

Name: \_\_\_\_\_ Date: \_\_\_\_\_

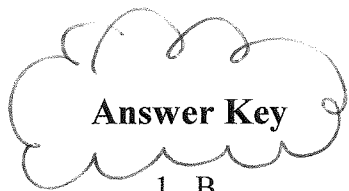
1. Which branch of psychology is most directly concerned with the study of how people think about, influence, and relate to one another?
  - A) developmental psychology
  - B) social psychology
  - C) personality psychology
  - D) experimental psychology
  - E) clinical psychology
  
2. Fritz Heider concluded that people tend to attribute others' behavior either to their
  - A) heredity or their environment.
  - B) biological motives or their psychological motives.
  - C) thoughts or their emotions.
  - D) dispositions or their situations.
  - E) abilities or their effort.
  
3. 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
  
4. 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.
  
5. The fundamental attribution error is most likely to lead observers to conclude that unemployed people
  - A) are victims of discrimination.
  - B) are irresponsible and unmotivated.
  - C) have parents who provided poor models of social responsibility.
  - D) attended schools that provided an inferior education.
  - E) are victims of bad luck.

6. After she was promoted to a high-level executive position in the large company for which she worked, Jorana developed more pro-business political attitudes. This best illustrates the impact of \_\_\_\_\_ on attitudes.
- A) deindividuation
  - B) social facilitation
  - C) role-playing
  - D) mirror-image perceptions
  - E) the bystander effect
7. Adjusting one's behavior or thinking toward a group standard is called
- A) the reciprocity norm.
  - B) peripheral route persuasion.
  - C) social loafing.
  - D) conformity.
  - E) obedience.
8. 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.
9. In Milgram's obedience experiments, "teachers" exhibited a somewhat lower level of compliance with an experimenter's orders when
- A) the experiment was not associated with a prestigious institution like Yale University.
  - B) the "learner" complained of a slight heart condition just before the experiment began.
  - C) the "learner" screamed as the shocks became more punishing.
  - D) the "learner" was in another room where his physical well-being couldn't be observed by the "teacher."
  - E) the "teacher" was instructed to administer the learning test and someone else was asked to shock the "learner."
10. Social loafing has been found to be especially noticeable among
- A) women in cultures that value collectivism.
  - B) women in cultures that value individualism.
  - C) men in cultures that value collectivism.
  - D) men in cultures that value individualism.
  - E) both men and women in cultures that value collectivism.

11. Individuals who believe that the death penalty should be abolished meet to discuss the issue. Research on group interaction suggests that after discussion the individuals will be
- A) even more convinced that the death penalty should be abolished.
  - B) convinced that the death penalty should be retained.
  - C) sharply divided over whether the death penalty should be abolished.
  - D) in favor of a more moderate position on the issue.
  - E) less certain about whether the death penalty should be abolished.
12. Groupthink can be prevented by a leader who
- A) is directive and makes his or her own position clear from the start.
  - B) invites outside experts to critique a group's developing plans.
  - C) tries to maintain high morale among group members.
  - D) emphasizes the importance of the issue under discussion.
  - E) makes sure that all conflicts are resolved through consensus.
13. 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.
14. A culture that promotes individualism is most likely to encourage
- A) altruism.
  - B) nonconformity.
  - C) ingroup bias.
  - D) groupthink.
  - E) superordinate goals.
15. Overgeneralized beliefs about a group of people that often underlie prejudicial emotions are called
- A) superordinate goals.
  - B) situational attributions.
  - C) stereotypes.
  - D) social norms.
  - E) social traps.

16. Ingroup bias best illustrates the impact of our \_\_\_\_\_ on prejudice.
- A) superordinate goals
  - B) social identities
  - C) deindividuation
  - D) reciprocity norms
  - E) social traps
17. The tendency to recall faces of one's own race more accurately than faces of other races is called
- A) ingroup bias.
  - B) the other-race effect.
  - C) deindividuation.
  - D) the mere exposure effect.
  - E) mirror-image perception.
18. The fact that human aggression varies widely from culture to culture most strongly suggests that it is NOT
- A) a reaction to frustration.
  - B) influenced by social norms.
  - C) an unlearned instinct.
  - D) a product of deindividuation.
  - E) a result of group polarization.
19. Ostracism has been observed to intensify
- A) self-disclosure.
  - B) aggression.
  - C) hindsight bias.
  - D) deindividuation.
  - E) conformity.
20. Makato, a 15-year-old high school sophomore, is physically unattractive. Compared with good-looking students, Makato is more likely to
- A) be physically coordinated and athletic.
  - B) have difficulty making a favorable impression on potential employers.
  - C) become a loving and dependent brother.
  - D) earn low grades in his courses.
  - E) be well liked by other male students.

21. Altruism is best described as
- A) exerting greater effort when working in the presence of others.
  - B) experiencing an increasing attraction to people as they become more familiar.
  - C) behaving unselfishly to enhance the welfare of others.
  - D) complying with a large request if one has previously complied with a small request.
  - E) acting as if the suffering of others doesn't bother us.
22. Sharing household chores ranks high on a list of things people associate with successful marriages. This best illustrates the perceived value of
- A) equity.
  - B) proximity.
  - C) passionate love.
  - D) self-disclosure.
  - E) reciprocity norm.
23. Despite government warnings of a severe shortage of heating fuels, most citizens continue to turn up their home thermostats in the belief that their personal fuel consumption will have little effect on the country's total fuel reserves. This reaction best illustrates the dynamics of
- A) the bystander effect.
  - B) the fundamental attribution error.
  - C) the foot-in-the-door phenomenon.
  - D) the just-world phenomenon.
  - E) a social trap.
24. Muzafer Sherif's study of conflict in a Boy Scout camp indicated that conflict between two groups of boys could be reduced most effectively by
- A) bringing the members of both groups into close contact.
  - B) having one group make conciliatory gestures to the other group.
  - C) allowing leaders of the two groups to communicate.
  - D) exposing the groups to tasks that required their joint cooperation.
  - E) encouraging a friendly competition between the groups.
25. High rates of violence are most common among those who experience minimal levels of
- A) cognitive dissonance.
  - B) deindividuation.
  - C) social facilitation.
  - D) father care.
  - E) group polarization.



**Answer Key**

1. B
2. D
3. C
4. A
5. B
6. C
7. D
8. C
9. A
10. D
11. A
12. B
13. D
14. B
15. C
16. B
17. B
18. C
19. B
20. B
21. C
22. A
23. E
24. D
25. D

Unit 18 - Social Psychology  
Review Questions