

PSYC 1200 A01. (Dr. Ivanco's class)

Due at 8:30 on April 11th. Hand these in early if you can!

You must answer these questions on a bubble sheet. Do not hole punch the bubble sheet or damage it to prevent it being read in the electronic sheet reader.

You must do the answers in pencil. The reader does not read pen!!!!

You must include your student number. The reader does not know who you are otherwise!

MULTIPLE CHOICE. Choose the one alternative that best completes the statement or answers the question.

1) Imagine that you have been asked to diffuse the tension and conflict between two rival neighborhood groups. If you were to apply Muzafer Sherif's findings in the *Robbers Cave* study to your situation, you would 1) _____

- A) promise the group leaders monetary rewards if they can keep the conflict down between the rival group.
- B) encourage the spread of positive rumors about the opposing groups.
- C) establish an all-night basketball league and have the groups compete against one another.
- D) engage the groups in cooperative action in pursuit of shared goals.

2) When a sports fan is asked about his attitudes toward sports, he says that he loves sports because he feels an emotional surge when watching them. This fan's attitude is heavily dependent on the _____ component of attitudes.

- 2) _____
- A) behavioral B) affective C) cognitive D) covert

3) Which of the following statements involves an attribution? 3) _____

- A) After he ate the shrimp, he became ill.
- B) My parents would like for me to study to be a doctor or a lawyer.
- C) I can't come to the party because I have an exam the next morning.
- D) They can't afford a washing machine because he spends so much on that fancy car of his.

4) According to the dependence model of commitment, one important reason battered women stay with their abusers is because 4) _____

- A) the women are overwhelmed by the many alternatives they have.
- B) they feel that the society has let them down and that most people in the society do not want to acknowledge their pain.
- C) of the threats made by the abusers.
- D) the women see themselves as having few alternatives.

5) In the theory of Leon Festinger, the state of conflict someone experiences after behaving or being exposed to information that is contrary to his or her beliefs is known as 5) _____

- A) behavioral disconfirmation. B) cognitive dissonance.
- C) moral anxiety. D) a dispositional attribution.

6) After a close play at the plate during a baseball game, one fan believes that the runner was safe while another fan sitting next to him believes the runner was out. Social psychologists would say that the fans differ in 6) _____

- A) their use of logic and reason.
- B) personality.
- C) their knowledge of baseball.
- D) the way they construct social reality.

7) In order for a person who holds a false belief to be labeled as prejudiced, the false belief must 7) _____

- A) resist change even in the face of evidence against its validity.
- B) be unconscious.
- C) be based on cultural norms of proper behavior.
- D) lead to an attitude of preference toward another human being.

- 8) Fritz Heider believed that all people are "intuitive psychologists." By this he meant that 8) _____
A) there is no distinction between "common sense" psychology and professional psychology.
B) people try to figure out what others are like and what causes their behavior, just as professional psychologists do.
C) most people approach the understanding of behavior from a psychodynamic perspective.
D) people have less interest in the behavior of others than do professional psychologists.
- 9) According to the covariation principle, people should attribute a behavior to a causal factor if that factor was _____ whenever the behavior occurred and _____ whenever it didn't occur. 9) _____
A) present; absent B) absent; absent
C) present; present D) absent; present
- 10) Suppose a person who holds a stereotype is presented with information that presents an argument that contradicts the stereotype. If that person is like most others, the information will likely 10) _____
A) be accepted as sufficient to modify the stereotype.
B) be highly valued by the individual because it has pointed out inconsistencies.
C) cause the person to hold a stereotypical belief that is significantly weaker than the one that was previously held.
D) be discounted by the person.
- 11) After listening to a lecture on prejudice, a student wonders if having close friends from different ethnic groups can reduce prejudice against these groups. Research suggests that the answer is 11) _____
A) yes, because it may become easier to identify and empathize with out-group members.
B) no, because the less that is known about the social norms and customs of out-groups, the better.
C) yes, because such friendships will help to reinforce in-group biases.
D) no, because these friendships may foster a process of social categorization.
- 12) A couple has been married for a short period of time. A second couple have been involved in a loving relationship for many years. The first couple's marriage is more likely to be characterized as _____ love; the second couple's relationship is more likely to be called _____ love. 12) _____
A) pragmatic; erotic B) attached; sad
C) passionate; companionate D) positive; negative
- 13) A teammate struck out three times in the softball game last night. In applying the covariation principle to understand the cause of his performance, the "consistency" dimension refers to whether 13) _____
A) he would have performed better with a different pitcher.
B) the pitcher was consistently overwhelming the batters.
C) others who played in the game also struck out.
D) he has struck out often in the past.
- 14) An analysis of Daryl Bem's self-perception theory of attitudes suggests that it 14) _____
A) helps people realize the extent to which behavior is influenced by situational forces.
B) accounts for motivation better than cognitive dissonance theory.
C) is more likely to operate in novel or ambiguous situations.
D) is concerned more about attitude change than about attitude formation.
- 15) A husband and wife think of themselves as assertive. However, the husband is quite certain of his self-perception whereas the wife feels less certainty. Imagine that you are told that both the husband and wife are assertive and your friend is told that they are not assertive. On the basis of the research on behavioral confirmation, when you and your friend interact with the husband and wife, 15) _____
A) you will elicit assertive behavior from the husband and your friend will elicit nonassertive behavior from the wife.
B) you will elicit assertive behavior from the wife and your friend will elicit nonassertive behavior from the husband.
C) both you and your friend will elicit nonassertive behavior from the husband and the wife.
D) both you and your friend will elicit assertive behavior from the husband and the wife.

16) A young adult believes that elderly people are terrible drivers. Because of this stereotype he never allows himself to be given a ride by anyone over age 55. This young adult will continue to believe that the elderly are poor drivers due, in part, to the effect of 16) _____

- A) behavioral confirmation.
- B) a self-serving bias.
- C) in-group bias.
- D) demand characteristics.

17) Research has shown that in educational environments, 17) _____

- A) teachers, but not students, engage in self-serving biases.
- B) students, but not teachers, engage in self-serving biases.
- C) students attribute high grades to the hard work of the teachers and low grades to their own lack of effort.
- D) professors take credit for student success but not student failure.

18) A group of politicians is interested in people's attitudes toward and likelihood of protesting against the storage of nuclear waste near where they live. If the politicians want to ask questions that will yield the strongest correlation between people's attitudes and their actual behavior, they should ask people about their attitudes toward nuclear 18) _____

- A) waste.
- B) energy.
- C) waste in the United States.
- D) waste in their state.

19) The tendency of people to want things that others can't have forms the basis for the sales technique of 19) _____

- A) covetousness.
- B) scarcity.
- C) reciprocity.
- D) commitment.

20) In attribution theory, an important contribution of Harold Kelley was his observation that the causal attributions people make are 20) _____

- A) usually accurate.
- B) attempts to reduce cognitive dissonance.
- C) usually made with insufficient information.
- D) based solely on the facts of the situation.

21) In a study that is described in the textbook, students from Princeton and Dartmouth evaluated a filmed football game. The differences in their perceptions of the content of the film and the actions of the players most directly demonstrate the importance of 21) _____

- A) cognitive dissonance.
- B) self-perception.
- C) the covariation principle.
- D) the selective encoding of information.

22) A music critic always seems to be asked her attitudes about the relative merits of rock music from the 60s and from the 90s. You might expect this critic's attitudes about rock music to be highly accessible due primarily to 22) _____

- A) rehearsal.
- B) her liking for rock music.
- C) her knowledge of music.
- D) direct experience.

23) Based on the research of Irving Janis, if you want to prevent group think from occurring in groups that you are working in, you should 23) _____

- A) encourage dissent within the group.
- B) rely on a strongly directed leader.
- C) insulate the group from expert opinion.
- D) make sure the group is highly cohesive.

24) A woman wants to be the type of teacher who generates interest, motivation, and originality. According to the research of Kurt Lewin, she should adopt the _____ style of leadership. 24) _____

- A) democratic
- B) authoritative
- C) laissez-faire
- D) autocratic

25) Since the original writings of Karl Lorenz, subsequent research has contradicted his assessment of human aggression in showing that 25) _____

- A) his definition of aggression lacked scientific rigor and is invalid.
- B) many species commit a similar range of aggressive acts and humans have inhibitory control over their use of aggression.
- C) other species do not commit many aggressive acts, but humans do have inhibitory control over their use of aggression.
- D) humans do not seem to have inhibitory control over aggression, but other species commit a similar range of aggressive acts.

26) A citizen believes that the reason the economy is failing is because of the overwhelming number of illegal immigrants who are taking work away from people like himself or coming to this country not to work, but to apply for welfare funds. This thinking is an example of 26) _____

- A) reciprocal altruism.
- B) genocide.
- C) scapegoating.
- D) just world thinking.

27) In an anecdote that is described in the textbook, a student reported an incident in a library where he repeatedly asked two women who were having a conversation to quiet down. When they apparently intentionally started to speak more loudly, he threatened them. In the context of aggression, the women's behavior is most directly an example of 27) _____

- A) direct provocation.
- B) instrumental aggression.
- C) escalation.
- D) altruism.

28) The relationships found by Kurt Lewin and his colleagues between type of leadership style and group members' behaviors, 28) _____

- A) hold true for young boys, but not for national governments.
- B) appear to be true only in controlled laboratory conditions.
- C) break down in the area of democratic leadership style.
- D) also seem to be true in the real-world.

29) Although you know that Kurt Lewin was an important figure in the history of social psychology, you are having trouble establishing the reason for his importance. When you go back to your textbook you find out that he was one of the first to conduct research on 29) _____

- A) the self-serving bias.
- B) the self-fulfilling prophecy.
- C) how people behave in emergency situations.
- D) group dynamics.

30) In the context of aggression, experimenters have suggested that people learn a(n) _____, which encodes the norms for a sequence of responses to continuing provocation. 30) _____

- A) escalation script
- B) contact hypothesis
- C) provocation code
- D) set of frustration-aggression scripts

31) In autokinetic effect studies, researchers will sometimes replace one group member with a new member after each set of trials until all the members are new to the situation. The researchers do this in order to demonstrate the 31) _____

- A) autokinetic effect.
- B) transgenerational influence of norms.
- C) importance of informational influence.
- D) power of normative influence.

32) The classic research of Bibb Latane and John Darley suggests that a theoretical explanation for bystander "apathy" is likely to emphasize 32) _____

- A) one's prior experience with authority figures.
- B) genetic factors.
- C) personality characteristics.
- D) situational forces.

33) Although normally a passive person, a man became involved in a fist fight with a careless driver who almost caused his car to crash. This would be an example of what is known as _____ aggression. 33) _____

- A) passive B) impulsive
- C) innate D) instrumental

34) A friend of yours asks you whether you like scary rides at the fair. Although you have never really thought about it before, you answer "yes" because you remember that whenever you go to the fair you choose the scary rides. According to Daryl Bem, this is predicted by 34) _____

- A) self-perception theory.
- B) the fundamental attribution error.
- C) cognitive dissonance.
- D) a self-serving bias.

35) A student is chairperson of the student group responsible for developing a procedure to handle cheating at his school, yet he takes no action when his best friend confides in him that he cheated on his last test. According to Leon Festinger, the student will experience 35) _____

- A) informational influence. B) compliance.
- C) cognitive dissonance. D) self-serving bias.

36) In the context of adult attachment style, researchers have found that the most enduring romantic relationships as adults are between individuals with a(n) _____ attachment style. 36) _____

- A) anxious-ambivalent B) companionate
- C) avoidant D) secure

37) Elliot Aronson and his colleagues developed a program to deal with prejudice in fifth-grade students. In this program, each student's performance is evaluated on the basis of an overall group presentation, so every member's contribution is essential and valued. Classrooms which have used this approach to reduce prejudice are known as _____ classrooms. 37) _____

- A) jigsaw B) contact C) Aronson D) see-saw

38) A panhandler approaches you and your friend for some money. When your friend gives him a dollar, you attribute your friend's behavior to her inherently generous spirit. Fritz Heider would say that you made a(n) _____ attribution. 38) _____

- A) incorrect B) dispositional
- C) external D) situational

39) Recent research suggests that people's impulses to help are not influenced directly by kinship, rather people are most likely willing to help individuals 39) _____

- A) to whom they feel emotionally close.
- B) to whom they feel hatred for.
- C) to whom they feel emotionally distant.
- D) to whom they feel jealous of.

40) Researchers Bibb Latane and John Darley partly explained bystander "apathy" in terms of the "diffusion of responsibility" felt by participants. By this they meant that 40) _____

- A) in emergency situations, people become emotional and should not be held accountable for their lack of action.
- B) when others are available, people will often assume that someone else will help or should help.
- C) the blame for apathetic behavior is best placed on the shoulders of society in general.
- D) individuals differ to the degree to which they are programmed to act responsibly.

41) Recent research has shown that when the South African model is unworkable, reconciliation can be achieved by other means, one of which is 41) _____

- A) developing an intervention that intends to achieve reconciliation through ignoring the minority people in the community.
- B) developing an intervention that intends to achieve reconciliation through ignoring local communities.
- C) developing an intervention that intends to achieve reconciliation through working with the privileged people in the community.
- D) developing an intervention that intends to achieve reconciliation through not working with local communities.

42) In a study that is described in the textbook, students were classified as having high or low prejudice toward homosexuals. Then they read two studies that either supported or were in opposition to stereotypes of homosexuality. The researchers found that 42) _____

- A) after reading the studies, all of the students were more balanced in their views of homosexuality.
- B) the students gave higher ratings to the study that supported their point of view.
- C) the students gave higher ratings to the study that opposed their point of view.
- D) only the highly prejudiced students changed their attitudes because of the studies that they read.

43) In the Israeli-Palestinian workshops conducted by Herbert Kelman, 43) _____

- A) participants from opposing sides were allowed to confer face to face without a third party being present.
- B) participants were strictly forbidden to transfer what they had learned to the real world, for fear that the program would receive negative publicity.
- C) pressure was created in the participants to come to some agreement.
- D) Palestinians and Israelis engaged in interactive problem solving with respect to the ongoing conflicts in the region.

44) When a student does well on a test, she immediately takes the credit, saying that she did well because she studied hard or because she is a "brain." When she does poorly, however, she blames the teacher for making up an "impossible" test, or her roommates for interrupting her study. This student is demonstrating 44) _____

- A) the Pygmalion effect.
- B) the self-serving bias.

- C) the fundamental attribution error.
- D) prejudice.

True (A) or false (B) - The second sentence best completes each statement or answers the question OR The sentence is true or false.

45) One of the rules that dominates human behavior is that when someone does something for you, you should do something for that person as well. This is called the ____ reciprocity norm _____. 45) _____

46) People tend to take credit for their successes while denying or explaining away responsibility for their failures, a phenomenon known as the ____ conformity ____ bias. 46) _____

47) When a prediction is made about some future behavior or event, it may modify behavioral interactions so as to produce what is expected. This is known as a(n) ____ self-fulfilling prophecy _____. 47) _____

48) The tendency for people to adopt the behavior and opinions presented by other group members is known as ____ covariation _____. 48) _____

49) According to the ____ safety ____ principle, people should attribute a behavior to a causal factor if that factor is present whenever the behavior occurs but is absent whenever the behavior does not occur. 49) _____

50) The expectations a group has for its members regarding acceptable and appropriate attitudes and behaviors are known as social ____ norms _____. 50) _____