

Unit 14 - MC Practice 2

1/35

Name: _____ Date: _____

1. How does our explanation of strangers' behavior differ from that of our own behavior?
 - A) We explain strangers' behavior in terms of informational influence and our own behavior in terms of normative influence.
 - B) We explain strangers' behavior in terms of situational constraints and our own behavior in terms of personality traits.
 - C) We explain strangers' behavior in terms of environmental influences and our own behavior in terms of hereditary influences.
 - D) We explain strangers' behavior in terms of normative influence and our own behavior in terms of informational influence.
 - E) We explain strangers' behavior in terms of personality traits and our own behavior in terms of situational constraints.

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. 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) experimental psychology
 - E) clinical psychology

4. 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.

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 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.
7. Feeling responsible for behavior that violates our conscience is most likely to contribute to
- A) the bystander effect.
 - B) cognitive dissonance.
 - C) the fundamental attribution error.
 - D) group polarization.
 - E) social loafing.
8. The chameleon effect involves
- A) scapegoating.
 - B) automatic mimicry.
 - C) cognitive dissonance.
 - D) the fundamental attribution error.
 - E) social facilitation.
9. If a cluster of people stand gazing upward, passersby will often pause to do likewise. This best illustrates
- A) the mere exposure effect.
 - B) the bystander effect.
 - C) social loafing.
 - D) the chameleon effect.
 - E) social facilitation.

10. Mr. Jones is a member of the faculty committee on academic standards at a local private school. He personally disagrees with the other committee members' proposed plan to begin accepting students with below-average grades. Mr. Jones is most likely, however, to vote in favor of their plan if
- A) the other committee members are unanimous in their opinion.
 - B) he stated his personal opinion early in the committee's discussion.
 - C) committee voting is done by private ballot.
 - D) he has a high level of self-esteem.
 - E) he personally dislikes the other committee members and wishes he were on a more prestigious college committee.
11. 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.
12. The value of social conformity is most likely to be emphasized in
- A) England.
 - B) France.
 - C) Japan.
 - D) the United States.
 - E) Canada.
13. Comedy routines that are mildly amusing to people in an uncrowded room seem funnier in a densely packed room. This is best explained in terms of
- A) the mere exposure effect.
 - B) social facilitation.
 - C) the bystander effect.
 - D) ingroup bias.
 - E) social exchange theory.
14. Social loafing is MOST likely to occur among
- A) audience members who are asked to applaud after a speaker is introduced.
 - B) factory workers paid on the basis of individual level of productivity.
 - C) a group of runners competing for first place in a race.
 - D) students who are each assigned a different topic for their course term papers.
 - E) children at a party all trying to break a piñata in order to get candy.

15. Group polarization refers to
- A) the lack of critical thinking that results from a strong desire for harmony within a group.
 - B) a split within a group produced by striking differences of opinion among group members.
 - C) the tendency of individuals to exert more effort when working as part of a group.
 - D) the enhancement of a group's prevailing attitudes through group discussion.
 - E) the failure to give aid in an emergency situation observed by many onlookers.
16. The rules of a culture for accepted and expected behavior are
- A) stereotypes.
 - B) norms.
 - C) self-disclosure.
 - D) attitudes.
 - E) prejudice.
17. Social facilitation is most likely to occur in the performance of _____ tasks.
- A) challenging
 - B) unenjoyable
 - C) novel
 - D) simple
 - E) stressful
18. On the basis of what Americans say, in the last half-century
- A) gender prejudice has decreased and racial prejudice has increased.
 - B) gender prejudice has increased and racial prejudice has decreased.
 - C) gender prejudice has decreased and racial prejudice has decreased.
 - D) gender prejudice has increased and racial prejudice has increased.
 - E) gender prejudice has stayed the same and racial prejudice has stayed the same.
19. Hostilities between the Iraqi Sunni and Shia and between Northern Ireland Protestants and Catholics illustrate the irony that sometimes the greatest dislike is expressed between groups that
- A) experience deindividuation.
 - B) value the reciprocity norm.
 - C) demonstrate groupthink.
 - D) are much more alike than different.
 - E) discriminate because of outgroup bias rather than ingroup bias.

20. When a mild-mannered woman had an electrode implanted in her amygdala, she
- A) developed more aggressive tendencies.
 - B) acted just as she had before the implantation.
 - C) became even milder, unable even to say “no” to anyone's request for help.
 - D) lost her ability to remember events that had recently occurred.
 - E) exhibited more masculine behaviors.
21. After a month of watching violent pornographic movies on late-night cable TV, Myron will probably be
- A) less likely to believe that women enjoy aggressive sexual treatment.
 - B) more likely to believe that rape is a serious crime.
 - C) more likely to interpret a woman's friendliness as sexual interest.
 - D) less likely to believe that rape occurs quite frequently in society.
 - E) less likely to be interesting in nonviolent pornography.
22. The mere exposure effect most directly contributes to the positive relationship between _____ and liking.
- A) similarity
 - B) physical arousal
 - C) physical attractiveness
 - D) self-disclosure
 - E) proximity
23. College students judged an averaged, composite face as
- A) less attractive than most individual faces because the averaged face was less realistic.
 - B) more attractive than most individual faces because the averaged face was more symmetrical.
 - C) less attractive than most individual faces because the averaged face was more realistic.
 - D) more attractive than most individual faces because the averaged face was less symmetrical.
 - E) less attractive than most individual faces because the averaged face was less symmetrical.
24. The tragic murder of Kitty Genovese outside her New York apartment stimulated social psychological research on
- A) altruism.
 - B) the mere exposure effect.
 - C) the fundamental attribution error.
 - D) the foot-in-the-door phenomenon.
 - E) the effects of exposure to violent pornography.

25. As Arlette walks through a shopping mall, she happens to pass an older woman who is sitting on a bench, clutching her arm, and moaning in pain. The presence of many other shoppers in the mall will most likely increase the probability that Arlette will
- A) experience contempt for the older woman.
 - B) help the woman by calling an ambulance.
 - C) experience a sense of empathy for the older woman.
 - D) fail to notice the older woman's problem.
 - E) experience the emotional benefits of altruism by helping the older woman.
26. After the Greenway family accepted their neighbor's invitation to Thanksgiving dinner, Mrs. Greenway felt obligated to invite the neighbors to Christmas dinner. Mrs. Greenway's sense of obligation most likely resulted from the
- A) ingroup bias.
 - B) foot-in-the-door phenomenon.
 - C) reciprocity norm.
 - D) fundamental attribution error.
 - E) mere exposure effect.
27. Pablo and Sabina argued bitterly about which of them should have use of the family car that night. Neither realized, however, that Sabina needed the car only in the early evening and that Pablo needed it only in the late evening. Pablo and Sabina's failure to resolve their argument for their mutual benefit illustrates a failure to develop
- A) mirror-image perceptions.
 - B) ingroup bias.
 - C) a win-win solution.
 - D) GRIT.
 - E) social exchange theory.
28. GRIT attempts to reduce conflict through
- A) third-party mediation.
 - B) intimidation.
 - C) conciliation.
 - D) pacifism.
 - E) superordinate goals.
29. Simple "non-zero-sum games" have been used in laboratory settings to study
- A) the just-world phenomenon.
 - B) the mere exposure effect.
 - C) social traps.
 - D) the bystander effect.
 - E) social facilitation.

30. Two classmates ask you to spend a couple of hours helping them prepare for a chemistry test. According to social exchange theory, you would be most likely to help them if
- A) your parents helped you study for tests when you were younger.
 - B) your classmates are slow learners who really need your help.
 - C) you know you would feel terribly guilty for refusing their request.
 - D) you know that someone else helped them prepare for an earlier test.
 - E) your classmates cannot afford to pay for a private tutor.
31. According to social exchange theory, altruistic behavior is guided by
- A) calculations of costs and benefits.
 - B) feelings of social responsibility.
 - C) reciprocity norms.
 - D) family ties.
 - E) self-esteem.
32. Diffusion of responsibility often plays an important role in the
- A) mere exposure effect.
 - B) other-race effect.
 - C) bystander effect.
 - D) fundamental attribution error.
 - E) social exchange theory.
33. The bystander effect refers to the tendency for an observer of an emergency to withhold aid if the
- A) emergency takes place in a large city.
 - B) observer has just endured a frustrating experience.
 - C) emergency victim is a member of a different racial group than the observer.
 - D) emergency is being observed by a number of other people.
 - E) observer has been exposed to many similar emergencies in the past.
34. People with more symmetrical faces are perceived as more
- A) deindividuated.
 - B) prejudiced.
 - C) aggressive.
 - D) attractive.
 - E) intelligent.

35. Researchers Brad Bushman and Craig Anderson have noted that the correlation between viewing violence and behaving aggressively nearly equals the correlation between
- A) diffusion of responsibility and the bystander effect.
 - B) attitude similarity and interpersonal attraction.
 - C) self-awareness and deindividuation.
 - D) smoking and cancer.
 - E) testosterone levels and aggression levels.

Answer Key

1. E
2. D
3. B
4. D
5. C
6. C
7. B
8. B
9. D
10. A
11. C
12. C
13. B
14. A
15. D
16. B
17. D
18. C
19. D
20. A
21. C
22. E
23. B
24. A
25. D
26. C
27. C
28. C
29. C
30. C
31. A
32. C
33. D
34. D
35. D