Psych 150 - Dr. Landman	
Fall Semester, 2008 - Sections 05x and 07x	
Study Guide for Chapter 14: Social Psychology	
Nama	

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	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
2) social	7) The tendency to give too much emphasis to personal
 2) We most often form our impressions of people based oninformation. A) scanty and often inaccurate B) plentiful and relatively accurate 	factors when accounting for other people's actions is called A) the fundamental attribution error. B) the Peter principle. C) defensive attribution.
C) scanty, but surprisingly accurate D) plentiful, but often inaccurate	D) the primacy effect.
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	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
b) trained it sensory perception techniques	9) People tend to choose romantic partners who are
4) When the expectations of one person bring about the expected behavior in another person, the expectation has become a(n)A) primary driveB) response characteristic	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.
C) attribution D) self-fulfilling prophecy	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
5) Research indicates that teachers' expectations of studentsA) only negatively affects the poorest student performers in a given class.B) has little or no effect on student performance.	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
C) can have a powerful positive or negative effect on student	B) Maria more than Nina
performance. D) only positively affects the top student performers in a given class.	C) neither Nina or Maria D) both Maria and Nina equally
	11) Intimate communication is based on the process of A) kinesicsB) self-disclosureC) deindividuation

D) proxemics

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 3) Without experience of their own, children are particularly susceptible to the influence of on their attitudes. A) television B) teachers C) parents D) peers D) peers C) parents D) peers D) person B) rejudice C) Oppression D) Conformity C) Bigotry D) Conformity D) Conformity D) Conformity D) Conformity D) Discrimination B) Prejudice D) Bigotry D) Oppression D) The more cotton prices declined in the South from are caused by	12) Sally knows her own mind. She consistently expresses	18) Any group of people who are viewed as competitors, enemies, or different and unworthy of respect is a(n)
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C) situation in which the message is presented.		

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	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
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	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
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	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
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	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
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	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
32) Executions by a firing squad illustrate that obedienceA) 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.

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, an	nd 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.			
early psychological research on this topic was perfo	s famous experiment in obedience to authority (use e procedure Milgram used, what deception was		

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.