

SOCIAL PSYCHOLOGY

_____1) On his second date, Vinny confides in Meghan that he still loves to watch Power Rangers. She in turn confides in him that she loves PowerPuff Girls. The two young lovers will be brought closer together in the principle of attraction called _____

- A) De-individuation
- B) Proximity
- C) Self-disclosure
- D) Out group homogeneity
- E) Out group bias

_____2) When your boss at work encourages all of the employees to go along with his ideas without questions he is encouraging

- A) group polarization.
- B) group think.
- C) self-fulfilling prophecy.
- D) self-serving bias.
- E) deindividuation.

_____3) To reduce cognitive dissonance, people must

- A) change their behaviors or thoughts.
- B) completely leave the situation.
- C) improve their own self-esteem.
- D) admit to others that they are wrong.
- E) understand themselves better.

_____4) The _____ would predict that Theo is more likely to want to date Aneesa, who sits next to him each day in his psychology class, than Cara, who he sees once every other week at choir practice.

- A) rule of self-disclosure
- B) cognitive dissonance theory
- C) principle of closure
- D) principle of proximity
- E) theory of social reality

_____5) Stanley Milgram was studying _____ in his famous studies at Yale University.

- A) memory and learning
- B) morality
- C) conformity
- D) obedience to authority
- E) bystander effect

_____ 6) _____ refers to a learned negative attitude toward a person based on that person's membership in a particular group.

- A) Normative justice
- B) The Asch effect
- C) Conformity
- D) Discrimination
- E) Prejudice

_____ 7) The key components of love, according to Robert Sternberg, are

- A) peace, love, and understanding.
- B) physical attraction, mutual concern, and compromise.
- C) passion, intimacy, and commitment.
- D) romance, kindness, and honesty.
- E) shared values, sense of humor, and selflessness.

_____ 8) _____ refers to the state of conflict someone experiences after making a decision that is contrary to his or her prior beliefs, feelings, or values.

- A) The Pygmalion effect
- B) Closure
- C) Cognitive dissonance
- D) The self-fulfilling prophecy
- E) The fundamental attribution error

_____ 9) A lesson from Janis' research on "group think" following the Cuban Missile Crisis and more recently on the US invasion of Iraq in 2003 is that

- A) Unanimity is important
- B) Small groups function better than large groups
- C) Groups function well under pressure
- D) It is important for people to dissent
- E) Homogenous groups come to better decisions than diverse groups

_____ 10) Conflict between the groups of campers in the Robber's Cave Experiment was reduced by

- A) showing movies featuring hostile role models.
- B) competitive games.
- C) encouraging a superordinate goal
- D) putting a particularly aggressive boy in charge of each group.
- E) punishing aggressive boys.

_____ 11) You are working on a group project in class with four other people, it turns out that yourself and one other person is the only person doing any work. What best explains why the other two members of your group are not working?

- A) scapegoating
- B) deindividuation

- C) social loafing
- D) social facilitation
- E) self-serving bias

_____ **12) Glinda does not believe in divorce, even though her husband is mean to her and treats her badly, she makes excuses for his behavior and tells everyone he is really a 'good guy'. What idea may explain Glinda's behavior.**

- A) prejudice
- B) discrimination
- C) cognitive dissonance
- D) a self-serving bias
- E) scapegoating

_____ **13) The tendency to develop a positive attitude toward a product that has been advertised repeatedly in the media is referred to as**

- (A) impression management
- (B) the Purkinje shift
- (C) the mere-exposure effect
- (D) reaction formation
- (E) subliminal suggestion

_____ **14) Prejudice is a(n) _____, while discrimination is a(n) _____.**

- A) stimulus; response
- B) behavior; attitude
- C) choice; ethic
- D) instinct; choice
- E) attitude; behavior

_____ **15) The fact that many Americans do not approve of public nudity yet in many parts of the world nude beaches is common place is most likely due to the difference in**

- A) social norms.
- B) mutual interdependence.
- C) cognitive dissonance.
- D) social reality.
- E) social loafing.

_____ **16) If Calvin is merely average in terms of his looks, he may not ask the gorgeous Giselle to go on a date with him, because he believes that he will be rejected or that eventually the relationship would not work out. Thus, the _____ affected Calvin's decision to not ask Giselle to go out with him.**

- A) Asch effect
- B) fundamental attribution error
- C) principle of proximity

- D) expectancy-value theory
- E) diffusion of responsibility theory

_____ 17) **The Asch Effect is also known as the classic illustration of**

- A) conformity.
- B) intelligence.
- C) confusion.
- D) diffusion of responsibility.
- E) obeying authority.

_____ 18) **Faye believes victims of natural disasters are foolish and deserve what they get. Because in this day and age with the available technology, there should be no victims. Instead, the victims are often at fault and should have recognized that a disaster was imminent. Faye is demonstrating**

- A) False consensus effect
- B) Self-fulfilling prophecy
- C) Self-serving Bias
- D) Just World Bias
- E) Matching Hypothesis

_____ 19) **Jason is from Chicago, he finds however that when he travels to the South for an extended period he takes on a slight southern accent in his voice. This tendency to mimic and become like others is known as**

- A) social norms.
- B) the chameleon effect.
- C) schemas.
- D) scripts.
- E) situationism.

_____ 20) **An important lesson learned from the Stanford's Prison Experiment is**

- A) that prisoners tend to become violent.
- B) that stress can be prevented with relaxation.
- C) that criminals are difficult to detect.
- D) how stressful situations can rapidly affect personality.
- E) how passive prison guards can become.

_____ 21) **People with a self-serving bias attribute their success to _____ factors and their failures to _____ factors.**

- A) internal; external
- B) situational; dispositional
- C) prejudicial; discriminatory
- D) normative; informative
- E) informative; normative

_____ 22) **In Milgram's study, about what proportion of the teachers gave the maximum shock?**

- A) nearly all
- B) about two-thirds
- C) about 25%
- D) about 10%
- E) about 3%

_____ **23) When people of various races are playing on the same soccer team, they are involved in**

- A) mutual conformity.
- B) equal status contact.
- C) contextual ambiguity.
- D) general adaptation syndrome.
- E) equal context conflict.

_____ **24) At the homecoming assembly at school, you take part in harassing the other grades in your school, and activity that you would not be likely to engage in by yourself. Which of the following best explains your behavior?**

- A) social facilitation
- B) self-serving bias
- C) deindividuation
- D) social loafing
- E) fundamental attribution error

_____ **25) When go along with a request from an authority figure without knowing who they are or what they represent, this is an example of**

- A) group think.
- B) social loafing.
- C) role playing.
- D) conformity.
- E) obedience.

_____ **26) Which of the following studies based on the Kitty Genovese murder, best illustrates people in ambiguous situations taking their cues from others?**

- A) those who disobeyed Milgram
- B) the majority of participants who expressed false judgments in the Asch experiments
- C) helpers who has CPR training
- D) the experiments in the Latane & Darley study of bystander intervention
- E) those who obeyed Milgram

_____ **27) A key implication of Stanley Milgram's research is that**

- A) the bystander effect occurs in vague conditions.
- B) discrimination is widespread across the U.S.
- C) conformity is limited to laboratory studies.
- D) the similarity principle can explain the authoritarian personality.

E) the power of the situation can induce an ordinary person to harm another.

____ **28) When one increases their performance while other people are watching they are demonstrating**

- A) deindividuation.
- B) social loafing.
- C) social facilitation.
- D) social interference.
- E) discrimination.

____ **29) Rhonda and Gilmer both live in Chicago and like riding bikes and reading poetry, which of the following theories of attraction would best explain why Rhonda and Gilmer may start dating?**

- A) attribution theory; similarity principle
- B) Asch effect; self-disclosure principle
- C) similarity principle; self-disclosure principle
- D) proximity principle; similarity principle
- E) oppositional theory; proximity principle

____ **30) In both the Robbers Cave experiment and Kelman's work in the Middle East, helping people to build a sense of mutual interdependence and a superordinate goal encouraged them to**

- A) become more creative.
- B) adopt new personality traits.
- C) punish those who had encouraged hostilities.
- D) become more aggressive.
- E) alter their perceptions of each other and be less aggressive