

~Unit 4 Study Guide: Social Psychology and Personality~

GetPsyched 🧠

4.1:

Multiple Choice Questions:

1. Sarah often attributes her friend's failures at work to his lack of motivation and laziness, rather than considering the demanding workload he faces. This is an example of:
 - a) Dispositional Attribution
 - b) Situational Attribution
 - c) Explanatory Style
 - d) Optimistic Explanatory Style
2. Tom tends to explain his professor's harsh grading as a reflection of her strict personality rather than considering the difficulty of the course material. Tom is exhibiting:
 - a) Actor-Observer Bias
 - b) Fundamental Attribution Error
 - c) Self-Serving Bias
 - d) External Locus of Control
3. After receiving a low grade on her project, Emily believes it's because her professor dislikes her, rather than acknowledging she may have misunderstood the assignment. This is an example of:
 - a) Pessimistic Explanatory Style
 - b) Optimistic Explanatory Style
 - c) Dispositional Attribution
 - d) Situational Attribution
4. Jake attributes his success in sports to his natural athleticism and hard work, but views his teammate's success as merely due to luck. Jake is displaying:
 - a) Self-Serving Bias
 - b) Actor-Observer Bias
 - c) Fundamental Attribution Error
 - d) Upward Social Comparison
5. When explaining why his team lost the game, Michael focuses on the referee's biased decisions rather than considering their own lack of preparation. Michael is making a:

- a) Situational Attribution
 - b) Dispositional Attribution
 - c) Self-Serving Bias
 - d) Social Comparison
6. Lisa believes that her good grades are a result of her intelligence and hard work, but attributes her poor grades to the difficulty of the exams. Lisa is demonstrating:
- a) Optimistic Explanatory Style
 - b) External Locus of Control
 - c) Actor-Observer Bias
 - d) Self-Serving Bias
7. John frequently attributes his failures at work to his lack of experience and the challenging nature of his projects. This is an example of:
- a) Dispositional Attribution
 - b) Situational Attribution
 - c) Mere Exposure Effect
 - d) Conformity
8. When explaining why his friend missed the party, David considers the heavy traffic and bad weather conditions rather than assuming his friend is unreliable. David is using:
- a) Self-Serving Bias
 - b) Actor-Observer Bias
 - c) Situational Attribution
 - d) Fundamental Attribution Error
9. Jane believes that people who are successful in their careers are simply lucky to be in the right place at the right time. Jane's belief reflects:
- a) External Locus of Control
 - b) Optimistic Explanatory Style
 - c) Upward Social Comparison
 - d) Dispositional Attribution
10. Mike attributes his friend's rude behavior at the party to his stressful job and recent personal problems, rather than assuming his friend is generally disrespectful. Mike is employing:
- a) Situational Attribution
 - b) Dispositional Attribution
 - c) Actor-Observer Bias
 - d) Conformity

Short Answer Questions:

1. Apply the concept of "Self-Serving Bias" to a scenario where someone explains their success in an exam as due to their own intelligence and preparation, but attributes their failure to a difficult question that was unfairly graded.
2. Describe a situation where the "Fundamental Attribution Error" might lead someone to misunderstand a colleague's behavior in a work setting.
3. Explain how "Optimistic Explanatory Style" could contribute to someone's resilience during a period of job rejections.

True or False Statements:

1. People with an internal locus of control believe that outcomes are largely influenced by external factors.
2. The Fundamental Attribution Error refers to the tendency to underestimate situational factors when explaining others' behavior.
3. Pessimistic Explanatory Style involves attributing negative outcomes to internal, stable factors.
4. The Mere Exposure Effect explains why people tend to prefer familiar things due to repeated exposure.
5. Upward Social Comparison involves comparing oneself to those perceived as superior.

Personal Writing Activity:

Think of a recent success or failure in your life. Write about how your attribution style influenced how you felt about the outcome, and whether it affected your motivation moving forward.

4.2:

Multiple Choice Questions:

1. Maria automatically assumes that all engineers are socially awkward and introverted based on her interactions with a few engineers at a conference. Maria is demonstrating:
 - a) Implicit Attitudes
 - b) Ethnocentrism
 - c) Stereotypes
 - d) In-Group Bias
2. Jamal believes that all members of a particular political party are dishonest and selfish, despite having only met a few members. This is an example of:
 - a) Out-Group Homogeneity Bias
 - b) Just World Phenomenon
 - c) Belief Perseverance
 - d) Confirmation Bias

3. Rachel thinks that her cultural practices are superior to those of others because they align with her values and beliefs. Rachel's belief illustrates:
 - a) Belief Perseverance
 - b) Ethnocentrism
 - c) Stereotypes
 - d) Implicit Attitudes

4. When hiring new employees, Mark prefers candidates who graduated from prestigious universities over those from less-known institutions, assuming they are more competent. Mark is exhibiting:
 - a) In-Group Bias
 - b) Confirmation Bias
 - c) Out-Group Homogeneity Bias
 - d) Belief Perseverance

5. Sarah automatically assumes that all elderly people are technologically challenged and unable to adapt to new gadgets, based on her interactions with her grandparents. Sarah is demonstrating:
 - a) Implicit Attitudes
 - b) Stereotypes
 - c) Just World Phenomenon
 - d) Ethnocentrism

6. James refuses to try new cuisines from different cultures because he believes that his own cultural food is the best. James' behavior reflects:
 - a) Out-Group Homogeneity Bias
 - b) Ethnocentrism
 - c) Belief Perseverance
 - d) Confirmation Bias

7. Michelle believes that people who are homeless are lazy and unmotivated, despite evidence that many are victims of unfortunate circumstances. Michelle's belief is an example of:
 - a) Stereotypes
 - b) Implicit Attitudes
 - c) Just World Phenomenon
 - d) In-Group Bias

8. Jack automatically assumes that all artists are emotional and temperamental based on his experiences with a few artists he knows. Jack is demonstrating:

- a) Confirmation Bias
- b) Out-Group Homogeneity Bias
- c) Belief Perseverance
- d) Implicit Attitudes

9. When encountering people from different cultures, Emily believes they should adopt her cultural norms for social behavior. Emily is exhibiting:

- a) Ethnocentrism
- b) Stereotypes
- c) Just World Phenomenon
- d) In-Group Bias

10. When meeting someone from a different country, Sam immediately assumes they are hardworking and disciplined because of stereotypes associated with their nationality. Sam's assumption reflects:

- a) Implicit Attitudes
- b) Out-Group Homogeneity Bias
- c) Belief Perseverance
- d) Confirmation Bias

Short Answer Questions:

1. Explain how "Confirmation Bias" might influence someone's perception of a colleague who belongs to a different cultural group.
2. Describe a situation where "In-Group Bias" could lead to discrimination or prejudice in a workplace setting.
3. Apply the concept of "Implicit Attitudes" to a scenario where someone unknowingly acts differently towards individuals of a specific ethnicity.

True or False Statements:

1. Stereotypes are individualized beliefs about groups of people.
2. Ethnocentrism involves believing in the inherent superiority of one's own cultural group.
3. Confirmation Bias refers to the tendency to seek information that contradicts existing beliefs.
4. In-Group Bias leads individuals to favor members of their own group over those from other groups.
5. Implicit Attitudes are conscious biases towards specific groups of people.

Personal Writing Activity:

Reflect on a time when you realized you were stereotyping someone based on their appearance or background. How did this realization impact your perception of that person and your interactions moving forward?

4.3:

Multiple Choice Questions:

1. Sarah decides to wear a formal dress to a casual birthday party after noticing everyone else is dressed casually. Sarah's behavior demonstrates:
 - a) Normative Social Influence
 - b) Social Comparison
 - c) Group Polarization
 - d) Social Facilitation
2. During a class discussion, most students agree with a controversial statement made by the teacher, even though they privately disagree. This phenomenon is an example of:
 - a) Social Loafing
 - b) Groupthink
 - c) Conformity
 - d) Reciprocity Norm
3. When shopping, Jenny buys an expensive handbag because it is endorsed by a celebrity she admires. Jenny's behavior illustrates:
 - a) Elaboration Likelihood Model
 - b) Foot-in-the-Door Phenomenon
 - c) Door-in-the-Face Phenomenon
 - d) Social Influence Theory
4. Tony decides to volunteer for a community cleanup event because all his friends are participating. Tony's decision is influenced by:
 - a) Social Facilitation
 - b) False Consensus Effect
 - c) Reciprocity Norm
 - d) Normative Social Influence
5. Sarah joins a protest march against environmental degradation because she genuinely believes in the cause and wants to make a difference. Sarah's behavior exemplifies:
 - a) Informational Social Influence
 - b) Social Loafing
 - c) Social Comparison
 - d) Group Polarization
6. Jim changes his political views after attending a series of debates and discussions with like-minded individuals who reinforce his beliefs. This change is an example of:

- a) Elaboration Likelihood Model
 - b) Groupthink
 - c) Conformity
 - d) Social Facilitation
7. When asked to contribute to a charity, Lisa agrees to donate a small amount after previously declining a larger donation request. Lisa's behavior illustrates:
- a) Door-in-the-Face Phenomenon
 - b) Foot-in-the-Door Phenomenon
 - c) Reciprocity Norm
 - d) Social Influence Theory
8. In a group project, Tom reduces his effort because he believes his individual contribution won't be noticed among the team's efforts. Tom's behavior exemplifies:
- a) Social Loafing
 - b) Social Facilitation
 - c) False Consensus Effect
 - d) Group Polarization
9. Maria adjusts her speech style to match her new colleagues' informal and casual way of communication. Maria's behavior is influenced by:
- a) Social Comparison
 - b) Elaboration Likelihood Model
 - c) Display Rules
 - d) Normative Social Influence
10. Mike attends a seminar because he trusts the expertise of the speaker and believes he will gain valuable knowledge. Mike's decision is influenced by:
- a) Informational Social Influence
 - b) Conformity
 - c) Groupthink
 - d) False Consensus Effect

Short Answer Questions:

1. Explain the concept of "Social Norms" and provide an example of how they influence behavior in everyday life.
2. Describe a scenario where "Groupthink" might lead to poor decision-making in a corporate setting.
3. Apply the "Foot-in-the-Door Phenomenon" to a situation where someone gradually persuades a friend to join a volunteer project.

True or False Statements:

1. Social Facilitation refers to improved performance on tasks in the presence of others.
2. Normative Social Influence occurs when people conform to be liked or accepted by others.
3. The Elaboration Likelihood Model suggests that there are two routes to persuasion: central and peripheral.
4. Group Polarization strengthens initial group attitudes through discussion.
5. Social Comparison involves evaluating oneself by comparing to others.

Personal Writing Activity:

Reflect on a time when you conformed to a social norm that you initially disagreed with. How did this experience shape your understanding of social influence?

4.4:

Multiple Choice Questions:

1. Sarah experiences recurring nightmares about falling off a cliff, which according to psychodynamic theory, might represent:
 - a) Repression
 - b) Projection
 - c) Rationalization
 - d) Regression
2. John constantly blames his parents for his current relationship issues, believing they didn't provide him with enough love and support during childhood. John is likely using which defense mechanism?
 - a) Denial
 - b) Displacement
 - c) Projection
 - d) Reaction Formation
3. Jane refuses to acknowledge her fear of flying and insists she loves traveling by plane. This is an example of:
 - a) Denial
 - b) Rationalization
 - c) Displacement
 - d) Sublimation
4. Mark justifies his aggressive behavior towards his colleagues by claiming it's necessary to maintain order and discipline in the workplace. Mark's justification reflects:

- a) Rationalization
- b) Projection
- c) Reaction Formation
- d) Displacement

5. After losing his job, Peter spends most of his time playing video games and avoids looking for new employment. Peter's behavior is an example of:

- a) Rationalization
- b) Regression
- c) Reaction Formation
- d) Displacement

6. Kate attributes her fear of public speaking to a traumatic experience in her childhood where she was ridiculed during a school presentation. Kate is likely using which defense mechanism?

- a) Repression
- b) Sublimation
- c) Projection
- d) Rationalization

7. Tom often daydreams about being a famous musician instead of focusing on his demanding job. This behavior is an example of:

- a) Regression
- b) Sublimation
- c) Rationalization
- d) Displacement

8. After being criticized for her performance at work, Mary blames her boss for having unrealistic expectations rather than accepting her own shortcomings. Mary is using:

- a) Denial
- b) Projection
- c) Rationalization
- d) Repression

9. Jason constantly brags about his accomplishments to mask his insecurities about his abilities. This behavior is an example of:

- a) Rationalization
- b) Reaction Formation
- c) Projection
- d) Sublimation

10. Sarah, who was once afraid of heights, now finds solace in hiking and rock climbing. This change in behavior can be seen as an example of:
- a) Sublimation
 - b) Regression
 - c) Rationalization
 - d) Denial

Short Answer Questions:

1. Describe the concept of "Sublimation" and provide an example of how it can be beneficial in channeling emotional energy.
2. Explain how "Projection" works as a defense mechanism, using a real-life scenario where someone might project their own feelings onto others.
3. Apply the concept of "Rationalization" to a situation where someone justifies their procrastination by claiming they work better under pressure.

True or False Statements:

1. According to psychodynamic theory, defense mechanisms are conscious strategies used to cope with anxiety.
2. Regression involves returning to an earlier, comforting form of behavior in response to stress.
3. Displacement involves redirecting one's feelings toward a less threatening target.
4. The id, ego, and superego are three components of Freud's structural model of personality.
5. Defense mechanisms are primarily used to enhance self-esteem and self-concept.

4.5:

Multiple Choice Questions:

1. Rebecca believes that her ability to succeed in school is influenced by her effort and perseverance rather than luck. Rebecca's belief is reflective of:
 - a) Social Cognitive Theory
 - b) Reciprocal Determinism
 - c) Trait Theory
 - d) Big Five Trait of Personality
2. Jack observes his older brother receiving praise for helping their neighbors and decides to volunteer at a local charity to receive similar admiration. Jack's behavior is influenced by:
 - a) Reciprocal Determinism
 - b) High level of agreeableness

- c) Low level of conscientiousness
 - d) High level of extraversion
3. Sarah decides to study harder for her exams after witnessing her classmates receive high grades due to their consistent study habits. Sarah's decision exemplifies:
- a) Trait Theory
 - b) Reciprocal Determinism
 - c) High level of conscientiousness
 - d) Low level of neuroticism
4. Michael believes that his shyness in social situations can be overcome by gradually exposing himself to social gatherings and practicing social skills. Michael's belief is consistent with:
- a) High level of openness
 - b) Low level of extraversion
 - c) Reciprocal Determinism
 - d) Trait Theory
5. Jason attributes his athletic success to his coach's encouragement and guidance during training sessions. Jason's attribution reflects:
- a) Big Five Trait of Personality
 - b) Low level of openness
 - c) Social Cognitive Theory
 - d) High level of conscientiousness
6. Emma believes that her ability to perform well in her job interviews is influenced by her preparation and confidence in her skills. Emma's belief is aligned with:
- a) High level of agreeableness
 - b) Reciprocal Determinism
 - c) Trait Theory
 - d) Social Cognitive Theory
7. Tom decides to start exercising regularly after reading about the health benefits and observing his friends' fitness routines. Tom's behavior is influenced by:
- a) Low level of neuroticism
 - b) High level of extraversion
 - c) Social Cognitive Theory
 - d) Reciprocal Determinism
8. Maria notices that her friend's positive attitude towards challenges motivates her to adopt a similar mindset. Maria's behavior illustrates:

- a) High level of conscientiousness
 - b) Low level of agreeableness
 - c) Reciprocal Determinism
 - d) Trait Theory
9. John believes that his leadership skills have improved through observing successful leaders and receiving feedback from colleagues. John's belief is consistent with:
- a) Big Five Trait of Personality
 - b) Low level of openness
 - c) Reciprocal Determinism
 - d) High level of extraversion
10. Sarah decides to pursue a career change after reading success stories of individuals who switched careers mid-life. Sarah's decision is influenced by:
- a) Trait Theory
 - b) Low level of neuroticism
 - c) High level of openness
 - d) Social Cognitive Theory

Short Answer Questions:

1. Describe the concept of "Reciprocal Determinism" and provide an example of how it operates in shaping behavior.
2. Explain how trait theory differs from social cognitive theory in understanding personality development.
3. Discuss the implications of having a high level of conscientiousness in one's personal and professional life.

True or False Statements:

1. Reciprocal Determinism proposes that behavior, environment, and internal thoughts interact to influence each other.
2. The Big Five Traits of Personality include openness, conscientiousness, extraversion, agreeableness, and neuroticism.
3. Trait Theory suggests that personality can be described and understood through specific traits that individuals possess.
4. Social Cognitive Theory primarily focuses on the influence of genetics and inherited traits on personality development.
5. Having a low level of neuroticism is associated with emotional stability and resilience.

Personal Writing Activity:

Reflect on a recent accomplishment or challenge. How did your personality traits influence your approach to overcoming obstacles or achieving success?

4.6:

Multiple Choice Questions:

1. Situation: John has been studying for his final exams for hours without taking a break. Despite feeling tired, he continues to study because he wants to achieve a high GPA this semester. Which motivational theory best explains John's behavior?
 - a) Drive Reduction Theory
 - b) Arousal Theory
 - c) Self-Determination Theory
 - d) Instinct Theory
2. Situation: Sarah loves extreme sports and often seeks out opportunities for skydiving, bungee jumping, and mountain climbing. Which theory of motivation is most relevant to Sarah's behavior?
 - a) Sensation-Seeking Theory
 - b) Set Point Theory
 - c) Buffet Effect
 - d) Ghrelin Regulation
3. Situation: Alex is considering two job offers. Job A offers a high salary but involves long hours and little time off, while Job B pays less but allows for a better work-life balance. Alex feels torn between the financial security of Job A and the personal time offered by Job B. This dilemma exemplifies:
 - a) Approach-Approach Conflict
 - b) Avoidance-Avoidance Conflict
 - c) Approach-Avoidance Conflict
 - d) Lewin's Motivational Conflicts
4. Situation: After a stressful day at work, Maria decides to unwind by cooking her favorite comfort food. This behavior is likely influenced by:
 - a) Incentive Theory
 - b) Instinct Theory
 - c) Buffet Effect
 - d) Leptin Regulation
5. Situation: Emily has been feeling restless and bored with her daily routine. She starts exploring new hobbies and activities to keep herself engaged. This behavior is consistent with:
 - a) Sensation-Seeking Theory
 - b) Drive Reduction Theory

- c) Arousal Theory
 - d) Approach-Approach Conflict
6. Situation: Tom is a competitive eater who enjoys participating in eating challenges. His ability to consume large quantities of food in short periods reflects:
- a) Drive Reduction Theory
 - b) Set Point Theory
 - c) Ghrelin Regulation
 - d) Approach-Approach Conflict
7. Situation: During a marathon, runners experience a surge of adrenaline and endorphins as they approach the finish line. This physiological response supports the principles of:
- a) Arousal Theory
 - b) Self-Determination Theory
 - c) Instinct Theory
 - d) Buffet Effect
8. Situation: Lisa is trying to lose weight and has noticed that she eats more when presented with a variety of food options at a buffet. This phenomenon is known as:
- a) Set Point Theory
 - b) Sensation-Seeking Theory
 - c) Buffet Effect
 - d) Incentive Theory
9. Situation: After completing a challenging project at work, James treats himself to a vacation to reward his hard work. This behavior aligns with the principles of:
- a) Incentive Theory
 - b) Drive Reduction Theory
 - c) Approach-Avoidance Conflict
 - d) Leptin Regulation
10. Situation: Maya experiences a conflict when deciding whether to pursue a promotion that requires relocating to another city. She values career advancement but is reluctant to leave her close-knit community and family. This dilemma illustrates:
- a) Approach-Approach Conflict
 - b) Avoidance-Avoidance Conflict
 - c) Approach-Avoidance Conflict
 - d) Lewin's Motivational Conflicts

Short Answer Questions:

1. Describe the Approach-Avoidance Conflict and provide an example of how it manifests in real-life decision-making.
2. Explain the role of Leptin in regulating hunger and satiety.
3. Discuss how the Yerkes-Dodson Law applies to performance in academic or work settings.

True or False Statements:

1. The Set Point Theory suggests that individuals have a genetically influenced weight or temperature range that their body maintains.
2. Ghrelin interacts with receptors in the lateral hypothalamus to stimulate appetite and promote food intake.
3. Instinct Theory proposes that behavior is driven by fixed patterns of responses to external stimuli.
4. The Buffet Effect refers to decreased consumption with increased options.
5. Lewin's Motivational Conflicts include Approach-Approach, Avoidance-Avoidance, and Approach-Avoidance conflicts.

Personal Writing Activity:

Reflect on a time when you experienced a motivational conflict (approach-approach, avoidance-avoidance, or approach-avoidance). How did you resolve the conflict, and what factors influenced your decision-making process?

4.7:

Multiple Choice Questions:

1. Situation: During a horror movie marathon, Sarah notices her heart racing and sweaty palms as she watches a particularly suspenseful scene. According to which theory of emotion does her physiological arousal precede her conscious experience of fear?
 - a) James-Lange Theory
 - b) Cannon-Bard Theory
 - c) Two-Factor Theory
 - d) Facial Feedback Hypothesis
2. Situation: Jack attends a surprise birthday party where he feels a rush of happiness upon seeing his friends and family gathered to celebrate. This immediate emotional response aligns with which theory of emotion?
 - a) Cannon-Bard Theory
 - b) Two-Factor Theory
 - c) Facial Feedback Hypothesis
 - d) Broaden-and-Build Theory

3. Situation: Emily receives unexpected praise from her boss for a job well done. As she reflects on the compliment and her achievement, she experiences a surge of positive emotions. This scenario best supports which theory of emotion?
 - a) James-Lange Theory
 - b) Cannon-Bard Theory
 - c) Two-Factor Theory
 - d) Broaden-and-Build Theory

4. Situation: Mark attends a cultural event where he notices that people express happiness differently compared to his own cultural norms. This observation illustrates the concept of:
 - a) Display Rules
 - b) Facial Feedback Hypothesis
 - c) Broaden-and-Build Theory
 - d) Elicitors

5. Situation: Lisa practices smiling before a job interview to project confidence. According to the Facial Feedback Hypothesis, her facial expression is likely to:
 - a) Have no impact on her emotional experience
 - b) Influence her physiological arousal
 - c) Decrease her cognitive appraisal
 - d) Suppress her emotional response

6. Situation: During a heated argument with a friend, Tom experiences a mix of anger and frustration. This emotional response involves both physiological arousal and:
 - a) Broaden-and-Build Theory
 - b) Display Rules
 - c) Two-Factor Theory
 - d) Elicitors

7. Situation: Sarah learns about a tragic event affecting her community. Her immediate emotional reaction involves physiological changes and a subsequent cognitive appraisal. This sequence of events supports:
 - a) Two-Factor Theory
 - b) Cannon-Bard Theory
 - c) James-Lange Theory
 - d) Facial Feedback Hypothesis

8. Situation: Emma practices meditation regularly and notices that she feels more calm and centered throughout the day. This effect of positive emotions broadening her awareness and cognition aligns with:

- a) James-Lange Theory
 - b) Cannon-Bard Theory
 - c) Broaden-and-Build Theory
 - d) Elicitors
9. Situation: Alex experiences fear while watching a horror movie alone at night. According to the Cannon-Bard Theory, his emotional response is characterized by:
- a) Physiological arousal and cognitive appraisal occurring simultaneously
 - b) Physiological arousal preceding emotional experience
 - c) Cognitive appraisal preceding physiological arousal
 - d) Emotional experience influencing physiological responses
10. Situation: During a cultural festival, Maria notices that people from different backgrounds express joy and sadness in unique ways. This observation underscores the impact of:
- a) Display Rules
 - b) Elicitors
 - c) Broaden-and-Build Theory
 - d) Two-Factor Theory

Short Answer Questions:

1. Describe the Facial Feedback Hypothesis and provide an example of how facial expressions can influence emotional experience.
2. Explain how Display Rules vary across cultures and provide an example of cultural differences in emotional expression.
3. Discuss the role of Elicitors in triggering emotional responses, providing examples of common elicitors in daily life.

True or False Statements:

1. Broaden-and-Build Theory suggests that positive emotions expand an individual's awareness and encourage diverse thinking.
2. According to James-Lange Theory, physiological arousal precedes emotional experience.
3. Display Rules are universal and apply equally across all cultures.

Personal Writing Activity:

Reflect on a recent emotional experience where your physiological arousal influenced your emotional response. How did your interpretation of the situation impact your subsequent emotions? How did you manage or express these emotions?

