☑ Pool Canvas

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Add | Calculated Formula | GO | Creation Settings

Name	CHAPTER 1: WHAT IS SOCIAL PSYCHOLOGY?
Description	
Instructions	Modify

◀ Add Question Here

Question 1   **Multiple Choice**   **0 points**   Modify | Remove

Question Social psychologists do *not* generally

Answer
- work in settings outside of an academic context.
- consider the effects of external, nonsocial factors on behavior.
- study phenomena about which commonsense beliefs are held.
- ✔ pay more attention to group behavior than the behavior of individuals within groups.

◀ Add Question Here

Question 2   **Multiple Choice**   **0 points**   Modify | Remove

Question Which of the following questions would a social psychologist be *most* likely to study?

Answer
- Are crime rates different among people of higher versus lower socioeconomic status?
- What risk factors contribute to the onset of schizophrenia?
- ✔ Is there a link between playing violent video games and engaging in aggressive behavior?
- Do citizens in countries with democratic governments report greater life satisfaction than citizens in countries with autocratic governments?

◀ Add Question Here

Question 3   **Multiple Choice**   **0 points**   Modify | Remove

Question Which of the following questions would a social psychologist be *least* likely to study?

Answer
- What kinds of persuasion techniques are the most effective in product advertising?
- What are the most important qualities people look for in a romantic partner or friendship?
- Why do people sometimes behave differently in a group setting than they do on their own?
- ✔ Have attitudes toward gay marriage in the U.S. changed in the last five years?

◀ Add Question Here

Question 4   **Multiple Choice**   **0 points**   Modify | Remove

Question Social psychology is all of the following *except*

Answer
- a science addressing a diverse array of topics.
- the study of how people think, feel, and behave.
- ✔ a compilation of anecdotal observations and case studies.
- an approach applying the scientific method of systematic observation, description, and measurement.

◀ Add Question Here

Question 5   **Multiple Choice**   **0 points**   Modify | Remove

Question Social psychology is primarily concerned with the ways in which

Answer
- group factors contribute to the functioning of social institutions.
- unconscious forces influence conscious motivations and desires.
- specific personality characteristics predict behavior across situations.
- ✔ individuals think, feel, and behave with regard to others.

◀ Add Question Here

Question 6   **Multiple Choice**   **0 points**   Modify | Remove

Question Social psychology differs from history and philosophy in its

Answer
- ✔ attention to the scientific method.
- concern with human behavior.
- greater focus on cultural influences.
- more narrow and refined bandwidth of interest.

◀ Add Question Here

Question 7   **Multiple Choice**   **0 points**   Modify | Remove

Question Which of the following is *not* considered an important part of the scientific method?

Answer
- Systematic observation
- Variable Definition
- ✔ Intuition
- Measurement

◀ Add Question Here

Question 8   **Multiple Choice**   **0 points**   Modify | Remove

Question Anita wants to spend her career studying the factors that predict whether the members of a couple are satisfied with their marriage. If she chooses to do so as a social psychologist, it is likely that her pursuit will

Answer
    focus more on people's thoughts than on their actual behavior.

    emphasize the importance of different personality types, such as "fun-loving" and "open to new experiences."

    examine couples rather than individuals as the unit of analysis.

✔ include systematic observation and measurement of couples.

Question 9	**Multiple Choice**	**0 points**	Modify	Remove

Question Mariano is interested in how the diversity of a group affects its performance. If Mariano is a social psychologist, it is *unlikely* that he will

Answer
    conduct experiments that compare diverse and non-diverse groups.

✔ focus more on the details of recent Supreme Court rulings regarding affirmative action than examining the actual behavior of groups.

    be interested in the thoughts as well as behaviors of people within those groups.

    expect the perceived influence of diversity among the members of the groups to be as influential as the actual changes in performance caused by diverse demographics.

Question 10	**Multiple Choice**	**0 points**	Modify	Remove

Question Which of the following is a central part of the definition of social psychology?

Answer
    It uses historical events as its primary source of data.

✔ It assumes that thoughts and behaviors are influenced by other people.

    It focuses more on the behavior of groups than on that of individuals.

    It emphasizes the solitary nature of human behavior.

Question 11	**Multiple Choice**	**0 points**	Modify	Remove

Question Which of the following statements about social psychology is *false*?

Answer
    A goal of social psychology is to develop general principles that describe human behavior.

✔ An assumption of social psychology is that only social factors influence human behavior.

    Social psychology relies on the scientific method to learn about human behavior.

    Social psychology is concerned with the way in which the imagined presence of others influences individuals.

Question 12	**Multiple Choice**	**0 points**	Modify	Remove

Question A social psychologist would be *least* likely to conduct a study examining the effect of

Answer
✔ sleep on concentration ability.

    temperature on highway shootings.

    political attitudes on friendship formation.

    academic performance on self-esteem.

Question 13	**Multiple Choice**	**0 points**	Modify	Remove

Question Sarunas is a social psychologist. Of the following studies, he is probably *most* interested in reading about one demonstrating the effects of

Answer
✔ attitude similarity on interpersonal attraction.

    immigration patterns on stock market activity.

    distraction on attention to a visual display.

    narcotic substances on neurotransmitter activity in the brain.

Question 14	**Multiple Choice**	**0 points**	Modify	Remove

Question Which of the following is *not* an important theme in social psychological research?

Answer
    The power of the situation

    The role of the individual's cultural background

    The motivation to be liked

✔ The role of unconscious drives

Question 15	**Multiple Choice**	**0 points**	Modify	Remove

Question Courses in social psychology are often required for students majoring in which of the following fields?

Answer
    Education

    Journalism

    Business

✔ all of these.

Question 16	**Multiple Choice**	**0 points**	Modify	Remove

Question The study conducted by Fein et al. (2007) on perceptions of a political debate focuses on

Answer
    how a candidate's nonverbal behaviors influences viewers' evaluations of his performance.

    differences in viewers' perceptions of male versus female candidates.

    cross-cultural differences in political preferences.

✔ the influence of other people's reactions on viewers' perceptions of candidate performance.

Question 17	**Multiple Choice**	**0 points**	Modify	Remove

Question The results of the political debate study conducted by Fein et al. (2007) indicate that

Answer

participants rated a candidate more positively when they heard him make jokes during the debate.

a candidate's efforts to make jokes during the debate did not influence participants' ratings of his performance.

a candidate making jokes during the debate led participants to like him more when people in the audience laughed at those jokes.

✓ a candidate making jokes during the debate led participants to like him less when no one in the audience laughed at those jokes.

Question 18	**Multiple Choice**	**0 points**	Modify	Remove

Question Extrapolating from the Fein et al. (2007) study of political debates, when a cable TV channel shows viewers at home real-time data regarding the debate perceptions of a focus group

Answer

the attitudes of the viewers at home are not likely to be influenced.

✓ the attitudes of the viewers at home are likely to change in the same direction as the attitudes of the focus group.

the attitudes of the viewers at home are likely to change in the opposite direction of the attitudes of the focus group.

viewers at home are likely to get distracted and confused.

Question 19	**Multiple Choice**	**0 points**	Modify	Remove

Question Which of the following conclusions regarding the Fein et al. (2007) study of political debates is *false*?

Answer

Participants were more influenced by other people's reactions to the candidate than by what the candidate actually said.

✓ The reactions of other people to the candidate were only influential when those people were in the same room as the participant.

The factors in our social context that influence our perceptions and behaviors are often subtle.

Telling jokes during a political debate is risky because the payoff in terms of audience perception is small and the potential costs are great.

Question 20	**Multiple Choice**	**0 points**	Modify	Remove

Question Sociologists tend to study behavior at the _____ level, whereas social psychologists study behavior at the _____ level.

Answer

✓ group; individual

interpersonal; cultural

specific; general

social; cognitive

Question 21	**Multiple Choice**	**0 points**	Modify	Remove

Question Sociologists studying the effects of media violence would be more likely than social psychologists to

Answer

conduct experiments manipulating the amount of media violence viewed by participants.

✓ assess changes in television availability and in murder rates over the last thirty years.

concern themselves with situational variables that moderate the effects of media violence on its viewers.

focus on the types of individuals who choose to view media violence.

Question 22	**Multiple Choice**	**0 points**	Modify	Remove

Question To examine the relationship between economic conditions and violence, Gunther compares the murder rates for counties with different median incomes. Gunther's research *best* characterizes what field of study?

Answer

Social psychology

Clinical psychology

Personality psychology

✓ Sociology

Question 23	**Multiple Choice**	**0 points**	Modify	Remove

Question To examine the relationship between temperature and violence, Priti manipulates the thermostat in her laboratory while participants are engaged in a military simulation game. She then looks at the effect of this manipulation on their aggressive behavior during the game, comparing participants in the "warm" condition to those in the "comfortable" condition. Priti's research *best* characterizes what field of study?

Answer

Sociology

✓ Social psychology

Clinical psychology

Personality psychology

Question 24	**Multiple Choice**	**0 points**	Modify	Remove

Question Brad is a social psychologist. Marion is a sociologist. Which of the following research questions is *most* likely of interest to both of them?

Answer ✓ How do societal and immediate factors influence racial differences in academic achievement?

How does positive and negative feedback impact conceptions of the self?

Do different socioeconomic groups express different political attitudes?

Can an authority figure influence people to act in ways that they normally would not?

Question 25	**Multiple Choice**	**0 points**	Modify	Remove

Question Which of the following statements concerning social psychology and sociology is *false*?

Answer

Sociologists tend to study societal level variables, whereas social psychologists focus on more specific and immediate variables.

Social psychology studies human behavior at the level of the individual, whereas sociology studies human behavior at the group level.

Social psychologists and sociologists often study the same issues and publish in the same journals.

✓ Sociologists are more likely than social psychologists to rely on experimentation to study human behavior.

Question 26	**Multiple Choice**	**0 points**	Modify	Remove

Question When comparing social psychology to sociology, a major difference is the

Answer
    target populations studied.

    number of variables explored.

✔ focus on the individual or the group.

    emphasis on how social context affects behavior.

Question 27	**Multiple Choice**	**0 points**	Modify	Remove

Question Marilyn is interested in whether schizophrenic individuals tend to interpret verbal feedback from others as negative even if it is positive. It might be said that Marilyn is doing research at the intersection of social psychology and

Answer
    evolutionary psychology.

    sociology.

    personality psychology.

✔ clinical psychology.

Question 28	**Multiple Choice**	**0 points**	Modify	Remove

Question Although related to other fields, social psychology is distinct in that its emphasis is on

Answer ✔ understanding the immediate situational factors that influence human behavior.

    classifying and treating psychological disorders.

    identifying individual characteristics that are relatively stable across time.

    describing the relationship between human behavior and societal variables.

Question 29	**Multiple Choice**	**0 points**	Modify	Remove

Question Which of the following is *true* regarding social psychology and clinical psychology?

Answer ✔ Researchers in both fields might conduct studies investigating outcomes such as anxiety or depression.

    Research in social psychology utilized the scientific method, whereas research in clinical psychology does not.

    Both fields are primarily concerned with the underlying causes of atypical behavior.

    Psychologists in both fields must become certified in therapy aimed towards helping individuals with mental illness.

Question 30	**Multiple Choice**	**0 points**	Modify	Remove

Question Research concerning how depressed and non-depressed individuals process social information is at the intersection of what two fields of study?

Answer
    Personality psychology and cognitive psychology

✔ Social psychology and clinical psychology

    Social psychology and sociology

    Clinical psychology and sociology

Question 31	**Multiple Choice**	**0 points**	Modify	Remove

Question Which of the following branches of psychology is *most* interested in "the power of the situation"?

Answer
    Clinical psychology

    Cognitive psychology

    Personality psychology

✔ Social psychology

Question 32	**Multiple Choice**	**0 points**	Modify	Remove

Question What distinguishes social psychology from other specialties in psychology is its

Answer
    use of the scientific method in research design.

    emphasis on correlational research design.

✔ attention to the influence of situational context on behavior.

    willingness to consider cross-cultural differences in human behavior and cognition.

Question 33	**Multiple Choice**	**0 points**	Modify	Remove

Question Astrid has developed a 12-item questionnaire to help her identify individuals who tend to be skeptical of authority figures across different situations. Astrid is most likely a _____ psychologist.

Answer
    cognitive

    social

    clinical

✔ personality

Question 34	**Multiple Choice**	**0 points**	Modify	Remove

Question The interaction between individual characteristics and situational constraints on the way people behave *best* reflects the intersection of

Answer
    cognitive and personality psychology.

✔ personality and social psychology.

    social and clinical psychology.

    clinical and developmental psychology.

| Question 35 | **Multiple Choice** | **0 points** | Modify | Remove |

Question Hyunwoo believes that image-oriented ads will be more persuasive for individuals concerned with the way they appear to others, whereas ads that stress product quality will be more effective for individuals who are less concerned with their public image. This belief represents the intersection of what two fields of study?

Answer

Social psychology and clinical psychology

Social psychology and cognitive psychology

✔ Social psychology and personality psychology

Social psychology and sociology

| Question 36 | **Multiple Choice** | **0 points** | Modify | Remove |

Question Diane is interested in whether women with nurturing personalities are more reliable friends both inside and outside the workplace. Rebecca is interested in the hypothesis that women tend to be more nurturing outside the workplace because others expect them to be nurturing. It is likely that Diane is a _____ psychologist and Rebecca is a _____ psychologist.

Answer

social; personality

clinical; personality

personality; clinical

✔ personality; social

| Question 37 | **Multiple Choice** | **0 points** | Modify | Remove |

Question Which of the following research questions does *not* involve the interaction of social and cognitive psychology?

Answer

What situational factors influence whether someone interprets an event as an emergency and then makes a decision to offer help to a stranger?

✔ How does injury to a particular part of the brain influence the ability to form new memories?

How does a threat to self-esteem influence people's ability to pay attention to complex stimuli?

How do stereotypes influence our memory of social interactions?

| Question 38 | **Multiple Choice** | **0 points** | Modify | Remove |

Question Antoine investigates the extent to which depressed individuals have difficulty forming accurate memories of social interactions, particularly when those interactions are stressful. His research is *best* described as being at the intersection of

Answer

personality, cognitive, and clinical psychology.

cognitive, social, and personality psychology.

✔ social, clinical, and cognitive psychology.

clinical, personality, and social psychology.

| Question 39 | **Multiple Choice** | **0 points** | Modify | Remove |

Question Which of the following "common sense" findings is indeed *true*?

Answer

Most of us expect beautiful people to be unintelligent.

Playing violent video games is a safe way to release aggressive tendencies.

People come to like an activity more when they are given a large reward for engaging in it.

✔ People tend to overestimate the extent to which others agree with their points of view.

| Question 40 | **Multiple Choice** | **0 points** | Modify | Remove |

Question It could be argued that social psychology supplements common sense about human behavior in all of the following ways *except* that

Answer

social psychology tests commonsense assumptions using scientific methods.

social psychology addresses many of the same issues about which people have intuitions.

social psychological theories are as broad in scope as common sense.

✔ social psychological findings tend to support most intuitive beliefs about human behavior.

| Question 41 | **Multiple Choice** | **0 points** | Modify | Remove |

Question Social psychological research is a necessary endeavor because our commonsense intuitions

Answer

tend to be very unstable.

✔ often contradict each other.

are not as shared by other people as we think.

are generally accurate but are held with little confidence.

| Question 42 | **Multiple Choice** | **0 points** | Modify | Remove |

Question Social psychology differs from common sense in that

Answer

common sense tends to produce more accurate knowledge about human behavior than social psychology.

common sense captures the full complexity of human behavior.

social psychology is far more intuitive than common sense.

✔ social psychology relies on the scientific method to test its theories.

| Question 43 | **Multiple Choice** | **0 points** | Modify | Remove |

Question The field of social psychology emerged as a distinct discipline around the turn of the

Answer
- 17th century.
- 18th century.
- 19th century.
- ✔ 20th century.

Question 44   **Multiple Choice**   **0 points**   Modify   Remove

Question Ringelmann and Triplett are *best* labeled as

Answer
- the first researchers to explore conformity.
- sociologists who established social psychology as a distinct discipline.
- pioneers in the field of social cognition.
- ✔ the founders of social psychology.

Question 45   **Multiple Choice**   **0 points**   Modify   Remove

Question Among the following social psychologists, who was one of the original founders of social psychology?

Answer
- ✔ Norman Triplett
- Stanley Milgram
- Michael Norton
- Philip Zimbardo

Question 46   **Multiple Choice**   **0 points**   Modify   Remove

Question Which of the following people is credited with publishing the first research article in social psychology?

Answer
- Max Ringelmann
- ✔ Norman Triplett
- Floyd Allport
- John Haharwood

Question 47   **Multiple Choice**   **0 points**   Modify   Remove

Question Blaine works in a factory producing car stereos. He notices that workers produce more stereos by the end of the day when they work together in the same room than when they work in separate rooms. His observation is consistent with a classic study conducted by which of the following classic researchers?

Answer
- Lewin
- Asch
- ✔ Triplett
- Sherif

Question 48   **Multiple Choice**   **0 points**   Modify   Remove

Question "Founders of social psychology" Norman Triplett and Max Ringelmann both did research examining

Answer
- the influence groups exert on their members.
- ✔ the impact of the presence of others on performance.
- how behaviors are shaped by perceptions.
- the impact of different leadership strategies on group performance.

Question 49   **Multiple Choice**   **0 points**   Modify   Remove

Question Which of the following events is regarded as having established social psychology as a distinct field of study?

Answer
- ✔ The publication of the first three textbooks in social psychology
- The publication of the first research article in social psychology
- The formation of the Society for the Psychological Study of Social Issues
- The introduction of the interactionist perspective to the field of psychology

Question 50   **Multiple Choice**   **0 points**   Modify   Remove

Question Floyd Allport's social psychology textbook, published in 1924, is credited with

Answer
- ✔ establishing the field's emphasis on the scientific method.
- imbuing the field with a cross-cultural orientation.
- introducing the major theories of social psychology.
- bridging the "hot" and "cold" perspectives on behavior and cognition.

Question 51   **Multiple Choice**   **0 points**   Modify   Remove

Question Which of the following people did *not* author one of social psychology's first textbooks?

Answer
- William McDougall
- ✔ Muzafer Sherif
- Edward Ross
- Floyd Allport

Question 52   **Multiple Choice**   **0 points**   Modify   Remove

Question If a student wants to find the first source that established social psychology as a separate field with an emphasis on experimentation, he or she should probably read

Answer
✔ Allport's (1924) text.
Ringelmann's (1913) article.
McDougall's (1908) text.
Triplett's (1897–1898) article.

Add Question Here

Question 53   **Multiple Choice**   **0 points**   Modify   Remove

Question According to your textbook, one of the people who had the greatest impact on the developing field of social psychology was *not* a psychologist. Who was this person?

Answer
Plato
Charles Lindbergh
✔ Adolf Hitler
Jackie Robinson

Add Question Here

Question 54   **Multiple Choice**   **0 points**   Modify   Remove

Question Which historical event sparked great interest in and gave shape to the field of social psychology?

Answer
The Great Depression
The use of two atomic bombs by the United States during World War II
✔ The Nazi Holocaust during World War II
The American Civil Rights Movement

Add Question Here

Question 55   **Multiple Choice**   **0 points**   Modify   Remove

Question Of the following important figures in the history of social psychology, who most explicitly emphasized application of the field to social problems in society?

Answer
✔ Gordon Allport
Fritz Heider
Max Ringelmann
Muzafer Sherif

Add Question Here

Question 56   **Multiple Choice**   **0 points**   Modify   Remove

Question Which of the following classic investigations is *not* thought to have arisen from the researcher's attempt to understand events in Nazi Germany?

Answer
Adorno's research on prejudice
✔ Triplett's research on performance in groups
Milgram's study of destructive obedience
Lewin's research on conservation

Add Question Here

Question 57   **Multiple Choice**   **0 points**   Modify   Remove

Question Which of the following is *least* characteristic of research in social psychology between the 1930s and 1950s?

Answer
An emphasis on the application of social psychology to practical concerns
✔ An integration of social and cognitive processes that determine behavior
Attention to the topics of conformity and prejudice
The use of experimentation in research

Add Question Here

Question 58   **Multiple Choice**   **0 points**   Modify   Remove

Question Which social psychologist is credited with demonstrating that complex social processes could be studied scientifically?

Answer
✔ Sherif
F. Allport
Heider
Lewin
Allport

Add Question Here

Question 59   **Multiple Choice**   **0 points**   Modify   Remove

Question The work of Muzafer Sherif was important for the development of social psychology because he

Answer
demonstrated the interaction between personality characteristics and situational factors.
developed professional associations for social psychologists.
✔ showed that complex social behavior could be examined scientifically.
helped to find solutions to the crisis in the field during the 1960s and 1970s.

Add Question Here

Question 60   **Multiple Choice**   **0 points**   Modify   Remove

Question Muzafer Sherif's research was crucial for the development of social psychology because it

Answer
introduced the idea of cognitive dissonance.
marked the beginning of the pluralistic approach that continues to characterize the field.
firmly established the importance of an interactionist perspective.
✔ demonstrated the feasibility of studying complex social issues in a rigorous, scientific manner.

| Question 61 | Multiple Choice | 0 points | Modify | Remove |

Question Which of the following is *not* one of the fundamental principles of social psychology established by Lewin?

Answer
Behavior depends on how we perceive and interpret the world around us.

Behavior is a function of the interaction between the person and the environment.

Social psychology should be applied to important, practical issues.

✔ Behavior should be conceptualized as an interaction of cognition and motivation.

| Question 62 | Multiple Choice | 0 points | Modify | Remove |

Question Jack and his girlfriend Diane dine out about three times a week. Jack believes that they hardly ever dine out, whereas Diane thinks they dine out all the time. This illustrates what important theme in social psychology?

Answer
Behavior is a function of the interaction between a person and his or her environment.

✔ Different people can see the same situation very differently.

Complex social behaviors can be studied using the scientific method.

Social psychological theories can be applied to the solution of real-world problems.

| Question 63 | Multiple Choice | 0 points | Modify | Remove |

Question According to the interactionist perspective, behavior is a result of the interaction between

Answer
motivation and cognition.

introverts and extraverts.

✔ personality and situations.

theoretical and practical concerns.

| Question 64 | Multiple Choice | 0 points | Modify | Remove |

Question By stressing both internal differences among individuals and differences among external situations, the interactionist perspective is an approach combining

Answer
✔ personality psychology with social psychology.

social psychology with clinical psychology.

cognitive psychology with social psychology.

social psychology with sociology.

| Question 65 | Multiple Choice | 0 points | Modify | Remove |

Question An emphasis on experiments addressing the interaction of individuals and their social context is particularly clear in the writings of

Answer
Rich Petty and John Cacioppo.

Max Ringelmann and Norman Triplett.

Norman Triplett and Kurt Lewin.

✔ Kurt Lewin and Floyd Allport.

| Question 66 | Multiple Choice | 0 points | Modify | Remove |

Question Phoebe is a graduate student in social psychology who will only agree to conducting research that will help address an ongoing social problem. Phoebe's desire is *most* consistent with the philosophies of which of the following pairs of individuals?

Answer
Gordon Allport and Floyd Allport

✔ Floyd Allport and Kurt Lewin

Kurt Lewin and Fritz Heider

Fritz Heider and Gordon Allport

| Question 67 | Multiple Choice | 0 points | Modify | Remove |

Question Which of the following is *true* regarding Kurt Lewin?

Answer
His interactionist perspective argues that human behavior is mostly a function of situational pressures.

His push for practical research was met with great resistance in the early days of social psychology.

He was the first to test social psychological hypotheses in a scientific manner.

✔ He was instrumental in generating research on how groups function.

| Question 68 | Multiple Choice | 0 points | Modify | Remove |

Question Lewin's research concerning both how to promote economical and nutritious eating habits, and what kinds of leaders elicit the best work from group members, was important in establishing which of the following?

Answer
Different topics require different research strategies.

✔ Social psychology could be used to understand and help solve practical problems.

Early theories in social psychology were often historically and culturally limited.

Social psychologists may unwittingly influence the behavior of research participants.

| Question 69 | Multiple Choice | 0 points | Modify | Remove |

Question Because of his research on practical issues, such as the research he conducted in the 1940s concerning promotion of more economical and nutritious eating habits, Kurt Lewin could be considered one of the founders of

Answer

evolutionary social psychology.

psychoneuroimmunology.

"hot" theories of social psychology.

✔ applied social psychology.

Question 70 | **Multiple Choice** | **0 points** | Modify | Remove

Question Mona would like to understand the interactionist perspective. She has enough time to skim two textbooks. She should probably read one textbook in social psychology and one in

Answer

evolutionary psychology.

cognitive psychology.

clinical psychology.

✔ personality psychology.

Question 71 | **Multiple Choice** | **0 points** | Modify | Remove

Question Which of the following *best* illustrates Lewin's interactionist perspective?

Answer Sally is a very creative kind of person who likes to build things.

Jerry only works because he receives a very large income.

✔ Rikki is usually shy, but at work she appears to be quite outgoing.

Maury gives money to charities because he wants other people to think he is very generous.

Question 72 | **Multiple Choice** | **0 points** | Modify | Remove

Question Abe subscribes to a psychoanalytic view of human behavior. Abe's view probably differs from that of Kurt Lewin in that Abe is more likely to emphasize the power of

Answer

external rewards.

✔ internal motives.

situational factors.

interpersonal relationships.

Question 73 | **Multiple Choice** | **0 points** | Modify | Remove

Question Galen studies stereotypes and prejudice; Dan studies how people make attributions about others' behavior. Galen and Dan probably feel particular gratitude to _____ and _____, respectively, for helping to establish these areas in social psychology.

Answer Asch; G. Allport

✔ G. Allport, Heider

Heider; Sherif

Sherif; Asch

Question 74 | **Multiple Choice** | **0 points** | Modify | Remove

Question Suppose that research on how people make attributions about others' behavior was linked to the way in which people compare themselves with others. This would *best* represent an intersection of the work done by which of the following pairs of social psychologists?

Answer Festinger and Hovland

Hovland and Asch

Asch and Heider

✔ Heider and Festinger

Question 75 | **Multiple Choice** | **0 points** | Modify | Remove

Question Thibaut and Kelley share Heider's interest in

Answer the roots of prejudice.

people's desire to sustain consistency.

✔ the perceptions people have in relationships.

applying their research to understanding propaganda.

Question 76 | **Multiple Choice** | **0 points** | Modify | Remove

Question Elliot is interested in how people cope with holding two thoughts that are not consistent with each other. He would do best to read the writings of which of the following pairs of social psychologists?

Answer Allport and Asch

Asch and Heider

✔ Heider and Festinger

Festinger and Milgram

Question 77 | **Multiple Choice** | **0 points** | Modify | Remove

Question Which of the following is correctly matched with its founder?

Answer ✔ Attribution theory; Heider

Social comparison theory; Triplett

Social cognition; Festinger

Cognitive dissonance theory; Asch

Question 78 | **Multiple Choice** | **0 points** | Modify | Remove

Question Hovland and his colleagues are *best* known for their research concerning

Answer
- attribution theory.
- stereotypes and prejudice.
- interpersonal relationships.
- ✔ attitudes and persuasion.

Question 79 | **Multiple Choice** | **0 points** | Modify | Remove

Question Dimitri would like to read about social psychological research on conformity. He should look at the research of

Answer
- ✔ Asch.
- Thibaut and Kelley.
- Adorno.
- Heider.

Question 80 | **Multiple Choice** | **0 points** | Modify | Remove

Question Research on the social psychological underpinnings of prejudice might be said to have its roots in research by

Answer
- ✔ Adorno and Allport.
- Allport and Asch.
- Asch and Festinger.
- Festinger and Adorno.

Question 81 | **Multiple Choice** | **0 points** | Modify | Remove

Question One thing that Heider and Festinger have in common is that they were both concerned with

Answer
- why prejudice develops.
- how individuals behave in groups.
- ✔ how people resolve inconsistencies.
- why people conform to social norms.

Question 82 | **Multiple Choice** | **0 points** | Modify | Remove

Question Much of the debate in social psychology during the period of "Confidence and Crisis" occurred in reaction to

Answer
- the usefulness of applied research.
- ✔ the use of laboratory experiments.
- new technological developments in the research lab.
- Lewin's interactionist perspective.

Question 83 | **Multiple Choice** | **0 points** | Modify | Remove

Question The reference to social psychology in the 1960s and 1970s as being in the midst of "Confidence and Crisis" reflects an expansion in the types of issues studied by researchers, as well as increased criticism that largely came from

Answer
- sociologists.
- ✔ fellow social psychologists.
- the general public.
- the popular media.

Question 84 | **Multiple Choice** | **0 points** | Modify | Remove

Question Which of the following was *not* a criticism of laboratory experimentation in the 1960s and 1970s?

Answer
- Experiments were sometimes unethical.
- Experimenters' expectations might influence the results.
- The theories being tested in the laboratory were often historically and culturally limited.
- ✔ Experiments did not allow researchers to draw conclusions about the causal relationship between variables.

Question 85 | **Multiple Choice** | **0 points** | Modify | Remove

Question Which of the following represented a critique of social psychology in the 1960s and 1970s?

Answer
- The discipline failed to address topics of social relevance.
- It failed to distinguish itself from other fields of psychology.
- Researchers had not yet agreed upon a conventional methodology.
- ✔ The findings were limited to current historical circumstances.

Question 86 | **Multiple Choice** | **0 points** | Modify | Remove

Question Mel criticized the field of social psychology during the 1960s and 1970s. It is likely that Mel despaired about the inability of social psychological researchers to do all of the following *except*

Answer
- ✔ suggest possible solutions to everyday social concerns.
- acknowledge their role in artificially producing the results of their studies.
- consider the cultural context in which their findings were obtained.
- design ethical experimental contexts.

| Question 87 | **Multiple Choice** | **0 points** | Modify | Remove |

Question Arguably, the most famous research in social psychology focused on the situational factors influencing obedience to authority and was conducted by

Answer
F. Allport.
G. Allport
Festinger.
✔ none of these.

◀ Add Question Here

| Question 88 | **Multiple Choice** | **0 points** | Modify | Remove |

Question During the 1960s and 1970s, social psychologists who favored laboratory experiments rebuffed critics by arguing that

Answer critics' concerns regarding experimenter bias were exaggerated and misplaced.
it did not matter that some studies were unethical because the benefits of running these experiments outweighed the costs.
experimental studies were easier to conduct than non-experimental studies.
✔ the theoretical principles being tested in the lab were widely applicable across eras and cultures.

◀ Add Question Here

| Question 89 | **Multiple Choice** | **0 points** | Modify | Remove |

Question Social psychologists reacted to critiques of the field in the 1960s and 1970s by doing all of the following *except*

Answer adopting more rigorous and formalized ethical standards.
paying more attention to cross-cultural differences in cognition and behavior.
✔ denouncing experiments as unacceptably artificial.
developing more stringent procedures to avoid the effects of experimenter bias.

◀ Add Question Here

| Question 90 | **Multiple Choice** | **0 points** | Modify | Remove |

Question Social psychology in the period from the middle 1970s through the 1990s can *best* be described as a time of

Answer
confidence and crisis.
social activism.
✔ pluralism.
interactionism.

◀ Add Question Here

| Question 91 | **Multiple Choice** | **0 points** | Modify | Remove |

Question When Taka is teaching his social psychology class, he emphasizes that the field must encompass a range of research techniques and cultural perspectives if it is to flourish. Taka's emphasis reflects a(n)

Answer
contextualist orientation.
empirical approach.
"hot" approach to studying social behavior.
✔ pluralistic orientation.

◀ Add Question Here

| Question 92 | **Multiple Choice** | **0 points** | Modify | Remove |

Question A pluralistic approach to social psychology

Answer ✔ encourages research outside of controlled settings.
emphasizes the motivational more than the cognitive underpinnings of behavior.
has been supplanted by other approaches in the past thirty years.
limits the kinds of topics that social psychologists can study.

◀ Add Question Here

| Question 93 | **Multiple Choice** | **0 points** | Modify | Remove |

Question Pluralism in social psychology can be seen in all of the following areas *except* the

Answer ✔ procedures used to secure government funding.
integration of "hot" and "cold" perspectives.
methods social psychologists use to study behavior.
inclusion of various cultural perspectives.

◀ Add Question Here

| Question 94 | **Multiple Choice** | **0 points** | Modify | Remove |

Question Social psychologists use a multi-method approach to study behavior because

Answer shifting sentiments in the field lead different methodologies to fall out of and back into favor.
✔ different topics require different types of research strategies.
some methods are more expensive than others.
none of these.

◀ Add Question Here

| Question 95 | **Multiple Choice** | **0 points** | Modify | Remove |

Question A multi-method approach to the study of social psychological phenomena is advantageous because it

Answer allows researchers to study many more variables within a single experiment.
✔ increases confidence in the research findings.
requires fewer research participants.
permits multiple interpretations of the same result.

◀ Add Question Here

| Question 96 | **Multiple Choice** | **0 points** | Modify | Remove |

Question Marta is interested in how behavior is influenced by the way people think about their social world. Marta subscribes to the _____ perspective in social psychology.

Answer ✔ "cold"

interactionist

multi-cultural

cross-cultural

◀ Add Question Here

| Question 97 | **Multiple Choice** | **0 points** | Modify | Remove |

Question The "hot" perspective in social psychology emphasizes _____, whereas the "cold" perspective emphasizes _____.

Answer positive information; negative information

feelings; behavior

facts; motives

✔ emotion; cognition

◀ Add Question Here

| Question 98 | **Multiple Choice** | **0 points** | Modify | Remove |

Question Fernando studies the relationship between emotions and behavior in social settings. Fernando's research epitomizes the _____ perspective in social psychology.

Answer pluralistic

interactionist

"cold"

✔ "hot"

◀ Add Question Here

| Question 99 | **Multiple Choice** | **0 points** | Modify | Remove |

Question A contemporary social psychologist studies both "hot" and "cold" explanations for social behavior. This approach is an example of

Answer the cognitive revolution.

applied social psychology.

✔ pluralistic orientation.

a cross-cultural perspective.

◀ Add Question Here

| Question 100 | **Multiple Choice** | **0 points** | Modify | Remove |

Question Benny wants to adopt both a "hot" and "cold" perspective in his research on why married couples get divorced. Which of the following *best* exemplifies his approach?

Answer ✔ He wants to understand what motivates people to stay in marriages that they know from past experience will only get worse.

He wants to study the difference between passive and active aggression in marriages.

He wants to investigate how spur-of-the-moment marriage problems are solved relative to ongoing problems.

He wants to determine whether simple factors, such as mismatches in attitudes, can predict breakups better than communication patterns.

◀ Add Question Here

| Question 101 | **Multiple Choice** | **0 points** | Modify | Remove |

Question Jeff is a social psychologist who favors the "cold" approach to understanding human behavior. He is conducting research on why people fail to use condoms even when they know that they can reduce their risk of obtaining HIV by doing so. Jeff is *least* likely to devote his attention to people's

Answer ✔ drive to avoid this inconsistency.

ability to detect the inconsistency.

awareness of the actual risk of unprotected sex.

memory for past cases in which they have behaved in a manner inconsistent with their attitudes.

◀ Add Question Here

| Question 102 | **Multiple Choice** | **0 points** | Modify | Remove |

Question Which of the following would *best* represent the "hot" perspective in social psychology?

Answer ✔ A good mood can foster attitude change.

Distraction can lead to overdependence on first impressions.

Failure to recognize that a situation is an emergency can interfere with helping.

People can be genetically programmed to aggress against others.

◀ Add Question Here

| Question 103 | **Multiple Choice** | **0 points** | Modify | Remove |

Question Which of the following is *not* identified by your textbook as an influential factor in today's social psychology?

Answer New technological advances

Behavioral genetics

✔ The split between "red" and "blue" states in the U.S.

The Internet

◀ Add Question Here

| Question 104 | **Multiple Choice** | **0 points** | Modify | Remove |

Question All of the following are characteristic of the field of social psychology today *except*

Answer
- an interest in the way cognition and motivation interact.
- an emphasis on the role of culture in shaping behavior.
- an integration of biological and social perspectives.
- ✔ a concern for the lack of ethical standards in research.

Question 105	Multiple Choice	0 points	Modify	Remove

Question Social cognition can be *best* described as the study of

Answer
- ✔ how we perceive, remember, and interpret information about the self and others.
- how cultural differences are manifested in social behavior.
- the extent to which social behavior is rooted in the chemistry of the brain.
- the interaction of people and new "thinking" computers.

Question 106	Multiple Choice	0 points	Modify	Remove

Question Social psychologists interested in how we learn, store, and recall information about other people are interested in the subfield of

Answer
- evolutionary psychology.
- behavioral genetics.
- ✔ social cognition.
- multicultural psychology.

Question 107	Multiple Choice	0 points	Modify	Remove

Question A contemporary social psychologist who studies stereotyping is likely to focus on

Answer
- controlled, but not automatic processes.
- automatic, but not controlled processes.
- ✔ both controlled and automatic processes.
- none of these.

Question 108	Multiple Choice	0 points	Modify	Remove

Question Social neuroscience is *best* described as the study of

Answer
- the evolution of the brain.
- the interplay between genes and the environment.
- the social functioning of neurons.
- ✔ the interaction of social and neural processes.

Question 109	Multiple Choice	0 points	Modify	Remove

Question Which of the following is concerned with how the brain influences social behavior?

Answer
- Evolutionary psychology
- Social cognition
- ✔ Social neuroscience
- Behavioral genetics

Question 110	Multiple Choice	0 points	Modify	Remove

Question Which of the following questions would be of *most* interest to a social psychologist who studies behavioral genetics?

Answer
- ✔ To what extent are attitudes inherited?
- What brain structures are involved in describing the self?
- Does high self-esteem help people to resist disease?
- What role does testosterone play in aggression?

Question 111	Multiple Choice	0 points	Modify	Remove

Question Which of the following statements regarding recent advances in behavioral genetics is *false*?

Answer
- These developments have led to increased attention to the role of genes in processes of interpersonal attraction and mate selection.
- ✔ These developments are of interest to clinical but not social psychologists.
- These developments raise questions regarding the extent to which some social behaviors, such as aggression, reflect inherited traits.
- These developments demonstrate the extent to which social psychology has become an increasingly interdisciplinary field drawing on many different perspectives.

Question 112	Multiple Choice	0 points	Modify	Remove

Question Which of the following is *true* of behavioral genetics?

Answer
- It is a subfield of sociology.
- ✔ It examines the extent to which behavioral tendencies may be inherited.
- It is synonymous with evolutionary psychology.
- It considers social experiences to have a negligible effect on behavior.

Question 113	Multiple Choice	0 points	Modify	Remove

Question The role of natural selection processes in the development of social behavior is a concern in

Answer

behavioral genetics.

social cognition.

personality psychology.

✔ evolutionary psychology.

Question 114 | **Multiple Choice** | **0 points** | Modify | Remove

Question Izzy finds that when people vacate a parking spot, they do so more slowly when there is someone waiting to take their spot than if there is no one waiting. He attributes this behavior to an innate predisposition towards territoriality. It might be said that Izzy's findings represent a combination of work in social psychology and

Answer

clinical psychology.

behavior genetics.

anthropology.

✔ evolutionary psychology.

Question 115 | **Multiple Choice** | **0 points** | Modify | Remove

Question Kareem is trying to explain to his class the difference between behavioral genetics and evolutionary psychology by using altruistic behavior as an example. In order to make the distinction clear, he should probably emphasize

Answer

sex differences in altruistic behavior.

✔ the adaptiveness of altruistic behavior.

the role of social factors in producing altruistic behavior.

the cognitive versus motivational influences on altruistic behavior.

Question 116 | **Multiple Choice** | **0 points** | Modify | Remove

Question Fatma investigates whether the tendency for people to return favors is the result of natural selection. Fatma's research is in the area of

Answer

✔ evolutionary psychology.

cross-cultural psychology.

personality psychology.

multicultural psychology.

Question 117 | **Multiple Choice** | **0 points** | Modify | Remove

Question Jessica and Nick are behavioral researchers. Jessica believes that her sons have been aggressive from birth because she and her husband Nick have inborn aggressive tendencies. Nick, however, believes that their sons are aggressive because throughout history it has been adaptive for men to be aggressive so that they can protect their territory and possessions. Nick's beliefs reflect the influence of _____, whereas Jessica's beliefs reflect _____.

Answer

behavioral genetics; multicultural psychology

multicultural psychology; cross-cultural psychology

cross-cultural research; evolutionary psychology research

✔ evolutionary psychology; behavioral genetics

Question 118 | **Multiple Choice** | **0 points** | Modify | Remove

Question Cross-cultural research regarding attitudes about the self indicate that

Answer ✔ people from individualistic cultures are more likely than people from collectivist cultures to seek out information that makes them feel good about themselves.

people from individualistic cultures are more likely than people from collectivist cultures to seek out information that points to a need for self-improvement.

people from individualistic cultures write more balanced and accurate self-descriptions than do people from collectivist cultures.

none of these.

Question 119 | **Multiple Choice** | **0 points** | Modify | Remove

Question Cross-cultural research by Carl Falk and colleagues (2009), in which self-ratings by Canadian and Japanese participants were compared, indicated that

Answer ✔ Canadian participants endorsed more positive traits about the self than did Japanese participants.

Canadian participants endorsed a more balanced and accurate self-description than did Japanese participants.

Canadian participants endorsed more negative traits about the self than did Japanese participants.

there were no significant differences in the self-descriptions endorsed by Canadian and Japanese participants.

Question 120 | **Multiple Choice** | **0 points** | Modify | Remove

Question Christine conducts cross-cultural research and Betty conducts multicultural research. Which of the following is probably *true*?

Answer

Christine is more interested in discovering differences between her samples than Betty is.

Betty is more likely to use social psychological research methods.

✔ Christine is more likely to sample individuals from many different countries.

Betty is more likely to find differences between her samples than Christine is.

Question 121 | **Multiple Choice** | **0 points** | Modify | Remove

Question Of the following, which *best* illustrates an interest in multicultural psychology?

Answer
        Identifying what behaviors are caused more by culture than by genetics

✔ Evaluating the behavior of two different racial groups within the same country

        Understanding the historical forces that have led to hatred between groups

        Endorsing a "hot" perspective more than a "cold" perspective of human behavior

◀ Add Question Here

Question 122	**Multiple Choice**	**0 points**	Modify	Remove

Question Virtual reality allows social psychologists to

Answer
        more effectively deceive research participants.

✔ test questions that might otherwise be impractical or unethical.

        scan the brain as it processes stimuli.

        explore "hot" processes more so than "cold" processes.

◀ Add Question Here

Question 123	**Multiple Choice**	**0 points**	Modify	Remove

Question Positron emission tomography (PET) and functional magnetic resonance imaging (MRI) are technologies that enable social psychologists to

Answer
        record research participants' true attitudes without their awareness.

        present visual stimuli to research participants at one-hundredth of a second.

✔ see images of the brain as people think, feel, and behave.

        induce a particular mood state in people.

◀ Add Question Here

Question 124	**Multiple Choice**	**0 points**	Modify	Remove

Question Which of the following is a new technology used in contemporary social psychological research?

Answer
        Positron emission tomography

        Functional magnetic resonance imaging

        Virtual reality

✔ all of these.

◀ Add Question Here

Question 125	**Multiple Choice**	**0 points**	Modify	Remove

Question Which of the following is an accurate statement regarding the relationship between the Internet and contemporary social psychology research?

Answer ✔ The Internet facilitates collaboration among researchers, but is also, in and of itself, a provocative topic for empirical inquiry.

        The Internet has increased the number of different variables that can be studied at one time, but at the same time has led to an unfortunate increase in the cost of running psychological studies.

        The Internet allows researchers to combat the artificiality of laboratory experiments, and increases the demographic diversity of the participant sample used in most studies.

        The Internet is still years away from having a significant impact on the nature and topics of research in social psychology.

◀ Add Question Here

Question 126	**Essay**	**0 points**	Modify	Remove

Question How does social psychology differ from each of the following: (a. sociology, (b. the other subdisciplines of psychology, and (c. the approach taken by a journalist who examines the social behaviors of various individuals?

Answer Although social psychologists and sociologists often study related issues, an important difference between social psychology and sociology is the level of analysis used in each discipline. Sociologists tend to classify people in terms of groups, such as socioeconomic class, nationality, or race, whereas social psychologists tend to focus on the individual, even in the context of groups. In addition, social psychologists use experiments to study human behavior to a greater extent than do sociologists. Compared to the other subdisciplines of psychology, social psychology is more concerned with human behavior in *social* situations—that is, with thoughts, feelings, beliefs, and desires that are relevant to social behavior. A critical difference between social psychology and the approach taken by a journalist who examines the social behaviors of various individuals is that social psychologists use the scientific method of systematic observation, description, and measurement, whereas the journalist would tend to use much less scientific methods and might rely more on personal observation and specific anecdotal observations.

◀ Add Question Here

Question 127	**Essay**	**0 points**	Modify	Remove

Question Max Ringelmann, Floyd Allport, and Kurt Lewin all made singularly important contributions to the development of social psychology as a field. Summarize these contributions.

Answer Max Ringelmann was an engineer who, around the beginning of the twentieth century, found that individuals who carry out simple tasks in the presence of other people tend to perform worse than they would if they carried out the task by themselves. Because this finding represents an effect of social factors on performance, it is social psychological in nature. Thus, Ringelmann is often considered one of the founders of the field. Floyd Allport wrote one of the first social psychology textbooks, and helped establish the use of the scientific method and the focus on individuals in a social context as part of the field's doctrine. Kurt Lewin emphasized the importance of seeing behavior as an interaction between an individual's personality and the situational factors influencing that individual, and also argued that social psychology must be applicable to important, practical issues. Social psychology today is applied to many domains, including law, business, health, politics, education, medicine, and many others.

◀ Add Question Here

Question 128	**Essay**	**0 points**	Modify	Remove

Question The middle of the 20th century was an important period in the establishment of social psychology as a field. Name two general themes in the topics studied by researchers of that era, and give examples.

Answer Because of the events of World War II (and in particular, Nazi Germany), one general theme in research of that era was an investigation of social influence. For example, Asch and Sherif conducted studies with the aim of understanding the conditions under which people conform with majority behavior, Milgram studied destructive obedience to authority figures, and Hovland and others studied persuasion and attitude change. Another theme concerned social perception, or the ways in which we judge ourselves and others. For example, Heider was interested in how we make attributions for others' behaviors, Adorno and G. Allport were interested in the development of stereotypes and prejudice toward others based on group membership, and Festinger was interested in the extent to which we observe others in order to draw conclusions about ourselves.

Question 129 **Essay**   **0 points**   Modify | Remove

Question The field of social psychology endured significant critique in the 1960s and 1970s. What were the most important elements of this critique, and how has the field addressed them?

Answer During that time, social psychology was criticized because some thought that its findings did not take historical and cultural context into consideration, and that its use of an experimental methodology suffered from ethical problems, artificiality, and potential experimenter bias. Social psychology has responded to the latter problems by adopting a multi-method approach while at the same time tightening ethical standards for conducting experiments and taking measures to reduce experimenter bias. Moreover, many social psychologists are now considering cross-cultural and multicultural similarities and differences in human behavior. All of these changes represent a more "pluralistic" approach to research in the field.

Question 130 **Essay**   **0 points**   Modify | Remove

Question Define social cognition, and explain how this subfield of social psychology developed from its early days to current times.

Answer Social cognition is the study of how we perceive, remember, and interpret information about ourselves and others, and represented social psychology's contribution to the "cognitive revolution" of the 1980s. At first, social cognition research adopted a largely "cold" perspective, meaning that it attributed feelings and behaviors to people's thoughts. However, recent research in this subfield has merged motivation and emotion (or "hot" influences) with cognitive processes, such as in attempts to determine how people's motivations might affect how they think or interpret behavior in social situations.

OK