications

83. In Milgram's (1963) study of obedience, subjects
   a. were ordered to deliver painful electric shocks to a stranger
   b. became the recipients of painful electric shocks delivered by an experimental accomplice
   c. indicated which of three lines matched a "standard line" in length
   d. were ordered to give consistently wrong answers to simple questions
84. In Milgram's (1963) study, what percentage of the subjects fully obeyed the experimenter?
   a. 5 percent  
   b. 35 percent  
   c. 65 percent  
   d. 95 percent

85. In Milgram's research on obedience, the "teacher" routinely
   a. resisted the authority figure  
   b. obeyed the authority figure  
   c. resisted the authority figure, but obeyed the confederate  
   d. resisted the authority figure when the learner appeared to be injured

86. As Milgram studied factors affecting obedience to the research authority, the only factor which seemed to markedly reduce obedience was
   a. agreement of other "teachers" with the directions of the researcher  
   b. moving the research away from the university to rundown quarters  
   c. other "teachers" defying the experimenter and supporting subject objections  
   d. no variable was found that greatly reduced obedience

87. Maria is driving along her normal route to work when a police officer stops her and directs her to take a different route. She is not sure why she has to take the detour, but she does what the police officer tells her to do. The process that best explains Maria's actions in this instance is
   a. conformity  
   b. obedience  
   c. ingratiating  
   d. reciprocity

88. Milgram's study was criticized on
   a. the grounds that the results wouldn't generalize to the real world  
   b. the grounds that subjects were exposed to extensive deception  
   c. the grounds that subjects had to face some disturbing truths about themselves  
   d. all of these grounds

89. A recent review of 133 conformity studies drawn from 17 countries found higher levels of conformity in
   a. collectivistic; individualistic  
   b. individualistic; collectivistic  
   c. Western; non-Western  
   d. Western; Asian

90. Which of the following statements about cross-cultural variations in conformity and obedience is not accurate?
   a. Results of Milgram's experiment have been fairly consistent across different cultures.  
   b. In some replications of Milgram's study conducted in other cultures, obedience rates of over 80 percent have occurred.  
   c. Replications of the Asch experiment have found higher levels of conformity in individualistic cultures than in collectivistic cultures.  
   d. All of these statements are accurate.

91. According to social psychologists, a group
   a. exists whenever two or more people are in spatial proximity to each other  
   b. consists of three or more people who interact on a regular basis  
   c. consists of two or more people who interact and are interdependent  
   d. will not affect the behavior of its members
92. Which of the following meet(s) the definition of a group?
   a. all single mothers in the United States
   b. the members of the Yearbook Club
   c. people traveling together on a city bus
   d. all of these could meet the definition

93. The "bystander effect" is the finding that
   a. the probability that a witness to an emergency will help increases as the number of
      bystanders increases
   b. a group of witnesses to an emergency will all tend to cooperate to provide help
   c. the probability that a witness to an emergency will help decreases as the number of
      bystanders increases
   d. bystanders' willingness to help depends on the seriousness of the emergency

94. Evidence from numerous studies of the bystander effect suggests that
   a. it is a widespread phenomenon
   b. it is limited to contrived laboratory situations
   c. it occurs only in urban ghetto areas
   d. there is much truth to the old saying that "there is safety in numbers"

95. The bystander effect should be strongest in
   a. a large group when need for help is ambiguous
   b. a large group when need for help is unambiguous
   c. a smaller group when need for help is ambiguous
   d. a smaller group when need for help is unambiguous

96. Diffusion of responsibility refers to the
   a. tendency of others to assume that someone else will take responsibility in a crisis
   b. basis for performing prosocial behavior
   c. halo effect in aggression
   d. loss of identity one experiences in mob violence/aggression

97. Jeff, Greg, Dan, and Ray all watched as the building across the street burned to the ground. They kept
    waiting for the fire trucks to show up, even though none of them had called 911. In this case, the fact that
    none of the four friends phoned to report the fire illustrates the phenomenon known as
   a. social loafing
   b. a self-fulfilling prophecy
   c. group polarization
   d. the bystander effect

98. Individuals' productivity typically
   a. declines; reduced efficiency due to the loss of coordination among group members' efforts
   b. declines; positive reinforcement from other group members for reduced productivity
   c. increases; concern about being observed and evaluated by other group members
   d. increases; commitment to the group's goals

99. Which of the following is generally not considered a factor in explaining why individuals' performance in
    groups declines?
   a. loss of coordination between members
   b. social loafing
   c. unequal numbers of male and female members
   d. duplication of effort by group members
100. The reduction in effort by individuals when they work in groups is referred to as
   a. bystander apathy
   b. diffusion of responsibility
   c. extroverted effort
   d. social loafing

101. When Stoner (1961) compared the average decision of a group's members against their group decision
   generated through group discussion, he found that
   a. group members ignored the discussion and maintained their original decision
   b. individuals arrived at riskier decisions than groups
   c. groups arrived at riskier decisions than individuals
   d. the longer the discussion continued, the riskier the group's decisions

102. The group polarization effect implies that
   a. when most of the group members initially favor a cautious decision, discussion will cause the group to adopt an even more cautious decision
   b. the gap between two opposing factions will be narrowed after group discussion
   c. when most of the group members initially favor a cautious decision, discussion will cause the group to adopt a risky decision
   d. group decisions will always be better than individual decisions

103. Censoring dissent, pressuring to conform, omitting contradictory evidence, and polarizing ingroup and
    outgroup are basic features of which of the following?
   a. social loafing
   b. group polarization
   c. social diffusion
   d. groupthink

104. Which of the following statements regarding group decision making is not accurate?
   a. Groupthink seems to promote incomplete gathering of information.
   b. Groups tend to focus on information that is unique to the individual members.
   c. Groups have a tendency to emphasize information that the members already share.
   d. Sound decision making depends on group members combining their information effectively.

105. Group cohesiveness refers to the
   a. degree to which group members agree about an issue
   b. strength of the liking relationships linking group members to each other and to the group itself
   c. extent of polarization that occurs after group discussion
   d. tendency of groups to make more cautious decisions than individuals

106. Psychology is committed to the reliance on systematic observation through research, to arrive at conclusions. That is, psychology is committed to
   a. empiricism
   b. objectivity
   c. subjectivity
   d. functionalism

107. Which of the following behaviors is likely to be variable across cultures?
   a. attitudes about conformity
   b. the tendency to obey authority figures
   c. the role of love in mating relationships
   d. all of these behaviors
108. Which of the following are potential sources of subjectivity in our perceptions of ourselves and others?
   a. the impact of their physical appearance
   b. our social schemas
   c. pressure to conform
   d. all of these factors

109. Prejudice
   a. refers to a negative attitude toward members of a group
   b. refers to unfair behavior toward the members of a group
   c. is the same thing as discrimination
   d. refers to all of these things

110. Prejudice is to discrimination as
   a. feeling is to thinking
   b. attitude is to action
   c. thought is to perception
   d. behavior is to motive

111. A man who believes that "women just don't make good leaders" may dwell on his female supervisor's mistakes and quickly forget about her achievements. This scenario illustrates which of the following concepts?
   a. defensive attribution
   b. the illusory correlation effect
   c. the fundamental attribution error
   d. the bystander effect

112. The fundamental attribution error leads observers to attribute the crime and poverty of urban ethnic neighborhoods to the
   a. personal qualities of the residents
   b. job discrimination experienced by the residents
   c. poor police protection in such areas
   d. crowded living conditions in these neighborhoods

113. After repeatedly hearing her parents say that "all fat people are slobs," Cindy begins to express the same belief. In this case, Cindy's prejudice against fat people was acquired due to
   a. observational learning
   b. classical conditioning
   c. reinforcement
   d. punishment

114. Which of the following is not characteristic of ethnocentric thinking?
   a. a tendency to evaluate outgroup members less favorably than ingroup members
   b. a tendency to overestimate the similarity of outgroup members
   c. a tendency to think simplistically about outgroups
   d. a tendency to evaluate people in an outgroup from the perspective of a member of that outgroup

115. Which of the following social influence techniques involves getting people to agree to a small request to increase the chances that they will agree to a larger request later?
   a. lowball technique
   b. highball technique
   c. reciprocity norm
   d. foot-in-the-door technique
116. A car dealer may offer a customer a terrific deal on a car, but once the customer commits to buying the car, the dealer reveals that there are some hidden costs. This approach illustrates which of the following social influence techniques?
   a. feigned scarcity
   b. lowball technique
   c. foot-in-the-door technique
   d. reciprocity norm

117. Which of the following characteristics do we tend to attribute to physically attractive people?
   a. coldness
   b. friendliness
   c. unpleasantness
   d. low intelligence

118. Which of the following could be an example of the fundamental attribution error?
   a. Ralph described himself as a failure.
   b. Ralph thought that the reason he failed was that he was sick that day.
   c. Jayne said Ralph failed because the test was unfair.
   d. Sue explained Ralph's failure in terms of his incompetence and laziness.

119. Subjects in Group A are paid $1 for engaging in a dull task. Subjects in Group B are paid $20 for the same task. Which theory would predict that Group A subjects would enjoy the task more?
   a. balance
   b. cognitive dissonance
   c. self-perception
   d. observational learning
MULTIPLE CHOICE

1. C
2. B
3. D
4. D
5. C
6. C
7. A
8. D
9. C
10. A
11. C
12. A
13. A
14. A
15. B
16. D
17. B
18. C
19. B
20. C
21. A
22. A
23. B
24. C
25. D
26. A
27. B
28. A
29. D
30. A
31. D
32. A
33. C
34. B
35. A
36. B
37. D
38. B
39. A
40. D
41. A
42. C
43. A
44. C
45. A
46. A
47. D
48. D
49. A
50. D
51. D
52. B
53. C
54. D
55. B
56. D
57. A
58. C
59. C
60. D
61. C
62. B
63. D
64. C
65. C
66. A
67. A
68. A
69. D
70. B
71. D
72. C
73. A
74. B
75. C
76. B
77. D
78. C
79. D
80. B
81. A
82. A
83. A
84. C
85. B
86. C
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88. D
89. A
90. C
91. C
92. B
93. C
94. A
95. A
96. A
97. D
98. A
99. C
100. D
101. C
102. A
103. D
104. B
105. B
106. A
107. D
108. D
109. A
110. B
111. B
112. A
113. A
114. D
115. D
116. B
117. B
118. D
119. B