

Social Psychology
Week 14: Examination
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General Instruction:

Reaching this page means you should have already watched all the course videos and completed all the lesson materials. Please do not skip any lessons before taking this exam. If you missed any content, go back and complete it now. I highly recommend taking a few moments to thoroughly review your notes before you start the test.

Direction:

Multiple Choice. For each item, choose the letter of the answers that best complete the statement or answers the question.

1. According to Robert Sternberg, romantic love involves
 - A. intimacy without passion and commitment.
 - B. passion and intimacy without commitment.
 - C. intimacy and commitment without passion.
 - D. passion and commitment without intimacy.

2. Companionate love is characterized by
 - A. intimacy without passion and commitment.
 - B. passion plus commitment without intimacy.
 - C. intimacy and commitment without passion.
 - D. intimacy, passion, and commitment.

3. Low levels of which neurotransmitter has been implicated in studies of aggression?
 - A. Testosterone
 - B. Dopamine
 - C. Serotonin
 - D. A and C

4. Which statement most accurately defines the norm of social justice?
 - A. Social relationships should be characterized by fairness.

- B. One should help only those who deserve one's help.
 - C. We should help those who help us.
 - D. We should consider the costs of helping others.
5. Relative deprivation is a situational factor for aggression that occurs when:
- A. A person is given more resources than they expected.
 - B. A person feels they have less than what they deserve compared to others.
 - C. A person has no resources at all.
 - D. Deprivation is shared equally by everyone in a society.
6. Which of the following factors is NOT associated with greater helping on the part of men?
- A. the presence of an audience
 - B. a needy woman who is attractive
 - C. a need for personal devotion
 - D. a situation involving some danger
7. Discrimination can be BEST defined as
- A. negative attitudes toward a member of a group.
 - B. negative feelings toward a group or its members.
 - C. unjustified negative behaviors toward a group or its members.
 - D. negative thoughts about a group.
8. What is ingroup bias?
- A. Being biased against a group in one's own group.
 - B. When people disfavor their own group.
 - C. When people favor their own group.
 - D. Being slanted against the new members of one's group.
9. Heat, pain, attacks—these are what types of influences on aggression?
- A. arousing incidents
 - B. unfortunate incidents
 - C. environmental cues
 - D. aversive incidents
10. The proposition that frustration always elicits a motive to aggress is a critical argument of the
- A. Negative affect theory
 - B. Frustration-aggression theory
 - C. Sexual-aggression theory

D. Arousal-affect model

11. Which of the following is NOT conducive to aggression?

- A. pain
- B. heat
- C. cool temperatures
- D. crowding

12. What is the current thinking regarding watching violent TV and aggression?

- A. There are more studies showing that watching violent programs can be beneficial to people.
- B. There is no effect on people from watching violent TV programs.
- C. Watching violent TV programs increases aggression.
- D. Watching violent TV programs decreases aggression.

13. Pioneer in social psychology who demonstrates the effects of observational learning and aggression in children.

- A. Max Ringelmann
- B. John B. Watson
- C. Stanley Milgram
- D. Albert Bandura

14. Killings done by armies is an example of

- A. Compulsory aggression
- B. Hostile aggression
- C. Indirect aggression
- D. Instrumental aggression

15. The theory that we learn social behavior by observing and imitating is the

- A. Instrumental learning theory
- B. Operant conditioning
- C. Behavioral learning theory
- D. Social learning theory

16. The tendency for novel stimuli to be liked more after the later has been repeatedly exposed to them is

- A. the novel stimuli effect.
- B. the mere-exposure effect.
- C. the repeated exposure effect.
- D. the nonsense effect.

17. "You are the laziest person I've ever seen. Never did I think that I will fall for someone like you. This relationship is a waste of my precious time". This is a line from someone who engages in:
- A. defensiveness
 - B. criticism
 - C. contempt
 - D. stonewalling
18. Women whose waists are 30 percent narrower than their hips suggest a shape associated with
- A. malnutrition.
 - B. menopause.
 - C. pregnancy.
 - D. peak sexual fertility.
19. The redirection of aggression to a target other than the source of the frustration is
- A. projection
 - B. the redirection effect
 - C. displacement
 - D. the frustration-aggression effect
20. What factor does not initiate attraction?
- A. long distance
 - B. physical attractiveness
 - C. similarity
 - D. feeling liked
21. A negative belief about the personal attributes of a group is
- A. prejudice.
 - B. stereotype.
 - C. discrimination.
 - D. a false belief.
22. People's beliefs about how women and men behave are
- A. gender roles.
 - B. gender stereotypes.
 - C. gender prejudice.
 - D. gender expectations.

23. A belief in the superiority of one's own ethnic and cultural group is
- A. ingroup bias.
 - B. xenocentrism
 - C. ethnocentrism.
 - D. the social identity effect.
24. The outgroup homogeneity effect is
- A. a perception of outgroup members as more dissimilar to one another than are ingroup members.
 - B. a perception of outgroup members as more similar to one another than are ingroup members.
 - C. a perception of outgroup members as more prejudice towards ingroup members.
 - D. a perception of outgroup members as more discriminating towards ingroup members.
25. An expectation that people will help those dependent upon them is
- A. social-responsibility norm.
 - B. reciprocity norm.
 - C. dependent norm.
 - D. social justice norm.
26. One way to increase helping behavior is
- A. to decrease empathy.
 - B. to model altruism.
 - C. to remove people's guilt.
 - D. to increase the number of bystanders.
27. Bystander inaction increases
- A. as the bystanders become more leisurely.
 - B. as the bystanders are more observant.
 - C. as the number of bystanders increases.
 - D. as the number of bystanders decreases.
28. Research has shown that if people are made to feel guilty, this will ___ helping behavior.
- A. increase
 - B. decrease.
 - C. have no effect on
 - D. have a detrimental effect on

29. Responsibility diffusion
- A. increases helpfulness.
 - B. has no effect on helping behavior.
 - C. can lead to more helping behavior.
 - D. can lead to less helping behavior.
30. Kind of love characterized by passion without intimacy or commitment.
- A. Infatuation
 - B. Liking
 - C. Fatuous
 - D. None of the above
31. Kind of love characterized by commitment and intimacy without passion.
- A. Non-love
 - B. Infatuation
 - C. Liking
 - D. None of the above
32. The way a message is delivered is called
- A. Channel of communication
 - B. Source or speaker
 - C. Audience
 - D. Persuasion phenomenon
33. People in groups loaf less when: (Shade ALL that applies)
- A. The task is routine.
 - B. They are with strangers.
 - C. The task is challenging.
 - D. Individual contribution will be assessed
 - E. They are in an unfamiliar setting.
34. Which of the following would be considered a social group?
- A. 10 people in line waiting for their order to be taken
 - B. six people at a taxi stand
 - C. 3000 people watching a movie
 - D. 10 people taking water samples
35. Social loafing can be reduced or eliminated in situations where people think that their contributions are
- A. Identifiable
 - B. Unnecessary
 - C. Additive
 - D. Minimal

36. Physical attractiveness is most involved in which of the following aspects of persuasion?
- A. the audience
 - B. the message
 - C. how the message is communicated
 - D. the source or communicator
37. What is group polarization?
- A. The tendency for a dominant point of view in a group to be strengthened to a more extreme position after a group discussion
 - B. The strength of the liking and commitment group members have toward each other and to a group
 - C. The tendency of a close-knit group to emphasize consensus at the expense of critical thinking and rational decision making
 - D. A situation in which one harms oneself and others by acting in one's self-interest
38. "Rather than the mere presence of others, it is the worry of being judged that affects performance." This statement is true of
- A. Mere presence theory
 - B. Distraction conflict theory
 - C. Evaluation apprehension theory
 - D. Deindividuation
39. Which of Cialdini's weapons of influence is best to use when persuading a potential employer to hire you?
- A. Reciprocation
 - B. Authority
 - C. Scarcity
 - D. Commitment
40. If you do not have the motivation to listen to a central message, you are less likely to rely on cues such as
- A. The length of the message
 - B. The message source
 - C. The facts in the message
 - D. The sound of the message
41. An accomplice of the experimenter is called:
- A. confederate.
 - B. partner.
 - C. colleague.
 - D. associate.

42. The process by which media influence occurs through opinion leaders, who in turn influence others, is called
- A. channels of communication.
 - B. the media effect.
 - C. the opinion leaders phenomenon.
 - D. the two-step flow of communication.
43. Which of the following audiences are more easily persuaded?
- A. people with low self-esteem
 - B. people with moderate self-esteem
 - C. people with high self-esteem
 - D. people in bad moods
44. Social loafing refers to:
- A. Being able to perform well when in a group.
 - B. Working harder when in a group due to accountability.
 - C. Enjoying oneself in the midst of a group performance.
 - D. Relaxing off when in a group due to unaccountability.
45. If John is told not to drink until he turns 21 years of age, he may start drinking before then. This could be viewed as
- A. Ringelmann effect
 - B. mere exposure
 - C. reactance
 - D. Hawthorne effect
46. Which of the following is NOT a variation of conformity?
- A. compliance
 - B. obedience.
 - C. forgiveness.
 - D. acceptance.
47. Persuasion can be defined as
- A. process aimed at changing a person's attitudes, behaviors, and beliefs.
 - B. a change in behavior or belief as a result of real or imagined group pressure.
 - C. a process aimed at decreasing influence.
 - D. a change in behavior or belief as a result of a direct order from someone.
48. Persuasion research has shown that, due to similarity, a person will be more persuaded by
- A. someone who is like them.
 - B. someone who is dissimilar to them.
 - C. someone who is taller than they are.
 - D. someone who is shorter than they are.

49. Which route to persuasion is more likely to produce lasting change?
- A. The peripheral route to persuasion.
 - B. The implicit route to persuasion.
 - C. The central route to persuasion.
 - D. Two way route to persuasion
50. Which of the following is most likely to be the least persuasive?
- A. A message from someone attractive.
 - B. A message that appears to be designed to change our attitude.
 - C. A message that arouses strong emotions.
 - D. A message from a credible expert.
51. Which of Cialdini's weapons is being used if a source uses a police officer to deliver its message?
- A. Social proof
 - B. Liking
 - C. Authority
 - D. Attractiveness
52. Some studies have shown that women are more likely than men to:
- A. Conform to group opinions
 - B. Resist conformity
 - C. Commit to yawn effect
 - D. Exert power over one another
53. Ringelmann effect is now popularly known as:
- A. Social facilitation
 - B. Social loafing
 - C. Social inhibition
 - D. Hawthorne effect
54. Alcohol consumption decreases
- A. deindividuation.
 - B. self-awareness.
 - C. self-serving biases.
 - D. hindsight biases.
55. Ralph begins eating a new breakfast cereal simply because its box carries a picture of his favorite baseball player. Psychologists would say that Ralph was persuaded through the ____ route.
- A. peripheral
 - B. analytical
 - C. central
 - D. inconsequential

56. Communicators who talk fast and are straightforward are likely to be perceived as
- A. manipulative.
 - B. credible.
 - C. trustworthy.
 - D. attractive.
57. What was the overall aim of the Robbers Cave experiment?
- A. To create conflict in an established cooperative group setting
 - B. To end conflict and encourage cooperation in an established group rivalry situation
 - C. To encourage social isolation
 - D. To encourage complete obedience to authority
58. If people work hard to reach a goal, they are likely to justify their hard work by valuing the goal highly. What is this tendency called?
- A. Effort justification
 - B. Illusory optimism
 - C. Self-congratulatory comparisons
 - D. False-uniqueness effect
 - E. Self-fulfilling prophecy
59. Who among the following is known for his research on obedience?
- A. Gordon Allport
 - B. Norman Triplett
 - C. Solomon Asch
 - D. Stanley Milgram
60. Social Psychology began to emerge as the vibrant field it is today during
- A. The depression of the early 1930s when researchers examined the effect of deprivation on aggression
 - B. World War I when psychologists conducted studies of social conflict and cooperation
 - C. World War II when researchers performed studies of persuasion and conformity
 - D. The Korean War when psychologists examined the effect of brainwashing
61. Cognitive dissonance theory was authored by
- A. Floyd Allport
 - B. Evelyn Hooker
 - C. Leon Festinger
 - D. Muzafer Sherif
62. The false uniqueness effect occurs when

- A. a person does not have confidence in their abilities.
- B. a person thinks they are overly special for being talented or performing a good deed, not realizing that they are relatively common and not so great.
- C. a person has a false sense of self.
- D. a person has the imposter syndrome.

63. Months before the board exam, Khyla thought that she would not pass the exam, so she did not take the review seriously and ends up not passing. This example exemplifies ___.

- A. Self-fulfilling prophecy
- B. Negativity bias
- C. Illusion of control
- D. Primacy effect

64. After the Philippine team won the World Series, Filipinos BIRGed for days; that is:

- A. they distanced themselves from the prior years of frequent losses.
- B. experienced pride and satisfaction in the achievement of their team.
- C. became negativistic for athleticism.
- D. demonstrated higher levels of self-monitoring.

65. It is associated with an experiment devised to examine the prejudice toward socially undesirable groups.

- A. lost-letter technique
- B. cyranoid technique
- C. small world technique
- D. Robbers Cave experiment

66. In contrast to American society, many Asian cultures tend to have a more _____ cultural orientation which leads to a more _____ view of the self.

- A. individualist; independent
- B. competitive; independent
- C. interactionist; codependent
- D. collectivist; interdependent

67. Self-esteem is:

- A. the total of our possible selves.
- B. the sum of all our self-schemas.
- C. the total sum of our thoughts about ourselves.
- D. a person's overall evaluation of oneself.

68. Where was the Prison Experiment conducted?

- A. Yale University
- B. Cambridge University
- C. University of California
- D. Stanford University

69. The three dimensions of attitude are

- A. aptitudes, behavior, and cognition.
- B. affect, behavior, and cognition.
- C. attraction, behavior, and compliance.
- D. aptitudes, behavior, and cognition.

70. Impact bias upheld that people have the tendency to _____ the enduring impact of emotion-causing events.

- A. underestimate
- B. forget
- C. lessen
- D. overestimate

----- NOTHING FOLLOWS -----

SOCIAL PSYCHOLOGY EXAMINATION

ANSWER KEY:

1. B	25. A	49. C
2. C	26. B	50. A
3. C	27. C	51. C
4. B	28. A	52. A
5. B	29. D	53. B
6. C	30. A	54. B
7. C	31. D	55. A
8. C	32. A	56. B
9. D	33. C and D	57. B
10. B	34. D	58. A
11. C	35. A	59. D
12. C	36. D	60. C
13. D	37. A	61. C
14. D	38. C	62. B
15. D	39. C	63. A
16. B	40. C	64. B
17. B	41. A	65. A
18. D	42. D	66. D
19. C	43. B	67. D
20. A	44. D	68. D
21. A	45. C	69. B
22. B	46. C	70. D
23. C	47. A	
24. B	48. A	