

**Unit 14- Social Psychology**  
**PRACTICE QUESTIONS**

1. Attribution theory was designed to account for
  - A) the process of revealing intimate aspects of ourselves to others.
  - B) the impact of both heredity and environment on social behavior.
  - C) social facilitation and social loafing.
  - D) the loss of self-awareness that occurs in group situations.
  - E) how people explain others' behavior.
  
2. To analyze how people explain others' behavior, Fritz Heider developed
  - A) cognitive dissonance theory.
  - B) impression management theory.
  - C) social exchange theory.
  - D) attribution theory.
  - E) self-disclosure theory.
  
3. A tendency to overestimate the extent to which a stranger's violent behavior stems from his or her aggressive personality best illustrates
  - A) the frustration-aggression principle.
  - B) the mere exposure effect.
  - C) the fundamental attribution error.
  - D) deindividuation.
  - E) cognitive dissonance.
  
4. Compared with people from East Asian cultures, those from individualistic Western countries are more likely to demonstrate
  - A) conformity.
  - B) ingroup bias.
  - C) ethnic stereotyping.
  - D) the fundamental attribution error.
  - E) obedience.
  
5. Attitudes are \_\_\_\_\_ that guide behavior.
  - A) norms and roles
  - B) superordinate goals
  - C) belief-based feelings
  - D) dispositional attributions
  - E) mirror-image perceptions

6. The fundamental attribution error is likely to lead observers to attribute a stranger's
- A) lack of employment to a weak economy.
  - B) act of kindness to a compassionate personality.
  - C) criminal behavior to a poor education.
  - D) friendliness to social role requirements.
  - E) personality traits and temperament.
7. Magazine computer ads seldom feature endorsements from Hollywood stars or great athletes. Instead, they offer detailed information for consumers to develop more positive opinions about the company's products. This advertising strategy best illustrates
- A) the reciprocity norm.
  - B) central route persuasion.
  - C) normative social influence.
  - D) deindividuation.
  - E) the foot-in-the-door phenomenon.
8. The foot-in-the-door phenomenon refers to the tendency to
- A) neglect critical thinking because of a strong desire for social harmony within a group.
  - B) perform simple tasks more effectively in the presence of others.
  - C) comply with a large request if one has previously complied with a small request.
  - D) lose self-restraint in group situations that foster anonymity.
  - E) experience an increasing attraction to novel stimuli as they become more familiar.
9. Fernando's favorable attitude toward capital punishment began to change when he was asked to offer arguments opposing it in a class debate. His attitude change is best explained by \_\_\_\_\_ theory.
- A) cognitive dissonance
  - B) social exchange
  - C) scapegoat
  - D) equity
  - E) the two-factor
10. The chameleon effect involves
- A) scapegoating.
  - B) automatic mimicry.
  - C) cognitive dissonance.
  - D) the fundamental attribution error.
  - E) social facilitation.

11. Solomon Asch asked people to identify which of three comparison lines was identical to a standard line. His research was designed to study
- A) the mere exposure effect.
  - B) the fundamental attribution error.
  - C) social facilitation.
  - D) deindividuation.
  - E) conformity.
12. Conformity resulting from the acceptance of others' opinions about reality is said to be a response to
- A) group polarization.
  - B) social facilitation.
  - C) informational social influence.
  - D) normative social influence.
  - E) deindividuation.
13. The Milgram obedience experiments were controversial because the
- A) "teachers" actually seemed to enjoy shocking the "learners."
  - B) "learners" received painful electric shocks even if they had heart problems.
  - C) experiments were performed despite mass student protests against the research.
  - D) "teachers" were deceived and frequently subjected to stress.
  - E) participants were never debriefed about the true nature of the study.
14. 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
- A) they fail to realize their actions are morally wrong.
  - B) their victims are distant and depersonalized.
  - C) they perceive their orders to come from legitimate authority figures.
  - D) they derive personal satisfaction from destructive acts.
  - E) the foot-in-the-door phenomenon is effective.
15. Social facilitation refers to the tendency to
- A) neglect critical thinking because of a strong desire for social harmony within a group.
  - B) perform well-learned tasks more effectively in the presence of others.
  - C) experience an increasing attraction to novel stimuli as they become more familiar.
  - D) lose self-restraint in group situations that foster anonymity.
  - E) comply with a large request if one has previously complied with a small request.

16. Social loafing refers to the tendency for people to
- A) perform a complex task more poorly when others are present.
  - B) exert less effort when they are pooling their efforts toward a common goal.
  - C) exert less effort when they are paid by the hour, not by the amount of work completed.
  - D) become more distracted from their tasks when working with friends than when working with strangers.
  - E) stop working once they have reached their goal.
17. Deindividuation refers to
- A) lack of critical thinking due to a strong desire for social harmony within a group.
  - B) the tendency to overestimate the impact of personal dispositions on another's behavior.
  - C) the failure to give aid in an emergency situation observed by many onlookers.
  - D) a loss of self-awareness and self-restraint in group situations that foster arousal and anonymity.
  - E) the enhancement of a group's prevailing attitudes through group discussion.
18. The enhancement of a group's prevailing inclinations through group discussion is called
- A) group polarization.
  - B) social facilitation.
  - C) ingroup bias.
  - D) the mere exposure effect.
  - E) central route persuasion.
19. The NASA executive who made the final decision to launch the space shuttle *Challenger* was shielded from information and dissenting views that might have led to a delay of the tragic launch. This best illustrates the dangers of
- A) social facilitation.
  - B) deindividuation.
  - C) the mere exposure effect.
  - D) groupthink.
  - E) the bystander effect.
20. The enduring traditions, ideas, attitudes, and behaviors shared by a large group of people and transmitted from one generation to the next define their
- A) nature.
  - B) individualism.
  - C) collectivism.
  - D) social traps.
  - E) culture.

21. Norms are best described as
- A) personality traits we inherit from our parents.
  - B) a person's characteristic emotional reaction to stress.
  - C) rules for socially acceptable behavior.
  - D) buffer zones we like to maintain between ourselves and others.
  - E) our deeply held beliefs about what is moral and ethical.
22. Masked bandits might be more likely than unmasked bandits to physically injure their victims due to
- A) deindividuation.
  - B) group polarization.
  - C) the mere exposure effect.
  - D) social facilitation.
  - E) social loafing.
23. How does the presence of observers affect a person's performance?
- A) It improves performance on unenjoyable tasks and hinders a person's performance on enjoyable tasks.
  - B) It improves performance on poorly learned tasks and hinders a person's performance on well-learned tasks.
  - C) It improves performance on physical tasks and hinders a person's performance on mental tasks.
  - D) It improves performance on verbal tasks and hinders a person's performance on mathematical tasks.
  - E) It improves performance on easy tasks and hinders a person's performance on difficult tasks.
24. In Milgram's obedience experiments, "teachers" were LEAST likely to deliver the highest levels of shock when
- A) the experiment was conducted at a prestigious institution such as Yale University.
  - B) the experimenter became too pushy and told hesitant participants, "You have no choice, you must go on."
  - C) the "teachers" observed other participants refuse to obey the experimenter's orders.
  - D) the "learner" said he had a heart condition.
  - E) the "learner" was placed in a different room from the "teacher."

25. Most people are likely to be surprised by the results of Milgram's initial obedience experiment because
- A) the "learners" made so few learning errors under stressful circumstances.
  - B) the "teachers" actually enjoyed shocking another person.
  - C) the "teachers" were more obedient than most people would have predicted.
  - D) the "learners" obediently accepted painful shocks without any protest.
  - E) the "teachers" so often refused to administer shocks.
26. Mr. Maslova attends faculty meetings simply to gain the approval of the school principal. Mr. Maslova's behavior exemplifies the importance of
- A) ingroup bias.
  - B) informational social influence.
  - C) social facilitation.
  - D) normative social influence.
  - E) deindividuation.
27. Yuri decided to delay his road trip after hearing a weather forecaster warn that a severe snowstorm would pass through the area within several hours. Yuri's decision best illustrates the impact of
- A) the mere exposure effect.
  - B) informational social influence.
  - C) social facilitation.
  - D) the reciprocity norm.
  - E) normative social influence.
28. Solomon Asch reported that individuals conformed to a group's judgment of the lengths of lines
- A) only when the group was composed of at least six members.
  - B) even when the group judgment was clearly incorrect.
  - C) even when the group seemed uncertain and repeatedly altered its judgment.
  - D) only when members of the group were friends prior to the experiment.
  - E) only when the group was composed exclusively of males.
29. Which of the following is most likely to help us empathize with others?
- A) the bystander effect.
  - B) the chameleon effect.
  - C) mirror-image perceptions.
  - D) social facilitation.
  - E) central route persuasion.

30. Philip Zimbardo devised a simulated prison and randomly assigned college students to serve as prisoners or guards. This experiment best illustrated the impact of
- A) team membership on social loafing.
  - B) self-disclosure on conciliation.
  - C) frustration on aggression.
  - D) role-playing on attitudes.
  - E) groupthink on social conflict.
31. The participants in Philip Zimbardo's simulated prison study
- A) were assigned the roles of prisoner or guard on the basis of their personality test scores.
  - B) found it very difficult to play the role of prison guard.
  - C) were so endangered by their role-playing experience that the study was discontinued.
  - D) became a cohesive unit when they pursued superordinate goals.
  - E) were selectively chosen in order to maximize their effectiveness as prisoners or guards.
32. The discomfort we feel when two thoughts are inconsistent is called
- A) cognitive dissonance.
  - B) implicit prejudice.
  - C) deindividuation.
  - D) social loafing.
  - E) the fundamental attribution error.
33. A life insurance salesperson who takes advantage of the foot-in-the-door phenomenon would be most likely to
- A) emphasize that his company is one of the largest in the insurance industry.
  - B) promise a free gift to those who agree to purchase an insurance policy.
  - C) ask customers to respond to a brief survey of their attitudes regarding life insurance.
  - D) address customers by their first names.
  - E) meet potential customers by paying them an unexpected visit at their homes.
34. The tendency for initial compliance with a small request to facilitate subsequent compliance with a larger request is known as the
- A) mere exposure effect.
  - B) fundamental attribution error.
  - C) reciprocity norm.
  - D) foot-in-the-door phenomenon.
  - E) bystander effect.

35. Central route persuasion is most likely when people
- A) are naturally analytical.
  - B) are uninvolved in an issue.
  - C) make snap judgments.
  - D) have difficulty paying attention.
  - E) are stressed.
36. Caitlin concluded that her husband was late for dinner because he was caught in heavy traffic. Her conclusion best illustrates
- A) deindividuation.
  - B) the bystander effect.
  - C) a situational attribution.
  - D) the reciprocity norm.
  - E) a dispositional attribution.
37. Rhonda has just learned that her neighbor Patricia was involved in an automobile accident at a nearby intersection. The tendency to make the fundamental attribution error may lead Rhonda to conclude
- A) "Patricia's recklessness has finally gotten her into trouble."
  - B) "Patricia's brakes must have failed."
  - C) "They need to improve the visibility at that corner."
  - D) "Patricia's children probably distracted her."
  - E) "The road must have been wet and slippery."
38. Freire did very poorly on his last arithmetic test. The tendency to make the fundamental attribution error might lead his sixth-grade teacher to conclude that Freire did poorly because
- A) he is unmotivated to do well in school.
  - B) the test covered material that had not been adequately covered in class.
  - C) his parents had an argument the evening before the test.
  - D) he was not given enough time to complete the test.
  - E) he was tired and didn't try very hard on the test.
39. A dispositional attribution is to \_\_\_\_\_ as a situational attribution is to \_\_\_\_\_.
- A) normative influence; informational influence
  - B) high ability; low motivation
  - C) personality traits; assigned roles
  - D) politically liberal; politically conservative
  - E) introversion; extraversion

40. The text defines *social psychology* as the scientific study of how people \_\_\_\_\_ one another.
- A) understand, feel about, and behave toward
  - B) think about, influence, and relate to
  - C) observe, understand, and communicate with
  - D) understand, predict, and control
  - E) perceive, think about, and talk about
41. Ksana insists that her boyfriend's car accident resulted from his carelessness. Her explanation for the accident provides an example of
- A) the bystander effect.
  - B) deindividuation.
  - C) ingroup bias.
  - D) the foot-in-the-door phenomenon.
  - E) a dispositional attribution.
42. Carol is restless during class because her teacher's distressed facial expressions lead her to believe that he dislikes teaching. The teacher, on the other hand, is distressed because he sees Carol's restlessness as an indication that she lacks any motivation to learn. At this point, both student and teacher should be informed of the dangers of
- A) group polarization.
  - B) the mere exposure effect.
  - C) deindividuation.
  - D) the fundamental attribution error.
  - E) the foot-in-the-door phenomenon.
43. In the years immediately following the introduction of school desegregation in the United States and the passage of the Civil Rights Act of 1964, White Americans expressed diminishing racial prejudice. According to the text author, this best illustrated the impact of
- A) groupthink on deindividuation.
  - B) actions on attitudes.
  - C) bystanders on altruism.
  - D) group polarization on stereotypes.
  - E) obedience on conformity.
44. Unconsciously mimicking those around us is known as
- A) group polarization.
  - B) the chameleon effect.
  - C) social facilitation.
  - D) social loafing.
  - E) mirror-image perceptions.

45. The text indicates that the clusters of teenage suicides that occasionally occur in some communities may be the result of
- A) suggestibility.
  - B) the bystander effect.
  - C) groupthink.
  - D) deindividuation.
  - E) social facilitation.
46. Research participants believed that the Asch conformity test involved a study of
- A) altruism.
  - B) visual perception.
  - C) learning.
  - D) aggression.
  - E) conformity.
47. Accepting others' opinions about reality is to \_\_\_\_\_ as the desire to gain approval is to \_\_\_\_\_.
- A) deindividuation; social facilitation
  - B) social facilitation; deindividuation
  - C) informational social influence; normative social influence
  - D) normative social influence; informational social influence
  - E) ingroup bias; outgroup bias
48. When the task of correctly identifying an individual in a slide of a four-person lineup was both difficult and important, participants in an experiment were especially likely to conform to others' wrong answers. This best illustrates the impact of
- A) the fundamental attribution error.
  - B) informational social influence.
  - C) the mere exposure effect.
  - D) normative social influence.
  - E) ingroup bias.
49. In Milgram's first study of obedience, the majority of "teachers" who were ordered to shock a "learner"
- A) refused to deliver even slight levels of shock.
  - B) initially complied but refused to deliver more than slight levels of shock.
  - C) complied until ordered to deliver intense levels of shock.
  - D) complied fully and delivered the highest level of shock.
  - E) refused to deliver shocks to all participants who expressed doubt about the experiment.

# Unit 14- Social Psych

## Answer Key

1. E
2. D
3. C
4. D
5. C
6. B
7. B
8. C
9. A
10. B
11. E
12. C
13. D
14. C
15. B
16. B
17. D
18. A
19. D
20. E
21. C
22. A
23. E
24. C
25. C
26. D
27. B
28. B
29. B
30. D
31. C
32. A
33. C
34. D
35. A
36. C
37. A
38. A
39. C
40. B
41. E
42. D
43. B
44. B
45. A
46. B
47. C
48. B
49. D