

# Chapter 1

## Introducing Social Psychology

### True/False Questions

1. Social psychology is the scientific study of how we feel about, think about, and behave toward the other people around us.  
**True; Easy**
2. Social neuroscience is the study of how our social behavior both influences and is influenced by the activities of our brain.  
**True; Easy**
3. Lewin's equation indicates that the behavior of a given person at any given time is a function of the characteristics of the person rather than the influence of the social situation.  
**False; Moderate**
4. People have a tendency to help others without harming their own interests. This tendency refers to kin selection.  
**False; Moderate**
5. Social support refers to the comfort that we receive from the people around us.  
**True; Easy**
6. "I like the individualistic ideologies." This statement indicates an attitude.  
**True; Moderate**
7. Emotions are long-lasting mental and physiological feeling states of individuals.  
**False; Easy**
8. We experience emotions only when things are out of the ordinary or unusual.  
**True; Moderate**
9. Robert finds out that the findings of a research are consistent with his ideologies and beliefs. Due to this, he recommends the research to all his friends. This situation exemplifies the hindsight bias.  
**False; Difficult**
10. The tendency to think that we could have predicted something that we probably would not have been able to predict is called the hindsight bias.  
**True; Easy**
11. Behavioral measures are measures in which individuals are asked to respond to questions posed by an interviewer or on a questionnaire.  
**False; Easy**
12. Correlational research design is used to create a snapshot of the current state of affairs.  
**False; Moderate**

13. Researchers should frame hypotheses that are falsifiable.  
**True; Moderate**
14. Common-causal variables are variables that are not part of the research hypothesis  
**True; Easy**
15. Dependent variables are the situations that are created by the experimenter through experimental manipulations.  
**False; Easy**

### Multiple Choice Questions

1. Charles, a psychology professor tells his students that an individual's social behavior influences and is influenced by the activities of his or her brain. The professor tells the students that they will study about such influences in the course that they are taking. Identify the course that Charles's students are taking.
- Social neuroscience
  - Cognitive neuroscience
  - Social cognitive science
  - Affective neuroscience
- a; Easy**
2. Which of the following refers to an understanding of how our knowledge about our social worlds develops through experience and the influence of these knowledge structures on memory, information processing, attitudes, and judgment?
- Social neuroscience
  - Social cognition
  - Social intelligence
  - Communal intelligence
- b; Easy**
3. Robert wants to develop a deep understanding of the dynamic relationship between individuals and the other people around them. Robert can achieve this by studying \_\_\_\_\_.
- Sociophysiology
  - Social psychology
  - Sociobiology
  - Evolutionary biology
- b; Moderate**
4. Which of the following refers to the process through which other people change our thoughts, feelings, and behaviors and through which we change theirs?
- Social influence
  - Social cognition
  - Social intelligence
  - Social adaptation
- a; Easy**
5. Penny has certain powers over Mitchell. Using these powers she tries to change Mitchell's behaviors. This is an example of using

- a. Social adaptation
- b. Social intelligence
- c. Social cognition
- d. Social influence

**d; Moderate**

6. Richard's friends' behaviors are often subject to the positivity that Richard displays. He often helps his friends change their negative behaviors. Which of the following occurs when someone actively attempts to change others' behaviors?

- a. Social cognition
- b. Social influence
- c. Social intelligence
- d. Social adaptation

**b; Easy**

7. Lewin's equation indicates that \_\_\_\_\_.

- a. a person's success or failure is not a function of his personal characteristics
- b. behavior of a person is a function of person variables and situation variables
- c. people are born with skills and they can use these skills under all circumstances
- d. social situation is not a strong influence in determining person characteristics

**b; Moderate**

8. Darren works as a supervisor in a manufacturing company. Darren has been a top performer for the organization. Which of the following statements that describes Darren's performance is consistent with Lewin's equation?

- a. Anyone, with the same self-motivation can perform like Darren.
- b. Hard work is the only secret behind Darren's success.
- c. Self-motivation and favorable work environment caused Darren's success.
- d. Anyone can perform like Darren if given the same kind of work atmosphere.

**c; Difficult**

9. Which of the following is a valid observation about Lewin's equation?

- a. It declares that a person's success or failure is not a function of his or her personal characteristics.
- b. It shares the view that people are not born with skills to behave in a certain manner.
- c. It shares the idea that internal factors, rather than external factors cause behaviors.
- d. It indicates that behavior of a person is a function of person variables and situation variables.

**d; Moderate**

10. Which of the following refers to the assumption that human nature, including much of our social behavior, is determined in large part by our evolutionary past?

- a. Evolutionary adaptation
- b. Kin selection
- c. Evolutionary selection
- d. Evolutionary intelligence

**a; Easy**

11. Which of the following terms refers to the extent to which having a given characteristic helps an individual organism survive and reproduce at a higher rate than do other members of the species who do not have the characteristic?

- a. Self-concern
  - b. Kin
  - c. Fitness
  - d. Other-concern
- c; Easy**

12. Scientists believe that human beings' social behavior depends on the evolutionary history of the species. This belief refers to \_\_\_\_\_.
- a. Evolutionary selection
  - b. Evolutionary adaptation
  - c. Kin selection
  - d. Evolutionary intelligence

**b; Moderate**

13. Choose the correct answer based on the statements below.  
Statement 1: Human beings experience fear of failure.  
Statement 2: Fear of failure makes human beings fitter.
- a. Fear of failure will not survive over time in human beings if both the statements are true.
  - b. Fear of failure will survive over time in human beings if statement 2 is true
  - c. Fear of failure will not survive over time in human beings if statement 2 is true
  - d. Fear of failure will survive over time in human beings if both the statements are false.

**b; Difficult**

14. Individuals have a tendency to affiliate with, accept, and be accepted by the people around them. This tendency refers to their \_\_\_\_\_.
- a. self-concern
  - b. social power
  - c. self esteem
  - d. other-concern

**d; Moderate**

15. Human beings have a tendency to protect individuals who are genetically related to us. We try to protect our siblings, parents, and other relatives. Which of the following terms refers to our tendency to protect our relatives?
- a. Evolutionary selection
  - b. Other-concern
  - c. Kin selection
  - d. Evolutionary adaptation

**c; Moderate**

16. Which of the following is the most important outcome observed when an individual engages in kin selection?
- a. Reduced other-concern for the individual who engages in kin selection
  - b. Survival of the individual who engages in kin selection
  - c. Increased self control for the individual who engages in kin selection
  - d. Survival of the group, to which the individual belongs, as a whole

**d; Moderate**

17. Which of the following actions of an individual exemplifies kin selection?
- a. Andrea donates her kidney to her brother.
  - b. Ryan lives in an apartment with his relatives.