
Name _____

Multiple choice, short answer, and possibly other types of questions on Chapter 14 for the chapter quiz and for the test will be drawn from the material below. Answers to multiple choice questions may be in a different order on the test and/or the quiz, and questions or answers might be rephrased slightly to make them clearer.

Multiple Choice

- 1) The scientific study of the way in which thoughts, feelings, and behaviors of one individual are affected by the real, imagined, or inferred characteristics or behavior of others is known as _____ psychology.
 - A) interpersonal
 - B) environmental
 - C) cognitive
 - D) social
- 2) We most often form our impressions of people based on _____ information.
 - A) scanty and often inaccurate
 - B) plentiful and relatively accurate
 - C) scanty, but surprisingly accurate
 - D) plentiful, but often inaccurate
- 3) Research suggests that the primacy effect can be weakened if people are _____.
 - A) later given information that is only partially consistent with their first impressions
 - B) warned to be wary of their first impressions
 - C) encouraged to believe their first impressions
 - D) trained in sensory perception techniques
- 4) When the expectations of one person bring about the expected behavior in another person, the expectation has become a(n) _____.
 - A) primary drive
 - B) response characteristic
 - C) attribution
 - D) self-fulfilling prophecy
- 5) Research indicates that teachers' expectations of students
 - A) only negatively affects the poorest student performers in a given class.
 - B) has little or no effect on student performance.
 - C) can have a powerful positive or negative effect on student performance.
 - D) only positively affects the top student performers in a given class.
- 6) Research indicates that we tend to attribute our own actions to _____ factors and the behavior of others to _____ factors.
 - A) personal; personal
 - B) situational; situational
 - C) situational; personal
 - D) personal; situational
- 7) The tendency to give too much emphasis to personal factors when accounting for other people's actions is called
 - A) the fundamental attribution error.
 - B) the Peter principle.
 - C) defensive attribution.
 - D) the primacy effect.
- 8) In hospitals, premature infants rated as "attractive" by attending nurses _____ and gained _____ weight than those judged as less attractive.
 - A) thrived less; less
 - B) thrived the same; the same amount of
 - C) thrived more; more
 - D) did not thrive; less
- 9) People tend to choose romantic partners who are
 - A) much less attractive than they are.
 - B) much more attractive than they are.
 - C) similar to themselves in attractiveness.
 - D) somewhat less attractive than they are.
- 10) Felix meets and talks with Maria and Nina at three successive parties. Nina's comments to Felix are extremely flattering at all three parties. Maria's comments to him were relatively neutral at the first party, but have grown steadily warmer, to the point of overt flattery, at the last two parties. Felix will probably like _____.
 - A) Nina more than Maria
 - B) Maria more than Nina
 - C) neither Nina or Maria
 - D) both Maria and Nina equally
- 11) Intimate communication is based on the process of
 - A) kinesics
 - B) self-disclosure
 - C) deindividuation
 - D) proxemics

12) Sally knows her own mind. She consistently expresses her beliefs and acts on those beliefs with little regard for the constraints imposed by the situation. She is probably a _____ self-monitor.

- A) reactive
- B) nonreactive
- C) high
- D) low

13) Without experience of their own, children are particularly susceptible to the influence of _____ on their attitudes.

- A) television
- B) teachers
- C) parents
- D) peers

14) _____ is an unfair, intolerant, or unfavorable attitude toward another group of people.

- A) Discrimination
- B) Prejudice
- C) Oppression
- D) Conformity

15) _____ is an act taken toward one group that is unfair when compared with our behavior toward other groups.

- A) Discrimination
- B) Prejudice
- C) Bigotry
- D) Oppression

16) The more cotton prices declined in the South from 1882-1930, the more lynchings of Blacks occurred. This observation supports the theory that prejudice and discrimination

are caused by _____.

- A) interpersonal conflict
- B) stereotyping
- C) frustration-aggression
- D) genetic predisposition

17) Jean, who is black, eats in a college cafeteria where she has never seen white and black students sit at the same table. She has always had white and black friends, but at school, she chooses not to sit with her white friends for meals. This prejudicial behavior is due to _____.

- A) inexperience
- B) conformity
- C) stereotyping
- D) scapegoating

18) Any group of people who are viewed as competitors, enemies, or different and unworthy of respect is a(n)

- A) pariah.
- B) out-group.
- C) in-group.
- D) threat-group.

19) According to the _____, members of a group see themselves as different from and superior to outsiders.

- A) in-group bias
- B) ultimate attribution error
- C) actor-observer effect
- D) self-serving bias

20) Which of the following works BEST to reduce racial prejudice?

- A) competition
- B) cooperation
- C) education
- D) contact

21) When listening to persuasive messages, there is a tendency, over time, for people to forget the source while remembering the content. This is known as _____.

- A) the sleeper effect
- B) controlled processing
- C) Moore's Law
- D) recategorization

22) Credibility of the source is most important to attitude change when we _____.

- A) have already bought the product being discussed
- B) have some interest in the message
- C) are not interested in the message itself
- D) are about to buy the product being discussed

23) It is generally better to present _____ when trying to change someone's opinion.

- A) both sides of an argument
- B) only your side of an argument
- C) only criticisms of your side of an argument
- D) only criticisms of the opposing viewpoint

24) The message MOST likely to result in attitude change is a message with _____.

- A) moderate fear from a highly credible source
- B) moderate fear from a moderately credible source
- C) high fear from a moderately credible source
- D) high fear from a highly credible source

25) The most critical factors in changing attitudes are often the most difficult to control. These factors involve the

- A) characteristics of the audience.
- B) personal attributes of the message.
- C) situation in which the message is presented.
- D) clarity of the message.

26) Whenever a person has two contradictory cognitions at the same time, a state of _____ exists.

- A) nonreciprocity
- B) cognitive congruence
- C) identity diffusion
- D) cognitive dissonance

27) Both Ruth and Mike oppose abortion. However, a researcher offers Ruth \$3 and Mike \$300 to write an essay on reasons why abortion should be legalized. Both Ruth and Mike comply with this request. The MOST likely outcome is that _____.

- A) neither Ruth's nor Mike's attitude will change
- B) both Ruth's and Mike's attitudes will change
- C) Ruth's attitude will change less than Mike's will
- D) Ruth's attitude will change more than Mike's will

28) Asch's studies showed that overall conformity to group pressure occurred about _____ percent of the time.

- A) 95
- B) 35
- C) 5
- D) 65

29) Conformity tends to be higher when a task is _____.

- A) ambiguous
- B) moderately difficult
- C) clearly defined
- D) easy

30) The tendency of people to comply with a second, larger request after complying with a first, small request is called the _____ effect.

- A) lowball
- B) response cue
- C) door-in-the-face
- D) foot-in-the-door

31) A person asks you to counsel delinquent youths at a detention center for two years. When you refuse, she then asks you if you could supervise the youths during a trip to the zoo. She is using the _____ effect.

- A) door-in-the-face
- B) lowball
- C) primacy
- D) foot-in-the-door

32) Executions by a firing squad illustrate that obedience _____.

- A) is much greater when there is shared responsibility for the act.
- B) is a function of unstructured conflict.
- C) is a function of rewardingness.
- D) drops sharply when the victim is in the same room.

33) Urged on by his trouble-making friends, John robs a bank. When the police arrest him for the robbery, John expresses shock that he could have done such a thing. Through his hasty commitment to his "friends," John has undergone the process of _____.

- A) deinstitutionalization
- B) deindividuation
- C) desocialization
- D) identity diffusion

34) The tendency of people to exert less effort on a task when working in a group than when working individually is called _____.

- A) groupthink
- B) social loafing
- C) social conformity
- D) malingering

35) The disastrous decisions made in such historical events as the Watergate cover-up, the Challenger disaster, and the Bay of Pigs invasion were due primarily to _____.

- A) polarization
- B) altruism
- C) groupthink
- D) risky shift

36) A noted scientist argues that the type of task being undertaken, the dynamics existing between the leader and the group, the leader's ability to exercise power over the group, and leadership style all contribute to the effectiveness of a leader. This scientist is a proponent of the _____ model.

- A) eclectic
- B) contingency
- C) autocratic
- D) great person

37) A recent one-year study involving more than two thousand managers found that female and male coworkers say that women are _____.

- A) just as good managers as men
- B) not as good managers as men
- C) better managers than men
- D) much more unpredictable as managers than men

38) Research on attractiveness has found that people _____.

- A) evaluate and treat attractive people more favorably, but only when they first meet them. As they get to know them better, they tend to treat attractive and unattractive people similarly
- B) do not evaluate or treat attractive people more favorably than unattractive people
- C) start off by treating attractive and unattractive people similarly, but as they get to know them they begin to treat attractive ones more favorably than unattractive ones
- D) treat attractive people more favorably than unattractive people in the beginning and even well after they have gotten to know them

39) People within our culture generally _____ about who is beautiful, and people from different cultures generally _____ about who is beautiful.

- A) disagree; disagree
- B) agree; agree
- C) disagree; agree
- D) agree; disagree

40) Which of the following is NOT one of the four especially important societal beliefs discussed in your text as contributing to ethnic conflict?

- A) "We can do no wrong!"
- B) "The opponent has no legitimacy!"
- C) "We are revolutionary!"
- D) "Our goals are just!"

Short Answer Questions:

41) Define actor–observer bias, self–serving bias, and the just–world hypothesis.

42) Research by Solomon Asch indicated that the willingness of people to conform depends on a number of factors. Some have to do with the nature of the group (including the size of the group and unanimity in the group), some have to do with the nature of the task, and some depend upon the nature of the people involved. Please list four of the personal characteristics that increase the likelihood of conformity.

43) Historians can point to many instances of crimes committed in the name of obedience. Much of the early psychological research on this topic was performed after World War II by Stanley Milgram. This is a two–part question. 1) Briefly describe Milgram's famous experiment in obedience to authority (use enough detail to show that you are familiar with the procedure Milgram used, what deception was involved, and what it demonstrated), AND 2) List three of the factors Milgram found that increased the subjects' willingness to obey authority.

44) The 1964 murder of Kitty Genovese sparked considerable research on what would lead bystanders to intervene or not to intervene in an emergency. This is a two–part question. 1) What is the bystander effect , AND 2) If you are having an emergency and there are multiple bystanders, identify three specific steps you can take to increase your chances of getting help.