Chapter 1

Introducing Social Psychology

**Total Assessment Guide (T.A.G.)**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Topic** | **Question****Type** | **Factual** | **Conceptual** | **Application** |
| Introduction | Multiple Choice |  | 1 |  |
| Essay |  |  |  |
| Defining Social Psychology | Multiple Choice | 2, 3, 11, 14, 27, 28, 29, 39, 49, 55  | 10, 13, 16, 17, 18, 21, 22, 24, 30, 31, 32, 33, 34, 35, 40, 41, 42, 43, 50, 52, 53, 54  | 4, 5, 6, 7, 8, 9, 12, 15, 19, 20, 23, 25, 26, 36, 37, 38, 44, 45, 46, 47, 48, 51  |
| Essay |  | 173, 174, 177 | 175, 176 |
| The Power of the Situation | Multiple Choice | 56, 58, 61, 62, 63, 65, 69, 70, 75, 80, 85, 94, 97, 103, 104, 105, 106, 107, 110, 114  | 64, 67, 71, 77, 78, 83, 84, 88, 90, 100, 101, 102, 108, 109, 115 | 57, 59, 60, 66, 68, 72, 73, 74, 76, 79, 81, 82, 86, 87, 89, 91, 92, 93, 95, 96, 98, 99, 111, 112, 113, 116 |
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| Where Construals Come From: Basic Human Motives15–19 | Multiple Choice | 117, 119, 123, 125, 126, 127, 139, 147, 148, 152, 158, 165, 166 | 120, 132, 133, 138, 141, 142, 143, 145, 146, 149, 150, 151, 154, 155, 157, 160, 161, 162, 167, 168 | 118, 121, 122, 124, 128, 129,130, 131, 134, 135, 136, 137, 140, 144, 153, 156, 159, 163, 164, 170 |
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CHAPTER 1: INTRODUCING SOCIAL PSYCHOLOGY

**Multiple Choice**

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

1. In the introduction to Chapter 1, you read about a number of social phenomena: a young man broadcast his suicide live online; a sister and brother disagreed on the attractiveness of the same fraternity; and more than 800 people committed mass suicide in Jonestown, Guyana. What do these examples have in common? They

 a. defy explanation.

 b. describe socially deviant behavior.

 c. reveal the power of social influence.

 d. reflect the operation of deliberate persuasion attempts.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 2–3*

 *Topic: Introduction*

 *Skill: ConceptuAL*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

 2. The scientific study of the way in which people’s thoughts, feelings, and behaviors are influenced by the real or imagined presence of other people is the definition of

 a. psychology.

 b. personality psychology.

 c. social psychology.

 d. sociology.

 *Answer: C*

 *Difficulty: 1*

 *Page(s) in Text: 3*

 *Topic: Defining Social Psychology?*

 *Skill: Factual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

3. According to the definition of social psychology presented in your text, social psychology is the study of how \_\_\_\_\_\_\_\_ affect the thoughts, feelings, and behaviors of humans.

 a. live social interactions with other humans

 b. the presence of real or imagined others

 c. other living things

 d. perceptions of the social world

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 3*

 *Topic: Defining Social Psychology*

 *Skill: Factual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

4. Which of the following is an example of social influence?

 a. You feel guilty because you lied to your trusting professor about your assignment.

 b. When you get hungry, you have trouble concentrating.

 c. You didn’t do well on the test because you stayed up all night cramming.

 d. You almost fall asleep at the wheel, so you pull off the road to take a short nap.

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 3*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

5. Aya is eight months old, and her mother pretends her baby food is a train in order to convince her to eat it. Aya’s mother is using a rather creative form of

 a. social influence.

 b. explicit values.

 c. social cognition.

 d. implicit values.

 *Answer: A*

 *Difficulty: 3*

 *Page(s) in Text: 3*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

6. Which of the following is an example of a direct persuasion attempt?

 a. A bully threatens Billy and steals his lunch money.

 b. Ramona works hard in school to make her mother proud.

 c. Marianne thinks of her ex-boyfriend and becomes sad.

 d. Jason moves from New York to Atlanta and picks up a Southern accent.

 *Answer: A*

 *Difficulty: 3*

 *Page(s) in Text: 3*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

7. Not all social influence is direct or deliberate. Which of the following is the best example of more indirect or subtle social influence?

 a. An advertising campaign is launched to promote a new soft drink.

 b. A senatorial candidate delivers a speech to convince voters that she is not really liberal.

 c. A parent disciplines his child by taking away her favorite toy.

 d. A child sees other kids wearing their sweatshirts inside out and starts wearing his the same way.

 *Answer: D*

 *Difficulty: 3*

 *Page(s) in Text: 3*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

8. From across the room, J.T. sees his mother sigh, and he approaches to give her a hug in the hopes of cheering her up. In this case, J.T.’s behavior is an example of a(n) \_\_\_\_\_\_\_\_ social influence attempt.

 a. direct

 b. ineffective

 c. indirect

 d. unintended

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 3*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

9. Jada gives William her dessert at lunch in the hopes that he will like her. Jada’s behavior is an example of

 a. social cognition.

 b. a direct social influence attempt.

 c. a construal.

 d. the fundamental attribution error.

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 3*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

10. All of the following are examples of social influence EXCEPT

 a. a bully intimidates another child on the school yard.

 b. a child refrains from stealing ten dollars from his mother’s purse when he imagines her anger at him.

 c. you cover your nose when you sneeze because you don’t want to spread germs.

 d. you perceive the bathwater as hot when you first get in, but don’t notice the heat ten minutes later.

 *Answer: D*

 *Difficulty: 2*

 *Page(s) in Text: 3*

 *Topic: Defining Social Psychology*

 *Skill: Conceptual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

11. When social psychologists do research, they seek to answer questions with experimentation and measurement. By doing so, they are asking \_\_\_\_\_\_\_ questions.

 a. empirical

 b. esteem

 c. common sense

 d. social influence

  *Answer: A*

 *Difficulty: 1*

 *Page(s) in Text: 5*

 *Topic: Defining Social Psychology*

 *Skill: Factual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

12. Emma wants to know if long-distance relationships in college have a greater likelihood of ending than relationships that are not long-distance. She creates a questionnaire and recruits 100 students from her school to complete the questionnaire so she can test her hypothesis. Emma is

1. asking an empirical question.
2. using her personal opinion.
3. using common sense.
4. relying on philosophy.

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 5*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

13. After the mass suicides related to the cults at Jonestown, people tended to blame the victims and accuse them of being psychologically unstable or deranged. Social psychologists are more likely to explain these mass suicides as being due to

 a. individual differences, such as antisocial personality.

 b. mental illness in most of the cult members.

 c. the social influence of cult leaders.

 d. the imagined presence of an all-powerful deity.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 5–6*

 *Topic: Defining Social Psychology*

 *Skill: Conceptual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

14. Spinoza (1663) proposed the idea that when you love someone whom you used to hate, you

 a. love him or her more strongly than if hatred had not preceded the love.

 b. love him or her less strongly because hatred preceded the love.

 c. cannot ever love that person fully.

 d. will always question the love.

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 4–5*

 *Topic: Defining Social Psychology*

 *Skill: FACTUAL*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

15. Juan thinks that the idea “birds of a feather flock together” has more merit than “opposites attract.” So he designs an experiment to test his hypothesis. Juan is most likely a

 a. personality psychologist.

 b. social psychologist.

 c. sociologist.

 d. journalist.

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 5–6*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

16. Social psychology is set apart from other ways of interpreting social behavior, such as folk wisdom or literature, because it is

 a. based on observations of human nature.

 b. an experimental science.

 c. a theoretical approach.

 d. reliant on objective measurement.

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 6*

 *Topic: Defining Social Psychology*

 *Skill: Conceptual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

17. How do social psychologists differ from those who rely on common sense or folk wisdom in answering questions about human nature? Social psychologists

 a. seldom disagree with one another.

 b. ignore the notion of human consciousness.

 c. use science to test hypotheses about the social world.

 d. rely primarily on insight.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 6*

 *Topic: Defining Social Psychology*

 *Skill: Conceptual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

18. According to the authors of your text, when faced with a puzzling social question, it may be tempting to ask people why they behaved as they did. Why is this not always the best way to understand social behavior?

 a. People almost always lie when they are interviewed.

 b. People would feel defensive, even when asked benign questions.

 c. People would not necessarily know why they behaved as they did.

 d. People would simply answer randomly.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 5*

 *Topic: Defining Social Psychology*

 *Skill: Conceptual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

19. Jamal was confused by his sister’s relationship with her boyfriend. They just didn’t seem to have anything in common. “Oh well,” Jamal figured, “I guess opposites really do attract.” Jamal’s explanation is an example of

 a. folk wisdom.

 b. philosophy.

 c. sociology.

 d. social psychology.

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 6*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

20. Justin isn’t sure if he wants to date Mary, with whom he shares many similarities, or Emma, who is very different from him. His friend says, “Opposites attract,” and advises him to date Emma. But his brother says, “Birds of a feather flock together,” and suggests that he pursue Mary. This best exemplifies that

 a. folk wisdom is often full of contradictions.

 b. folk wisdom is usually wrong.

 c. folk wisdom oversimplifies complex situations.

 d. common sense is an individual difference.

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 6*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

21. What is the role of folk wisdom in social psychology?

 a. It is unrelated.

 b. It provides many ideas or hypotheses for scientific investigation.

 c. It has been completely disproven by scientific research.

 d. It tends to be more accurate and useful than social psychological research.

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 6*

 *Topic: Defining Social Psychology*

 *Skill: Conceptual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

22. Why is a scientific approach preferable to reliance on folk wisdom and common sense?

 a. Common sense approaches focus on the situation and not on personality.

 b. Nothing useful can be learned from journalists, philosophers, or social critics.

 c. Science has tested and debunked most folk wisdom.

 d. Folk wisdom and common sense are filled with contradictions.

 *Answer: D*

 *Difficulty: 2*

 *Page(s) in Text: 6*

 *Topic: Defining Social Psychology*

 *Skill: Conceptual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

23. Assil has an educated guess about the social behavior of teenagers when their high school team wins the football game. That means that she has a(n) \_\_\_\_\_\_ about how the teens behave.

 a. construal

 b. hypothesis

 c. Gestalt

 d. explicit value

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 6*

 *Topic: Defining Social Psychology*

 *Skill: APPLICATION*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

24. Amber and Jules are friends but differ in how neat they keep their rooms. According to personality psychologists, the distinction between the friends can be referred to as a(n)

 a. hypothesis.

 b. social influence.

 c. direct persuasion attempt.

 d. individual difference.

 *Answer: D*

 *Difficulty: 2*

 *Page(s) in Text: 6*

 *Topic: Defining Social Psychology*

 *Skill: APPLICATION*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

25. Professor Takahami is a personality psychologist interested in divorce. Which question is she most likely to investigate?

 a. Have the changing roles of women contributed to divorce?

 b. How does relationship satisfaction relate to divorce?

 c. Are some types of people more likely to divorce than others?

 d. Do children reduce the odds of divorce?

 *Answer: C*

 *Difficulty: 3*

 *Page(s) in Text: 7*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

26. How would a personality psychologist most likely explain the mass suicide in Jonestown?

 a. An increasingly complex and mobile society creates confusion and the need to belong to a group at any cost.

 b. People who have traits of being unstable are more likely to join cults.

 c. She wouldn’t try to explain it; personality psychologists are not interested in suicide.

 d. The leader’s control over his followers increased slowly over time.

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 7*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

27. Compared to social psychologists, personality psychologists are more likely to focus their attention on

 a. subjective construals.

 b. positive behaviors.

 c. individual differences.

 d. rewards and punishments.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 7*

 *Topic: Defining Social Psychology*

 *Skill: Factual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

28. When a psychologist discusses individual differences, she is discussing

 a. genetic variation.

 b. differences in how people respond in different situations.

 c. aspects of personality that make people differ from one another.

 d. differences within a person in how to behave publicly versus privately.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 6*

 *Topic: Defining Social Psychology*

 *Skill: Factual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

29. Social psychologists, as compared to personality psychologists, believe that by only paying attention to the influence of personality traits on behavior, one is ignoring what?

 a. genetic variation

 b. the role of social influence

 c. individual differences

 d. common sense

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 6*

 *Topic: Defining Social Psychology*

 *Skill: Factual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

30. Like social psychologists, personality psychologists focus on

 a. individuals rather than collectives or institutions.

 b. the cultural context.

 c. individual differences.

 d. the power of construals to shape human behavior.

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 7*

 *Topic: Defining Social Psychology*

 *Skill: Conceptual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

31. Social and personality psychologists share which common goal?

 a. understanding individual differences

 b. understanding how the presence of others influences people

 c. understanding people who are mentally ill

 d. understanding causes of human behavior

 *Answer: D*

 *Difficulty: 2*

 *Page(s) in Text: 7*

 *Topic: Defining Social Psychology*

 *Skill: Conceptual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

32. Sometimes when we encounter behavior that is unpleasant or unexpected, we assume that something about the person—and not the situation—caused the behavior. In this sense, lay people are most like

 a. sociologists.

 b. personality psychologists.

 c. social psychologists.

 d. philosophers.

 *Answer: B*

 *Difficulty: 3*

 *Page(s) in Text: 7*

 *Topic: Defining Social Psychology*

 *Skill: Conceptual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

33. “Are some people just better leaders than others?” Such a question about human nature is most likely to be asked by a

 a. personality psychologist.

 b. social psychologist.

 c. philosopher.

 d. sociologist.

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 7*

 *Topic: Defining Social Psychology*

 *Skill: Conceptual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

34. Although the fields of personality psychology and social psychology are related, what distinguishes social psychology from the other?

 a. It uses rigorous scientific methods; the other does not.

 b. It examines how social situations impact individual’s lives, whereas the other examines only the individual.

 c. It examines the individual, whereas the other examines broader societal issues.

 d. It examines social situations, but not the individuals in them.

 *Answer: B*

 *Difficulty: 3*

 *Page(s) in Text: 7*

 *Topic: Defining Social Psychology*

 *Skill: Conceptual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

35. Although the fields of sociology and social psychology are related, what distinguishes social psychology from the other?

 a. It uses rigorous scientific methods; the other does not.

 b. It examines how social situations impact individual’s lives, whereas the other examines only the individual.

 c. It examines the individual in the situation, whereas the other examines broader societal issues.

 d. It examines social situations, but not the individuals in them.

 *Answer: C*

 *Difficulty: 3*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: Conceptual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

36. Which of the following questions is most likely to be asked by a social psychologist?

 a. Are some kinds of people more susceptible to recruitment into cults?

 b. Do some types of people make better leaders than others?

 c. Are some characteristics genetically determined?

 d. What situations cause people to behave rudely?

 *Answer: D*

 *Difficulty: 3*

 *Page(s) in Text: 6*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

37. Rahid’s server in the restaurant just can’t seem to get his order right. If Rahid has just read Chapter 1 on social influence and is thinking more like a social psychologist than before, what would he be most likely to think?

 a. “This person is a chronic dolt.”

 b. “Our educational system is failing us.”

 c. “This person must have had a bad morning.”

 d. “Human beings are inherently lazy.”

 *Answer: C*

 *Difficulty: 3*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

38. Shanika is an executive, and asked her assistant repeatedly to make some copies for her. The assistant repeatedly failed to successfully complete the assignment. If Shanika is thinking like a social psychologist about this situation, what is she most likely to think about her assistant?

 a. “My assistant is incompetent and I should fire him immediately.”

 b. “All of my subordinates are incompetent.”

 c. “I am the only intelligent person in this office.”

 d. “Perhaps my assistant is under stress from something else.”

 *Answer: D*

 *Difficulty: 2*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

39. Social psychologists tend to be more focused on \_\_\_\_\_\_\_\_, and personality psychologists tend to focus more on \_\_\_\_\_\_\_\_.

 a. global issues; mental health

 b. societal problems; therapies for psychological disorders

 c. how people are unique; how people are similar

 d. the influence of the situation; individual differences

 *Answer: D*

 *Difficulty: 2*

 *Page(s) in Text: 7*

 *Topic: Defining Social Psychology*

 *Skill: Factual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

40. Which of the following statements most reflects a social psychological point of view?

 a. I’ll hire Justin to house-sit because he seems like a trustworthy type.

 b. Sara won the competition because she is a hard-working person.

 c. Fred offered to help because there was a certain someone watching whom he wanted to impress.

 d. Janet’s love for Jessica is an unconscious reflection of her childhood idealization of her mother.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: CONCEPTUAL*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

41. Thomas is scrupulously honest when it comes to not cheating on his tests and papers, but when a cashier accidentally gives him back too much change, he is likely to keep the extra money. A social psychologist would most likely say that Thomas’s behavior

 a. reflects an immaturity because of its inconsistency.

 b. must be responding to factors in the situation that affect his honesty.

 c. is chaotic and unpredictable.

 d. reflects his true immoral nature.

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: Conceptual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

42. By degree of their level of analysis, which of the following reflects the narrowest to broadest focus?

 a. personality psychology, social psychology, sociology

 b. personality psychology, sociology, social psychology

 c. sociology, personality psychology, social psychology

 d. social psychology, sociology, personality psychology

 *Answer: A*

 *Difficulty: 3*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: CONCEPTUAL*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

43. Which of the following social phenomena would be of interest to both social psychologists and sociologists?

 a. the variation of homicide rates in China versus the U.S.

 b. the role of competition between groups in increasing aggression

 c. the relation between murder and social class

 d. teaching frustrated people alternatives to aggression

 *Answer: B*

 *Difficulty: 3*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: Conceptual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

44. Consider the following research question: “Have no-fault divorce laws increased the rate of divorce in the United States?” This question is most likely to be asked by a

 a. personality psychologist.

 b. sociologist.

 c. social psychologist.

 d. philosopher.

 *Answer: B*

 *Difficulty: 3*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

45. Consider the following research question: “How has new computer technology changed the U.S. educational system?” This question is most likely to be asked by a(n)

 a. social psychologist.

 b. personality psychologist.

 c. sociologist.

 d. anthropologist.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

46. Professor Hume has spent the last ten years studying the effects of people’s levels of self-esteem on their tendency to discriminate against others. She is most likely to be a

 a. social psychologist.

 b. sociologist.

 c. personality psychologist.

 d. political scientist.

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

47. Both social psychologists and sociologists are interested in aggression. Compared to sociologists, which of the following questions is a social psychologist most likely to ask?

 a. What is the effect of handgun laws on homicide rates in different states?

 b. When does anger lead to aggression?

 c. Are homicide rates higher among members of the lower socioeconomic class?

 d. Do prisons deter homicide?

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

48. Which question about romantic relationships is a sociologist most likely to ask?

 a. Why does absence make the heart grow fonder?

 b. Do outgoing people make better romantic partners?

 c. Is the capacity to love one of humanity’s greatest achievements?

 d. Why are marriage rates decreasing in the lower socioeconomic classes?

 *Answer: D*

 *Difficulty: 2*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

49. The major difference between sociology and social psychology is the

 a. kinds of topics studied.

 b. level of analysis used.

 c. methods of research used.

 d. ability to apply knowledge to address social problems.

 *Answer: B*

 *Difficulty: 1*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: Factual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

50. One common goal of sociology and social psychology is to understand

 a. how individuals function in modern society.

 b. the processes of society at large.

 c. how individuals are influenced by other people.

 d. the influence of social factors on human behavior.

 *Answer: D*

 *Difficulty: 2*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: Conceptual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

51. Dr. Diehl and Dr. Jzreck both study aggression. However, Dr. Diehl studies the topic from the standpoint of society at large; Dr. Jrzeck studies it from the standpoint of the individual. Who is most likely to be the social psychologist?

 a. Dr. Diehl, because she studies a societal problem.

 b. Dr. Jzreck, because he studies individuals as his focus.

 c. They could both be social psychologists, since they both study aggression.

 d. Neither one is a social psychologist.

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: Application*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

52. Social psychologists differ from sociologists in that social psychologists

 a. are interested in how people are influenced by their social environments.

 b. are concerned with people’s perspectives of their social environments.

 c. advocate the use of common sense.

 d. are reliant on the insights of philosophers.

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: Conceptual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

53. Which of the following is most likely to be studied by a social psychologist?

 a. differences in nonverbal behavior between members of different cultures

 b. the effects of social class on religious beliefs

 c. the effects of occupational segregation on income

 d. sex differences in self-concepts

 *Answer: D*

 *Difficulty: 3*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: Conceptual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

54. Social psychologists are interested in cross-cultural research because it

 a. helps to understand the differences between societies.

 b. demonstrates which aspects of human behavior are universal.

 c. provides information about individual differences.

 d. ultimately will lead to a better understanding of the causes of mental illness.

 *Answer: B*

 *Difficulty: 3*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: Conceptual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

55. Which of the following is false with regard to cross-cultural research in social psychology? Social psychologists

a. find cross-cultural studies of social behavior valuable because these provide a test of the universality of laws of human behavior.

b. have only recently expanded their research beyond the United States.

c. find cross-cultural studies of social behavior valuable because these allow the use of research methods deemed unethical in the United States.

d. find cross-cultural studies of social behavior valuable because these allow the discovery of additional variables that enable more accurate prediction.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: Factual*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

56. The tendency most people have to discount situational explanations of behavior in favor of personality characteristics or traits is called the

 a. character bias.

 b. discounting effect.

 c. fundamental attribution error.

 d. blame assignment bias.

 *Answer: C*

 *Difficulty: 1*

 *Page(s) in Text: 10*

 *Topic: The Power of the Situation*

 *Skill: Factual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

57. Sheila shows up for a blind date with her hair disheveled and her clothes a mess. Her date, Jamal, thinks, “She must be a total slob!” Jamal’s thought about Sheila is an example of

 a. individual differences.

 b. the fundamental attribution error.

 c. a strong social situation.

 d. gender differences in perception.

 *Answer: B*

 *Difficulty: 3*

 *Page(s) in Text: 10*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

58. Which of the following is the best definition of the fundamental attribution error?

 a. people’s strong need to see themselves as reasonably good, competent, and decent

 b. the subjective way in which an object appears in people’s minds

 c. the influence of the real or imagined presence of others

 d. the tendency to underestimate the power of social influence

 *Answer: D*

 *Difficulty: 2*

 *Page(s) in Text: 10*

 *Topic: The Power of the Situation*

 *Skill: Factual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

59. Nanami and April were playing in the den when April’s mother entered the room and scolded them for making a mess. Nanami decided then and there that April’s mother was a grouch. Nanami’s inference is an example of

 a. the fundamental attribution error.

 b. availability.

 c. automatic thinking.

 d. a self-fulfilling prophecy.

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 10*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

60. Which of the following people have fallen prey to the fundamental attribution error?

 a. Cindy, who explains her poor exam performance by pointing out how hard the questions were.

 b. Tim, who points to a person who fell down and says, “What a clumsy oaf!”

 c. Guillermo, who explains his girlfriend’s tears by saying, “She didn’t get enough sleep last night.”

 d. Dien, who points to an erratic driver and says, “Look at that! The roads are slick tonight.”

 *Answer: B*

 *Difficulty: 3*

 *Page(s) in Text: 10*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

61. When we commit the fundamental attribution error, we \_\_\_\_\_\_\_\_ the power of \_\_\_\_\_\_\_\_.

 a. overestimate; the situation

 b. overestimate; personal influence

 c. underestimate; personality characteristics

 d. underestimate; personal motivations

 *Answer: B*

 *Difficulty: 3*

 *Page(s) in Text: 10*

 *Topic: The Power of the Situation*

 *Skill: Factual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

62. Which of the following is a consequence of underestimating the power of social influence?

 a. We perceive people as more inconsistent and variable than they really are.

 b. We overestimate our vulnerability to social situations.

 c. We tend to over-complicate simple situations.

 d. We tend to oversimplify complex situations.

 *Answer: D*

 *Difficulty: 2*

 *Page(s) in Text: 10*

 *Topic: The Power of the Situation*

 *Skill: Factual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

63. Ross and colleagues (2004) found that people playing the “Wall Street Game” were \_\_\_\_\_\_\_\_ competitive than people playing the “Community Game,” \_\_\_\_\_\_\_\_ of individual differences in competitiveness and cooperativeness.

 a. more; because

 b. more; regardless

 c. less; because

 d. less; regardless

 *Answer: B*

 *Difficulty: 3*

 *Page(s) in Text: 10–11*

 *Topic: The Power of the Situation*

 *Skill: Factual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

64. Jake had a hypothesis about the outcome of the Ross and colleagues (2004) study about the “Wall Street Game” and the “Community Game.” Jake hypothesized that the players would respond based on their personalities, not just the name of the game they played. His hypothesis is most likely based on which tendency?

 a. self-fulfilling prophecy

 b. construals

 c. direct social influence

 d. fundamental attribution error

 *Answer: D*

 *Difficulty: 3*

 *Page(s) in Text: 10–11*

 *Topic: The Power of the Situation*

 *Skill: Conceptual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

65. In the “Wall Street Game” and “Community Game” research, the personality traits of the student participants

1. determined how participants played the game.
2. had no measurable effect on the participants’ behavior.
3. caused them to commit the fundamental attribution error.
4. mean the more competitive students did better on the Community Game.

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 11*

 *Topic: The Power of the Situation*

 *Skill: Factual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

66. Ross and colleagues (2004) randomly assigned participants previously identified as either competitive or cooperative to one of two games: the “Wall Street Game” or the “Community Game.” They found that two-thirds of the players in the “Wall Street Game” behaved competitively compared to one-third of people who played the “Community Game” who behaved competitively. What do these findings suggest?

 a. True personality differences do not exist.

 b. It is not important to study individual differences in personality.

 c. Seemingly minor aspects of a social situation can override personality differences.

 d. All the competitive people ended up playing the “Wall Street Game.”

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 10–11*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

67. Liberman, Samuels, and Ross (2004) randomly assigned participants previously identified as cooperative or competitive to play a game that was labeled either the “Wall Street Game” or the “Community Game.” If their results had indicated that, no matter what the game, participants who were identified as competitive behaved more competitively in both groups than did participants who were identified as cooperative, these findings would have suggested that

 a. seemingly minor aspects of a social situation can override personality differences.

 b. cooperation and competition are based on personality characteristics that are consistent across social situations.

 c. competitive participants in the “Wall Street Game” caused their partners to respond in kind.

 d. cooperative participants in the “Community Game” caused their partners to respond in kind.

 *Answer: B*

 *Difficulty: 3*

 *Page(s) in Text: 10–11*

 *Topic: The Power of the Situation*

 *Skill: Conceptual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

68. When Monique plays checkers with her younger sister, she lets her sister win. When she plays with her older brother, she does everything she can to beat him. A social psychologist would suggest that

 a. Monique’s personality is unstable.

 b. Monique is ambivalent in how she feels about her siblings.

 c. Monique is responding to different social situations.

 d. Monique is blindly obedient to the rules of the game.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 10–11*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

69. Behaviorists believe that all learning is a result of

 a. reinforcement and punishment.

 b. interpretation.

 c. emotion.

 d. Gestalt principles.

 *Answer: A*

 *Difficulty: 1*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Factual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

70. Which of the following relatively “famous” psychologists is a behaviorist?

 a. Wolfgang Kohler

 b. Lee Ross

 c. B. F. Skinner

 d. Kurt Lewin

 *Answer: C*

 *Difficulty: 1*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Factual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

71. In discussing the issue of parental discipline, which of the following professionals would be LEAST likely to remind parents that it is important to consider how the child views being punished?

 a. a behaviorist

 b. a social psychologist

 c. a philosopher

 d. a journalist

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Conceptual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

72. Linda tells her professor that her dog is very smart. Every time he hears the word “walkies,” he runs to get his leash and stands in front of the door. Linda’s professor tells her that her dog has learned to do this because in the past, pleasant walks always followed the word “walkies.” Linda’s professor is most likely endorsing a \_\_\_\_\_\_\_\_ explanation.

 a. behaviorist

 b. cognitive

 c. Gestalt

 d. comparative

 *Answer: A*

 *Difficulty: 3*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

73. Professor Jaffrey believes that children learn to be polite when they are rewarded for saying things like “please” and “thank you.” Professor Jaffrey is most likely a \_\_\_\_\_\_\_\_ psychologist.

 a. Gestalt

 b. personality

 c. behavioral

 d. cognitive

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

74. Professor Srinivasan is a psychologist, yet does not study cognition, thoughts, or feelings because she claims that they are not rooted in observable behavior. Professor Srinivasan is most likely a

 a. Gestalt psychologist.

 b. personality psychologist.

 c. clinician.

 d. behaviorist.

 *Answer: D*

 *Difficulty: 2*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

75. The behaviorist approach

 a. has its historical roots in Gestalt psychology.

 b. revolutionized psychology by introducing cognitive concepts.

 c. claims that all learning occurs through reinforcement and punishment.

 d. claims that although thinking and feeling cannot be directly observed, such concepts are essential for a complete understanding of human behavior.

 *Answer: C*

 *Difficulty: 3*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Factual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

76. In trying to make sense of the mass suicide in Jonestown, a behaviorist would probably examine the

 a. rewards and punishments that Jim Jones used to influence his followers.

 b. prior mental health of the people who committed suicide.

 c. attitudes and values of the people who committed suicide.

 d. contents of the speeches that Jim Jones delivered to his followers.

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 12*

 *Topic: The Power of Social Interpretation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

77. In explaining why so many people watching on the Internet failed to come to the aid of Abraham Biggs, who committed suicide, a behaviorist would most likely address the

 a. viewers’ interpretations of the video.

 b. danger or inconvenience that faced anyone who intervened.

 c. conflicting feelings of the viewers.

 d. relationships between the viewers and Abraham.

 *Answer: B*

 *Difficulty: 3*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Conceptual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

78. To understand humans, one needs only to know about environmental rewards and punishments. This statement would most likely be endorsed by a strict

 a. behaviorist.

 b. Gestaltist.

 c. environmental psychologist.

 d. social psychologist.

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Conceptual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

79. Which of the following questions is a behaviorist most likely to ask?

 a. How does the person construe this situation?

 b. Are some types of people more likely to find praise reinforcing?

 c. Why is a smile perceived as a reward?

 d. What are the external rewards in this situation?

 *Answer: D*

 *Difficulty: 2*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

80. A behaviorist would be most likely to focus on the role of \_\_\_\_\_\_\_\_ in influencing behavior.

 a. reasoning and problem solving

 b. emotion and affect

 c. objective properties of the environment

 d. individual differences

 *Answer: C*

 *Difficulty: 3*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Factual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

81. Amani raises her hand in class. Her answer is wrong, and the teacher scolds her. After that, Amani doesn’t participate much in class. This situation is most compatible with a \_\_\_\_\_\_\_\_ approach to understanding and predicting behavior.

 a. social cognition

 b. behaviorist

 c. self-esteem

 d. Gestalt

 *Answer: B*

 *Difficulty: 3*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

82. When Suzie whines in a supermarket, her father gives her candy to keep her quiet. After a while, Suzie whines more often in the market because her father has “rewarded” her whining with candy. This explanation is more compatible with a \_\_\_\_\_\_\_\_ approach.

 a. cognitive

 b. Gestalt

 c. construal-based

 d. behaviorist

 *Answer: D*

 *Difficulty: 2*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

83. Which of the following is a likely criticism of the behaviorist approach?

 a. Concepts like reinforcement and punishment are too vague.

 b. Behaviorist explanations are too simplistic to explain all human social behavior.

 c. Terms like “cognition” or “thinking” or “feeling” are too vague to be studied.

 d. Scientists cannot deal with concepts like “thinking” or “feeling” in an objective way.

 *Answer: B*

 *Difficulty: 3*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: CONCEPTUAL*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

84. According to the authors of your text, why did behaviorists not incorporate cognition, thinking, and feeling into their theory?

 a. There was no empirical support that these concepts mattered.

 b. They used strictly animal models for most of their theories.

 c. They consider the concepts too vague and difficult to observe.

 d. The theory could become too complex to study empirically.

 *Answer: C*

 *Difficulty: 3*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Conceptual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

85. The word “construal” refers to

 a. objective reality.

 b. information provided by other people.

 c. imagined events.

 d. personal interpretations.

 *Answer: D*

 *Difficulty: 2*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Factual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

86. Jeremy is in love with Carol and views her temper as an endearing example of her “feistiness.” Her coworkers, however, interpret Carol’s temper as rude and insensitive. The difference between Jeremy and the coworkers illustrates the power of love to influence our

 a. construals.

 b. behaviors.

 c. influence attempts.

 d. relationships.

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

87. Which of the following is the best example of a construal?

 a. Sam, who attends a showing of the *Jerry Springer* *Show*

 b. Sarah, who registers to vote at age eighteen

 c. John, who believes people born under the sign of Taurus are stubborn

 d. Kerry, who decides to marry Ryan

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

88. A “construal” is most like which of the following?

 a. a pair of glasses

 b. a cup of water

 c. a car

 d. a seatbelt

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: CONCEPTUAL*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

89. Last weekend, Paula smiled politely while Lance talked to her for several hours. Wow, thinks Lance to himself, she was so nice; Paula must really like me—she was so friendly! Lance’s interpretation of Paula’s behavior is an example of

 a. a direct persuasion attempt.

 b. an indirect persuasion attempt.

 c. explicit values.

 d. construals.

 *Answer: D*

 *Difficulty: 1*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

90. Lisa and Melissa were comparing grades on their chemistry exam. Lisa was disappointed when she first saw that she had received a grade of 76 percent, but when she saw that Melissa (the class valedictorian in high school) had earned a grade of 78 percent, she felt much better about her grade. What is most likely to be a reason that Lisa changed her perspective?

 a. She had a different construal of her grade.

 b. She was directly persuaded.

 c. She used an explicit value.

 d. She exerted social influence on Melissa.

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Conceptual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

91. Karen returns home from her first year of college, and is very proud of her first-year GPA. She earned a 3.0 (“B”) average. She’s unhappily surprised to discover that her parents are disappointed that she didn’t perform better. This difference in interpretation illustrates the power of \_\_\_\_\_\_\_\_ in explaining social behavior.

 a. interpersonal conflict

 b. construals

 c. achievement motivation

 d. socialization

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

92. Ted likes Jim and smiles at him every chance he gets. Jim wonders why Ted is always smirking at him sarcastically and studiously avoids him. Ted thinks he’s being friendly and cannot understand Jim’s standoffishness; Jim thinks Ted is a jerk for continuing to smirk at him without explanation. This difference illustrates the role of \_\_\_\_\_\_\_\_ in explaining social behavior.

 a. power

 b. construals

 c. the need for affiliation

 d. persuasion

 *Answer: B*

 *Difficulty: 1*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

93. Dan likes his new roommate Tim. He invites Tim to go everywhere with him—parties, lunch, even to the grocery store. Dan feels he’s being warm and welcoming to his new friend. Tim, however, doesn’t understand why it seems that Dan can’t do anything on his own, and seems to need his companionship constantly. The difference in how Dan and Tim perceive Dan’s actions is an illustration of \_\_\_\_\_\_\_\_ in explaining social behavior.

 a. explicit values

 b. naïve realism

 c. the need to belong

 d. construals

 *Answer: D*

 *Difficulty: 1*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

94. Social psychologists use the term \_\_\_\_\_\_\_\_ to describe the way in which people perceive, comprehend, and interpret their social worlds.

 a. perspective

 b. social psychology

 c. construal

 d. assumption

 *Answer: C*

 *Difficulty: 1*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Factual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

95. At a dinner party, Marcia spilled wine on her boss’s Persian rug. If Marcia is like most social psychologists who study construals, what will she ask herself in predicting how her boss will respond?

 a. How much does the rug cost?

 b. Did anyone witness the spill?

 c. Will my boss think I am drunk?

 d. Is my boss a gracious hostess?

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

96. Jill is eating dinner at her fiancé Rob’s parents’ house, and barely touches her food. Jill is aware that his parents could make different construals of this behavior, such as

 a. Jill is a polite person.

 b. Rob and Jill make a cute couple.

 c. Jill must not like the food served at dinner.

 d. Rob treats Jill very well.

 *Answer: C*

 *Difficulty: 1*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

97. Social psychologists’ emphasis on construals of social situations has its roots in \_\_\_\_\_\_\_\_ psychology.

 a. personality

 b. cognitive

 c. Gestalt

 d. behavioral

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Factual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

98. In trying to make sense of the mass suicide in Jonestown, a Gestaltist would probably

 a. examine the external rewards and punishments used by Jim Jones.

 b. consult a social psychologist.

 c. ponder the subjective meaning of the act to Jim Jones’s followers.

 d. ask about the traumatic events in the lives of Jones’s followers.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

99. Marta left a party feeling very upset. Rather than trying to recall each conversation she had during the party, Marta tried to explain her feelings by reflecting on the party as a whole. The process Marta used resembles the approach used by \_\_\_\_\_\_\_\_ psychologists.

 a. behavioral

 b. social

 c. personality

 d. Gestalt

 *Answer: D*

 *Difficulty: 3*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

100. The whole is different from the sum of its parts. This statement reflects a tenet of \_\_\_\_\_\_\_\_ psychology.

 a. cognitive

 b. Gestalt

 c. behavioral

 d. physiological

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Conceptual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

101. Complete the following analogy, based on information from your text: behaviorism: \_\_\_\_\_\_\_\_ as Gestalt psychology: \_\_\_\_\_\_\_\_.

 a. rewards; perceptions

 b. perceptions; interpretations

 c. observable behavior; reinforcement

 d. mental behavior; interpretations and construals

 *Answer: A*

 *Difficulty: 3*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Conceptual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

102. Which of the following would most likely be an article written by a Gestaltist?

 a. “The Influence of Subjective Reality on Roommate Disagreements”

 b. “The Role of Reinforcements in Childhood Eating Behaviors”

 c. “Personality Influences on Job Performance in Fast Food Restaurants”

 d. “Social Class and Voting Behavior in the Midwest”

 *Answer: A*

 *Difficulty: 3*

 *Page(s) in Text: 12*

 *Topic: The Power of the Situation*

 *Skill: Conceptual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

103. The authors of your text suggest that in the 1930s and 1940s, the most influential person in social psychology was

 a. Kurt Lewin.

 b. John Watson.

 c. Lyndon Johnson.

 d. B. F. Skinner.

 *Answer: A*

 *Difficulty: 1*

 *Page(s) in Text: 13*

 *Topic: The Power of the Situation*

 *Skill: FacTual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

104. Most of the early social psychologists arrived in the U.S. from

 a. Asia.

 b. Europe.

 c. Australia.

 d. South America.

 *Answer: B*

 *Difficulty: 1*

 *Page(s) in Text: 13*

 *Topic: The Power of the Situation*

 *Skill: FacTual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

105. In commenting on the development of social psychology in the U.S., Dorwin Cartwright (1979) wrote, “If I were required to name the one person who has had the greatest impact on the field, it would have to be Adolf Hitler.” By this he meant that

 a. Hitler’s *Mein Kampf* was a philosophical treatise that influenced psychology.

 b. Gestalt psychology came to the U.S. when Gestalt psychologists fled the Nazi regime.

 c. Hitler used social-psychological principles to control the citizens of Germany.

 d. World War II stimulated the U.S. economy, and there was more research funding for psychologists.

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 13*

 *Topic: The Power of the Situation*

 *Skill: Factual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

106. One of Kurt Lewin’s boldest intellectual contributions to social psychology was

 a. applying Gestalt principles to social perception.

 b. applying behavioral principles to the topic of social influence.

 c. reminding social psychologists that objective physical attributes of a social stimulus are important.

 d. promoting the use of observational methods.

 *Answer: A*

 *Difficulty: 3*

 *Page(s) in Text: 13*

 *Topic: The Power of the Situation*

 *Skill: Factual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

107. The “father” of modern experimental social psychology, Kurt Lewin, pointed out the importance of understanding how people \_\_\_\_\_\_\_\_ their social environments.

 a. control

 b. construe

 c. manipulate

 d. structure

 *Answer: B*

 *Difficulty: 3*

 *Page(s) in Text: 13*

 *Topic: The Power of the Situation*

 *Skill: Factual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

108. In their approach to understanding social behavior, social psychologists are most similar to

 a. behaviorists.

 b. Gestalt psychologists.

 c. sociologists.

 d. personality psychologists.

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 13*

 *Topic: The Power of the Situation*

 *Skill: Conceptual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

109. Because their intellectual roots lie more in Gestalt psychology than in \_\_\_\_\_\_\_\_, social psychologists tend to focus less on objective aspects of a social situation, and more on \_\_\_\_\_\_\_\_.

 a. behaviorism; people’s perceptions

 b. sociology; rewards and punishments

 c. behaviorism; irrationality

 d. personality psychology; rewards and punishments

 *Answer: A*

 *Difficulty: 3*

 *Page(s) in Text: 13*

 *Topic: The Power of the Situation*

 *Skill: Conceptual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

110. Which of the following psychologists is considered the founding father of modern experimental social psychology?

 a. Gordon Allport

 b. Kurt Lewin

 c. B. F. Skinner

 d. Leon Festinger

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 13*

 *Topic: The Power of the Situation*

 *Skill: Factual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

111. When Maria’s father asks her how her day was at school, she says, “Great!” When he asks for details, she explains that she did well on her spelling test and made a new friend, but injured herself in gym class and was late for soccer practice. Maria’s summary of the day’s events as “Great!” best exemplifies a \_\_\_\_\_\_\_\_ perspective.

 a. Gestalt

 b. behaviorist

 c. cognitive

 d. personality

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 13*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

112. When Mark goes to give Sven a congratulatory pat on the back after a job well done, he jumps and turns away. Mark has just read Chapter 1, and fancies himself something of a Gestalt psychologist. What is he likely to think about Sven’s behavior?

 a. “Sven must have been abused as a child.”

 b. “What’s his problem? A pat on the back is a reinforcer.”

 c. “Sven must have interpreted my gesture differently than I intended.”

 d. “Sven must have low self-esteem.”

 *Answer: C*

 *Difficulty: 3*

 *Page(s) in Text: 13*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

113. From the perspective of Fritz Heider, you’re not only reacting to the behavior of your roommate, but also

1. planning on how to reward or punish the roommate’s behavior.
2. perceiving the individual components of your roommate’s behavior to determine how to respond.
3. reacting to what you think your roommate is perceiving, thinking, and feeling.
4. you aren’t concerned with what your roommate thinks.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 13*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

114. Lee Ross describes the idea of “naïve realism” as the

 a. conviction that all of us have that we perceive things “as they really are.”

 b. scientific study of the way in which people’s thoughts, feelings, and behaviors are influenced by the real or imagined presence of other people.

 c. way in which people perceive, comprehend, and interpret the social world.

 d. aspects of people’s personalities that make them different from other people.

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 13*

 *Topic: The Power of the Situation*

 *Skill: Factual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

115. Research by Lee Ross suggests that even when people recognize that others perceive information differently, they persist in thinking that others are biased, while they themselves are objective. This illustrates the idea of

 a. social psychology.

 b. naïve realism.

 c. individual differences.

 d. implicit values.

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 13*

 *Topic: The Power of the Situation*

 *Skill: Conceptual*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

116. One application of Ross’s idea of naïve realism is to assist the negotiations between long-time adversaries: Palestinians and Israelis. How would understanding naïve realism potentially help these parties negotiate more successfully?

 a. They would understand their religious differences and be able to communicate effectively.

 b. Both sides would understand that their perceptions are biased, and try to be more objective.

 c. The Palestinians would come to understand the historical occupation of Israel, and leave the West Bank.

 d. Both sides would understand the role of culture in forming construals, and use conflict resolution skills appropriately.

 *Answer: B*

 *Difficulty: 3*

 *Page(s) in Text: 13*

 *Topic: The Power of the Situation*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

117. Social psychologists have identified two motives that are of primary importance in explaining our thoughts and behaviors. According to your textbook authors, these are the need to \_\_\_\_\_\_\_\_ and the need to \_\_\_\_\_\_\_\_.

 a. enhance our power; be as accurate as possible

 b. be as accurate as possible; feel good about ourselves

 c. feel good about ourselves; belong

 d. be as accurate as possible; maintain social control

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 15*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Factual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

118. In which of the following examples does the need for accurate information most conflict with the need for self-esteem?

 a. Carla has to decide whether to read the detailed red ink comments on the “D” paper she just spent weeks writing.

 b. Joy has to decide whether to examine her job review file after receiving a promotion.

 c. Isabel has to decide whether to pay attention to her coach’s evaluation of her performance after they have won the semi-final.

 d. Troy has to decide whether to read his opening night reviews after the play’s producer has promised that the play will have at least a six-week run.

 *Answer: A*

 *Difficulty: 3*

 *Page(s) in Text: 15*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Application*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

119. Several presidents have been given conflicting advice during wartime. Some advisers urged the president to pursue a peaceful solution; others urged him to escalate bombing to overcome the enemy. These presidents did not want to go down in history as the first U.S. president to lose a war, so they have chosen to escalate, thereby prolonging the war. According to your text, this decision was most likely a consequence of the motive to

 a. perceive the situation as accurately as possible.

 b. save as many lives as possible.

 c. justify previous actions.

 d. convince the taxpayers that a tax increase was necessary.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 15–16*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Factual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

120. What is the take-home message of the authors’ description of the presidents’ decisions to continue and even escalate wars?

 a. The need to be accurate and the need to feel good about ourselves are often compatible.

 b. The need to be accurate is stronger than the need to feel good about ourselves.

 c. The need to be accurate and the need to feel good about ourselves are always in conflict.

 d. When we forego accuracy in the interest of feeling good about ourselves, there are sometimes serious consequences.

 *Answer: D*

 *Difficulty: 2*

 *Page(s) in Text: 15–16*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Conceptual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

121. George just finished a poem, and is very proud of his work. He knows he should ask his instructor for some constructive feedback to improve it, but chooses not to because he is afraid of losing his sense of accomplishment. In this case, which basic motive did George give in to?

 a. the need to belong

 b. the need for accuracy

 c. the need to feel good about oneself

 d. the need for affiliation

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 15*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Application*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

122. Garry is a physician and is convinced that his patient, Mr. Mraz, has cancer. However, after several diagnostic tests and a biopsy that came back negative, Garry rethinks his original diagnosis. He admits that he was wrong and does more research to find the correct diagnosis. In this case, which basic motive did Garry give in to?

 a. the need for accuracy

 b. the need to feel good about oneself

 c. the need for meaning

 d. the need for control

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 15*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Application*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

123. People often construe the world as they do in order to maintain a favorable image of themselves. This assumption underlies the \_\_\_\_\_\_\_\_ approach.

 a. self-esteem

 b. public image

 c. accuracy motive

 d. self-perception

 *Answer: A*

 *Difficulty: 1*

 *Page(s) in Text: 16*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Factual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

124. When asked why she is always losing things, Veronique replies, “I’m not careless. It’s just that I have more important things to think about.” This response would be predicted by a social psychologist who understands Veronique’s \_\_\_\_\_\_\_\_ motive.

 a. social cognition

 b. Gestalt

 c. self-esteem

 d. self-perception

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 16*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Application*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

125. Given the choice between distorting the world in order to enhance their self-esteem or viewing the world accurately, people often

 a. completely distort reality.

 b. choose accuracy and thereby suffer from low self-esteem.

 c. put a slightly different spin on things in order to feel good about themselves.

 d. refuse to make a choice, behaving erratically.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 16*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Factual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

126. According to the authors of your text, why do people sometimes construe information to feel good about themselves?

 a. Only narcissists do this.

 b. They are committing the fundamental attribution error.

 c. People have a strong need to maintain their self-esteem.

 d. Because it is important to be accurate perceivers of reality.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 16*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Factual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

127. According to the authors of your text, people’s evaluations of how good, competent, and decent they are is the definition of

 a. self-evaluation.

 b. self-efficacy.

 c. self-monitoring.

 d. self-esteem.

 *Answer: D*

 *Difficulty: 1*

 *Page(s) in Text: 16*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Factual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

128. Jacob was pouring gravy when he dropped the ladle and splattered gravy all over the tablecloth. In order to maintain his self-esteem, Jacob decided that

 a. he was a clumsy person.

 b. spilling the gravy was embarrassing to his family.

 c. the ladle was slippery and anyone would have dropped it.

 d. he would be more careful next time.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 16*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Application*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

129. Jordan’s lover of four years just left him. He is hurt, angry, and confused, and says to himself, “He never did understand my need for independence.” This explanation for the break-up best reflects which human motive?

 a. protecting one’s self-esteem

 b. sacrificing happiness in the interest of accuracy

 c. deserting reality under stress

 d. justifying our suffering

 *Answer: A*

 *Difficulty: 3*

 *Page(s) in Text: 16*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Application*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

130. Rashim is viewed by most people he knows as rude, brusque, and completely unconcerned with other people’s feelings. He, in contrast, describes himself as efficient and task-oriented. Rahim’s self-description best reflects the motive to

 a. justify our failed efforts.

 b. justify our past behavior.

 c. perceive the world accurately.

 d. succeed at any cost.

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 16*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Application*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

131. Which of the following is not a likely consequence of the human tendency to prefer self-justifying information to accurate information?

 a. People maintain their level of self-esteem.

 b. People become less likely to learn from their experiences.

 c. People may make faulty decisions about future behavior.

 d. People gain feedback that makes for better decisions.

 *Answer: D*

 *Difficulty: 3*

 *Page(s) in Text: 16*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Application*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

132. What is one likely, undesirable consequence of foregoing accuracy in favor of justifying our past behaviors? Justifying past behavior can

 a. decrease the probability of learning from past experiences.

 b. cause us to totally distort reality.

 c. decrease our self-esteem.

 d. decrease our self-confidence in social situations.

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 16*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Conceptual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

133. One potential problem of justifying past behavior in order to protect our self-esteem is that

 a. people tend to become narcissistic.

 b. people distort reality and deny any negative information about themselves.

 c. it hinders people from learning from their past mistakes.

 d. it leads people to present themselves as being better than they really are.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 16*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Conceptual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

134. Josh and his friends have just started up a new fraternity on campus, and want to recruit men who will be loyal and love it. Based on the self-esteem approach, which initiation strategy would you recommend to Josh?

 a. Make it easy: let any pledge in who can pay for good parties throughout the year.

 b. Make it very easy: let in the most desperate pledges.

 c. Make them suffer a little: ride backwards in elevators all week.

 d. Make it fun: let in the pledges who like to hang out and party.

 *Answer: C*

 *Difficulty: 3*

 *Page(s) in Text: 16–17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Application*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

135. Tom saw a weight-loss program advertised on late-night television. The ad claimed that deep breathing exercises would speed up metabolism, causing people to lose weight. He mailed a check for $99.95. When the plan arrived, Tom rearranged his day so that he could complete the breathing exercises as scheduled. They made him nauseated and dizzy, and before long, Tom’s friends began to think that he was going overboard with the program, and they began to avoid him. After the end of the ten-week program, Tom got on the scale and saw that he hadn’t lost an ounce! Still, he remained enthusiastic and thought, “I may not have lost any weight, but I feel so much healthier!” This situation is best explained by

 a. the justification of suffering.

 b. the self-fulfilling prophecy.

 c. delusional thinking.

 d. accurate self-perceptions.

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 16–17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Application*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

136. Many fraternities, sororities, and sports teams have initiation rituals. For example, at one school, all the members of the soccer team must wear unusual clothing everywhere on campus for an entire day and then have embarrassing haircuts. These rituals try to capitalize on the role of \_\_\_\_\_\_\_\_ in increasing commitment via self-justification.

 a. suffering

 b. the affiliation motive

 c. reinforcement

 d. social power

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 16–17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Application*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

137. Melissa, Sally, Kathleen, and Lynne went mountain climbing. According to the self-justification approach, which one of the women would most appreciate the view from the top of the mountain?

 a. Melissa, who climbed while listening to arousing music on her headphones.

 b. Sally, who pulled a muscle and got scratched by thorns.

 c. Kathleen, who enjoyed seeing the different types of trees on the mountain.

 d. Lynne, who daydreamed about her husband while she climbed.

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 16–17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Application*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

138. You might have heard the old Groucho Marx quip, “I wouldn’t belong to any club that would have me for a member.” From a self-esteem perspective in social psychology, what would be a more accurate—if less humorous—statement?

 a. “I would most want to belong to any club that would have me.”

 b. “I would most want to belong to a club that made me suffer to get into it.”

 c. “I wouldn’t want to join any club at all.”

 d. “I would most want to avoid a club that would have me.”

 *Answer: B*

 *Difficulty: 3*

 *Page(s) in Text: 16–17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Conceptual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

139. Social psychological research has convincingly demonstrated that the \_\_\_\_\_\_\_\_ the initiation to join a group, the \_\_\_\_\_\_\_\_ the initiates like the group.

 a. milder; more

 b. more severe; more

 c. more severe; less

 d. longer; more

 *Answer: B*

 *Difficulty: 3*

 *Page(s) in Text: 17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Factual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

140. Which of the following situations is at odds with the self-esteem approach to understanding human behavior?

 a. At first, Jim can’t stand his social psychology course, but he works hard all semester to get a good grade. At the end of the semester, when he evaluates the course, he gives it high marks.

 b. Susan drives 200 miles to buy a dress that most people would call incredibly ugly. She loves it and can’t wait to wear it to the next party.

 c. Nguyen studied for years to pursue a career for which she was poorly suited. She works sixty hours a week in the sleet and hot sun. Still, she says that she is thrilled with her job.

 d. Jorge absolutely hates the camp he is attending. As part of the activities, he had to wear funny hats, and sing silly songs.

 *Answer: D*

 *Difficulty: 2*

 *Page(s) in Text: 17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Application*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

141. Assume that, contrary to research findings, people who undergo a severe initiation to join a group actually like the group less than do people who undergo a mild initiation. If these findings were true, they would provide support for a \_\_\_\_\_\_\_\_ approach to social influence.

 a. social cognitive

 b. self-esteem

 c. Gestalt

 d. behaviorist

 *Answer: D*

 *Difficulty: 3*

 *Page(s) in Text: 17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Conceptual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

142. Julie and Tina have a very exclusive club. In order to make new members loyal and really enjoy being part of the club, Julie says new members should be rewarded for their good behaviors in the club. Tina, however, suggests that they use an embarrassing initiation. In this example, Julie is taking a \_\_\_\_\_\_\_\_ approach, while Tina is taking a \_\_\_\_\_\_\_\_ approach.

 a. behaviorist; self-esteem

 b. self-esteem; Gestalt

 c. Gestalt; behaviorist

 d. self-esteem; behaviorist

 *Answer: A*

 *Difficulty: 3*

 *Page(s) in Text: 17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Conceptual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

143. Dimitri went through a lot of hard work during Basic Training in the Army. At times, drill sergeants yelled at him; he was physically exhausted and emotionally distressed. But, at the end of Basic Training, he felt that joining the Army had been a very good decision. The self-esteem explanation for Dimitri’s feelings about Basic Training is that

 a. Dimitri is delusional for deriving meaning from the horrible experience he just endured.

 b. Dimitri has to somehow justify his suffering while maintaining his self-esteem.

 c. Dimitri’s self-esteem increased every day that he survived in Basic Training.

 d. Dimitri’s justification for joining the Army was strong enough to see him through to finishing Basic Training.

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Conceptual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

144. Leslie cannot say “no” to anyone. Consequently she takes on too much, and doesn’t fulfill her commitments as promptly as she might. Assume that when asked to explain these behaviors, Leslie is motivated to be accurate in her self-perceptions. What would she be most likely to say?

 a. “I would have gotten everything done if my sister hadn’t come to visit.”

 b. “You know me. I’m a go-getter who can’t stand being bored.”

 c. “I guess I’m a bit of a pushover, and take on more than I can responsibly handle.”

 d. “I guess you can’t teach an old dog new tricks.”

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Application*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

145. The social cognition approach is based on the notion that humans are often motivated to

 a. be accurate in their perceptions and inferences.

 b. enhance their self-esteem.

 c. seek out reinforcers and avoid punishers.

 d. justify their behaviors.

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Conceptual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

146. Human beings are often motivated to construe themselves and the social world accurately. The \_\_\_\_\_\_\_\_ approach is based on this assumption.

 a. behaviorist

 b. social cognition

 c. self-esteem

 d. social psychological

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Conceptual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

147. Social cognition is the study of how people

 a. solve societal problems.

 b. think about themselves and the social world.

 c. behave in groups.

 d. actually behave toward outgroup members.

 *Answer: B*

 *Difficulty: 1*

 *Page(s) in Text: 17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Factual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

148. How people select, interpret, remember, and use information to make judgments and decisions is called \_\_\_\_\_\_\_.

1. self-esteem
2. social psychology
3. behaviorism
4. social cognition

 *Answer: D*

 *Difficulty: 1*

 *Page(s) in Text: 17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Factual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

149. Which of the following statements is NOT consistent with the social cognition approach to social psychology?

 a. Human thinking and reasoning abilities involve numerous decisions every day.

 b. People try to view the world as accurately as possible.

 c. People tend to distort reality to make themselves look good.

 d. People make errors because there is too much information to be able to process optimally.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Conceptual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

150. The \_\_\_\_\_\_\_\_ approach portrays humans as akin to Sherlock Holmes, who tries his best to accurately make sense of the facts.

 a. esteem enhancement

 b. self-esteem

 c. social cognition

 d. rational-economic

 *Answer: C*

 *Difficulty: 1*

 *Page(s) in Text: 17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Conceptual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

151. The social cognition approach compares people to amateur

 a. detectives.

 b. lawyers.

 c. artists.

 d. accountants.

 *Answer: A*

 *Difficulty: 1*

 *Page(s) in Text: 17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Conceptual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

152. According to social cognition researchers, we sometimes have difficulty making sense of the social world because we

 a. are inherently flawed in our reasoning.

 b. choose to ignore the relevant facts.

 c. ignore simple decisions in favor of complex decisions.

 d. lack the stamina to seek out all the relevant facts.

 *Answer: D*

 *Difficulty: 3*

 *Page(s) in Text: 17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Factual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

153. Julia eats granola bars and avoids chocolate bars, even though the granola bars contain 50 percent more fat and 15 percent more sodium than the chocolate bars. According to a social cognition approach, why might that be? Julia

 a. is motivated to see herself as a healthy person.

 b. is motivated to convince her friends that she is a healthy person.

 c. failed to seek out all the relevant facts about the nutritional value of those snacks.

 d. needs to justify paying more for the granola bar.

 *Answer: C*

 *Difficulty: 3*

 *Page(s) in Text: 17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Application*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

154. Which of the following questions would be of most interest to a social cognition researcher?

 a. How does the motive to control the environment influence social behaviors?

 b. Why are people motivated to maintain their self-esteem?

 c. What factors prevent people from reasoning accurately?

 d. Why is the whole different from the sum of its parts?

 *Answer: C*

 *Difficulty: 3*

 *Page(s) in Text: 17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Conceptual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

155. Della is interested in the ways in which romantic partners think about each other. Her research most neatly fits the realm of

 a. personality psychology.

 b. social cognition.

 c. sociology.

 d. behaviorism.

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Conceptual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

156. Aidan is trying to decide who would be the better roommate, Yushi or Lamar. Yushi has lots of money and a flat-screen TV to add to the apartment, but Lamar is really fun to hang out with. Aidan doesn’t know other things, such as how tidy they are or how loud they are at night, but has to make his decision soon. This best illustrates which challenge of accurate social cognition?

 a. People usually make emotional decisions.

 b. People usually don’t know all of the facts.

 c. People are rarely motivated to be accurate.

 d. People are more concerned with self-esteem.

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Application*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

157. The authors of your text discuss three snares in peoples’ ability to reason accurately. All of the following are snares in reasoning except

 a. People rarely know all of the facts.

 b. People are seldom motivated to be accurate.

 c. People often lack time or stamina to reason well.

 d. People often generalize based on superficial information.

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 17–18*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Conceptual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

158. The term “self-fulfilling prophecy” refers to the tendency to

 a. live up to our highest expectations of ourselves.

 b. be motivated to fulfill our hopes and dreams.

 c. inadvertently elicit the very behaviors we expect from others.

 d. strive for self-actualization.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 18*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Factual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

159. You’ve heard that members of a certain fraternity or sorority are snobs. Whenever you see members of that fraternity or sorority, you look down and hurry past them. When they don’t greet you, you say to yourself, “Just like I thought—they’re all arrogant snobs.” You have experienced a phenomenon known as

 a. self-esteem enhancement.

 b. irrational disparagement.

 c. the self-fulfilling prophecy.

 d. the motivated attribution error.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 18*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Application*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

160. Recall that Rosenthal and Jacobson (1968) told teachers that some of their students were “bloomers.” Consequently, those students actually performed better than students who were not labeled as bloomers. This finding suggests that

 a. the bloomers really were better students than their peers.

 b. the teachers were motivated to prove that the researchers were right.

 c. the teachers were motivated to reward bloomers and punish the others.

 d. teachers’ expectations were powerful in influencing the bloomers’ behaviors.

 *Answer: D*

 *Difficulty: 2*

 *Page(s) in Text: 18*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Conceptual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

161. Imagine that you were a student in one of the classrooms in the self-fulfilling prophecy study by Rosenthal and Jacobson (1968). If you’re like most students, you would \_\_\_\_\_\_\_\_ to be labeled a bloomer, because your teacher would \_\_\_\_\_\_\_\_.

 a. want; pay more attention to you and encourage you more

 b. not want; place unreasonable demands on you

 c. not want; make you work alone

 d. want; give you more time at recess

 *Answer: A*

 *Difficulty: 3*

 *Page(s) in Text: 18*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Conceptual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

162. How would a social psychologist explain the results of Rosenthal and Jacobson’s (1968) study, in which erroneous teacher expectations changed the behaviors of their students?

 a. Teachers, like many of us, are irrational.

 b. Intelligence tests are poor predictors of academic performance.

 c. Our social expectations influence our own and others’ behaviors.

 d. Teachers, like many of us, are motivated to see themselves in a positive light.

 *Answer: C*

 *Difficulty: 3*

 *Page(s) in Text: 18*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Conceptual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

163. Which of the following is the best illustration of a self-fulfilling prophecy?

 a. Justin wanted some candy, and bought some at the store the next day.

 b. Emily always wanted to be a physician when she grew up and is now finishing medical school.

 c. Ryan heard that Grace is opinionated; upon meeting her, he strikes up a conversation about politics and finds that she is willing to express her opinion.

 d. Olivia has heard that Dylan is a good singer. When she sees him at a coffee shop, she asks him to sing yet finds his singing atrocious.

 *Answer: C*

 *Difficulty: 3*

 *Page(s) in Text: 18*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Application*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

164. Brenda is a psychiatrist, and has heard that one of her new patients is particularly difficult to treat. He won’t take his medication, and has never shown much improvement from his illness. Brenda doesn’t expect to be able to treat him successfully, and unintentionally treats this patient differently than her other ones. She is uncreative in how she approaches his therapy and medication, and after a few months also concludes that he is “incurable.” Brenda’s approach to this new patient best illustrates the power of

 a. self-fulfilling prophecies.

 b. persuasion.

 c. social cognition.

 d. individual differences.

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 18*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Application*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

165. According to the authors of your text, when Rosenthal and Jacobson (1968) conducted their study on the self-fulfilling prophecy in elementary school classrooms, the “bloomers” in their experiment were actually

 a. economically disadvantaged students.

 b. emotionally disturbed children.

 c. bright students.

 d. chosen at random.

 *Answer: D*

 *Difficulty: 1*

 *Page(s) in Text: 18*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Factual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

166. According to the authors of your text, in the experiment on self-fulfilling prophecies by Rosenthal and Jacobson (1968), teachers were told that children labeled as “bloomers” were \_\_\_\_\_\_\_\_, when in fact they were merely chosen at random.

 a. ready to perform well

 b. going to require a lot of attention to reach their full potential

 c. a little delayed, but would do well near the end of the school year

 d. going to perform poorly until they became comfortable in the classroom

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 18*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: Factual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

167. If the self-fulfilling prophecy operates appropriately, what could be the outcome of treating your new roommate as if he/she is polite, neat, and respectful?

 a. The roommate will do what he/she wants to do anyway.

 b. The roommate will meet your expectations and behave politely and respectfully and keep his/her part of the room clean.

 c. The roommate will do exactly the opposite and be rude and messy.

 d. Your behavior will have no effect on your roommate’s behavior.

  *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 18*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: CONCEPTUAL*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

168. In the long run, which will help you determine what steps you need to take to improve your study skills for your social psychology class?

 a. the need for accuracy

 b. the need for self-esteem

 c. the fundamental attribution error

 d. the need for self-construal

 *Answer: A*

 *Difficulty: 2*

 *Page(s) in Text: 18*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: conceptual*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

169. Which of the following is true about social psychologists’ interest in social problems?

 a. Contemporary social psychologists are not interested in social problems.

 b. Interest in social problems has arisen only in the last decade.

 c. Social problems have been a concern since the beginning of social psychology.

 d. Social problems are too complex to be addressed by social psychologists.

 *Answer: C*

 *Difficulty: 2*

 *Page(s) in Text: 19*

 *Topic: Summary*

 *Skill: Factual*

170. After reading Chapter 1, if you were to advise producers of a safe-sex television campaign, what would you tell them?

 a. Remember that sometimes people would rather feel good than be accurate.

 b. AIDS is more likely to be transmitted via intravenous drug use than via sex.

 c. Beware of the fundamental attribution error.

 d. Remember to provide complete information and get your facts right.

 *Answer: A*

 *Difficulty: 3*

 *Page(s) in Text: 9–19*

 *Topic: Comprehensive (The Power of the Situation; Where Construals Come From: Basic Human Motives)*

 *Skill: Application*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

171. According to your text, one reason why social psychologists study the causes of social behavior is to

 a. gain political power.

 b. contribute to the solution of social problems.

 c. understand psychological disorders.

 d. comprehend individual differences.

 *Answer: B*

 *Difficulty: 2*

 *Page(s) in Text: 19–20*

 *Topic: Summary*

 *Skill: Conceptual*

172. What do the fundamental attribution error and the self-fulfilling prophecy have in common?

 a. We believe something about another person that may not be true.

 b. We feel worse after we use them.

 c. They are both social influence tactics.

 d. They have been disproven by sociologists.

 *Answer: A*

 *Difficulty: 3*

 *Page(s) in Text: 10, 18*

 *Topic: Comprehensive (The Power of the Situation; Where Construals Come From: Basic Human Motives)*

 *Skill: CONCEPTUAL*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

**Essay**

173. What does social psychology have in common with folk wisdom? How does social psychology differ from folk wisdom?

 Answer: Both ask and answer questions about human social behavior. They seek to explain why it is that people think or feel or behave as they do. Compared to social psychology, folk wisdom is often oversimplified in its explanations, is replete with incompatible contradictory explanations, and often blames individuals for their plights. Social psychology is a science that relies on such empirical methods as experimentation.

 *Difficulty: 2*

 *Page(s) in Text: 4–6*

 *Topic: Defining Social Psychology*

 *Skill: CONCEPTUAL*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

174. Explain what the role of common sense is (and is not) in social psychology.

 Answer: Common sense can be used as a springboard for formulating new research ideas. Common sense is not a substitute for using the scientific method because it is filled with contradictions and is subject to biases in thinking.

 *Difficulty: 2*

 *Page(s) in Text: 4–6*

 *Topic: Defining Social Psychology*

 *Skill: CONCEPTUAL*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

175. Few would disagree that human aggression is a very pressing social problem that leads to violent criminal acts, and that it is important to understand the causes of aggression before we can intervene to reduce it. How would a social psychologist approach this phenomenon? How would a social psychologist’s approach differ from the approach of a personality psychologist or a sociologist?

 Answer: First, like a personality psychologist, a social psychologist would focus on the individual, instead of on larger structural variables like socioeconomic status or the availability of handguns. Unlike a personality psychologist, however, a social psychologist would be more likely to focus on specific social situations or on people’s construals of those specific situations. Social psychologists put far less emphasis on enduring personality characteristics or traits, and are more interested in how people are like one another in those situations. This approach also differs from a sociologist’s approach. Sociologists—unlike social psychologists—tend to focus not on the individual, but on larger segments of society. Still, like social psychologists—and unlike personality psychologists—sociologists would consider how people in different groups are different from one another when it comes to aggressive behaviors.

 *Difficulty: 2*

 *Page(s) in Text: 6–8*

 *Topic: Defining Social Psychology*

 *Skill: APPLICATION*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

176. Suppose that in a restaurant, a waiter grows impatient with a customer, rolls his eyes, taps his pencil impatiently on his order book, and finally snaps, “I haven’t got all day, you know.” Compare and contrast how a personality psychologist and a social psychologist would attempt to explain such behavior.

 Answer: Both personality and social psychologists would use an individual level of analysis rather than a larger, broader level that focuses on economic, political, or historical forces. Personality psychologists, however, would focus on the kinds of characteristics in which people differ; for example, they would focus on enduring characteristics like the hostility or impulsivity of the waiter. In contrast, although social psychologists would also focus on the individual, they would attend to ways in which the waiter is like other people; for example, social psychologists might turn their attention to the waiter’s situation and in particular, his construal of the situation with the customer.

 *Difficulty: 2*

 *Page(s) in Text: 6–8*

 *Topic: Defining Social Psychology*

 *Skill: APPLICATION*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

177. The chapter emphasizes that disciplines differ in their level of analysis of important questions. Describe a question or topic that would be best answered by a sociologist, and explain how that question or topic might be modified to be answered by a social psychologist.

 Answer: Sociologists are interested in the study of larger social units such as groups, organizations, and societies. They might be interested in the role of marriage in American families or the number of divorces in cultures with arranged marriages. Social psychologists could examine these topics by focusing on the individuals in those situations. For example, how do husbands communicate happiness in marriages in America or how do individuals think about one another in arranged marriages?

 *Difficulty: 3*

 *Page(s) in Text: 8*

 *Topic: Defining Social Psychology*

 *Skill: CONCEPTUAL*

 *LO 1.1 What is social psychology, and how is it different from other disciplines?*

178. Define the term “fundamental attribution error,” and provide an example of this phenomenon that might occur in daily life.

 Answer: The fundamental attribution error is defined as the tendency to overestimate the extent to which people’s behavior is due to internal dispositional factors, and to underestimate the role of situational factors. One example of this is when you see someone trip and fall, you might assume that person is clumsy and may not take into account that it is icy outside.

 *Difficulty: 2*

 *Page(s) in Text: 10*

 *Topic: The Power of the Situation*

 *Skill: FACTUAL*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

179. Compare the importance that behaviorist and Gestalt approaches attach to such “mentalistic” concepts as thoughts and feelings. To which of these schools of thought is contemporary social psychology more closely related and why?

 Answer: Behaviorists have historically believed that to understand human behavior, there is no need to consider such subjective internal states as thinking or feeling; instead, they have focused on characteristics of the external environment (e.g., punishment and reinforcement). In contrast, Gestalt psychologists assert that it is not enough to understand the objective characteristics of the situation; one must understand how people perceive and interpret the situation. Given social psychology’s focus on social cognition and subjective construals, it shares more in common with Gestalt psychology. Social psychologists often view behaviorist concepts as simplistic.

 *Difficulty: 2*

 *Page(s) in Text: 12–13*

 *Topic: The Power of the Situation*

 *Skill: CONCEPTUAL*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

180. Two groups at your university are at odds. Design an intervention based on the research by Ross and colleagues regarding “naïve realism” that might get them to change their opinions of the other group.

 Answer: Ross and colleagues showed people opinions that were labeled as the other side’s opinions, and people automatically didn’t like them. However, the opinions had really come from the same side of the political argument. Perhaps by doing this, then showing both sides both sets of arguments, the conflict can be resolved. The book text says, “The hope is that once negotiators on both sides become fully aware of this phenomenon and how it impedes conflict resolution, a reasonable compromise will be more likely” (p. 13).

 *Difficulty: 3*

 *Page(s) in Text: 13*

 *Topic: The Power of the Situation*

 *Skill: CONCEPTUAL*

 *LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?*

181. Consider the following situation: Madeline does very poorly on a term paper she has written. If Madeline is motivated by the need to feel good about herself (the self-esteem approach), what kinds of construals might she make about this?

 Answer: Madeline would try to make herself feel better about her performance. She may claim that she just did not care that much about the paper. Or, she may claim that the instructor did not grade it fairly. Another possibility is that she will say that she did not try that hard on the paper, and the grade does not really reflect her abilities.

 *Difficulty: 2*

 *Page(s) in Text: 16*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: APPLICATION*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

182. Compare the self-esteem approach and the social cognition approach in terms of the motivations assumed to underlie human behavior.

 Answer: The self-esteem approach explains human social cognition and human social behavior with reference to the basic motive to preserve or enhance one’s self-esteem, even at the expense of accuracy. The social cognition approach views humans as motivated to perceive themselves and the world accurately, sometimes at the expense of their self-esteem.

 *Difficulty: 2*

 *Page(s) in Text: 16–17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: CONCEPTUAL*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

183. Jason’s doctor recently told him that he needs to start eating healthier and lose some weight. If Jason is more motivated by the need for accuracy (social cognition approach), what would he likely think and do after this visit?

 Answer: Jason might start by assessing his lifestyle. He may stop eating candy and junk food, and begin eating a healthier diet. He might seek information about how to eat well. Jason also may limit his food intake in an effort to lose a few pounds. Additionally, he may begin an exercise program. Jason would seek information, and try to make the most accurate decision about his lifestyle.

 *Difficulty: 1*

 *Page(s) in Text: 17*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: APPLICATION*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

184. Based on your text’s account of research on self-fulfilling prophecies, explain why some children in a class might perform better than others even if the children are all of similar ability levels.

 Answer: A self-fulfilling prophecy is a phenomenon in which expectations of another’s behavior actually leads a person to elicit that behavior. In this case, if a teacher expected some children to do better than others, she may unintentionally pay more attention to them, or do other things that elicit better academic performance from them. This is like the Rosenthal and Jacobson study discussed in the text in which “Bloomers” were treated differently by the teacher, and ended up actually doing better than the other children in the class.

 *Difficulty: 1*

 *Page(s) in Text: 18*

 *Topic: Where Construals Come From: Basic Human Motives*

 *Skill: FACTUAL*

 *LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?*

**REVEL Quiz Questions**

Aronson\_9E\_EOC\_Q1.1

Social psychology is the study of

a. the real or imagined influence of other people.

b. social institutions, such as the church or school.

c. social events, such as football games and dances.

d. psychological processes, such as dreaming.

Answer: A

Difficulty: 1

Topic: Defining Social Psychology

Skill: FACTUAL

LO 1.1 What is social psychology, and how is it different from other disciplines?

Aronson\_9e\_EOC\_Q1.2

For social psychologists, the likely explanation of the mass suicide at Jonestown was

a. members of the cult were mentally unstable or clinically depressed.

b. the cult leader used hypnotism or drugs to coerce his followers into obedience.

c. processes that could ensnare almost any healthy person.

d. the open, welcoming nature of the cult that made members feel it was safe to obey their leader.

Answer: C

Difficulty: 3

Topic: Defining Social Psychology

Skill: ANALYTICAL

LO 1.1 What is social psychology, and how is it different from other disciplines?

Aronson\_9e\_EOC\_Q1.3

In social psychology, the *level of analysis* is

a. society at large.

b. the individual in a social context.

c. groups and organizations.

d. cognitive and perceptual brain processes.

Answer: B

Difficulty: 2

Topic: Defining Social Psychology

Skill: CONCEPTUAL

LO 1.1 What is social psychology, and how is it different from other disciplines?

Aronson\_9e\_EOC\_Q1.4

Which of the following comments does NOT illustrate the fundamental attribution error?

a. A man says, “My wife has sure become a grouchy person” but explains his own grouchiness as a result of having a hard day at the office.

b. A woman reads about high unemployment in poor communities and says, “Well, if those people weren’t so lazy, they would find work.”

c. “The people who committed suicide at Jonestown were socially isolated and thus cut off from other points of view about their leader.”

d. “The people who committed suicide at Jonestown were mentally ill.”

Answer: C

Difficulty: 2

Topic: The Power of the Situation

Skill: APPLICATION

LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?

Aronson\_9e\_EOC\_Q1.5

What do social psychology and personality psychology have in common?

a. They both focus on the individual.

b. They both focus on personality traits.

c. They both focus on formative childhood experiences.

d. They both focus on genetic contributions to personality.

Answer: A

Difficulty: 2

Topic: Defining Social Psychology

Skill: CONCEPTUAL

LO 1.1 What is social psychology, and how is it different from other disciplines?

Aronson\_9e\_EOC\_Q1.6

What do social psychology and sociology have in common?

a. They both examine demographic trends in society.

b. They both study national institutions.

c. They both are concerned with personality differences.

d. They both are concerned with group processes.

Answer: D

Difficulty: 2

Topic: Defining Social Psychology

Skill: CONCEPTUAL

LO 1.1 What is social psychology, and how is it different from other disciplines?

Aronson\_9e\_EOC\_Q1.7

In social psychology, why is *construal* so important?

a. People’s behavior is affected by their interpretation of events, not only the events themselves.

b. People’s behavior is primarily determined by the objective circumstances they are in.

c. People are aware of their biases in perceiving events.

d. People realize that other reasonable people see things they way they do.

Answer: A

Difficulty: 3

Topic: The Power of the Situation

Skill: ANALYTICAL

LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?

Aronson\_9e\_EOC\_Q1.8

What was the main contribution of Gestalt psychology to social psychology?

a. It added an understanding of how the brain works.

b. It emphasized how people perceive the physical world.

c. It showed that the whole is larger than the sum of its parts.

d. It added historical perspective to the study of behavior.

Answer: C

Difficulty: 2

Topic: The Power of the Situation

Skill: APPLICATION

LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?

Aronson\_9e\_EOC\_Q1.9

Which of the following motives are central to how we construe the world?

a. the need to feel good about ourselves and to feel our opinions are accurate

b. the need to feel superior to others and to discriminate against them

c. the need to be accurate in our perceptions and convince others that they are wrong

d. the need for self-expression and creativity

Answer: A

Difficulty: 2

Topic: Where Construals Come From: Basic Human Motives

Skill: APPLICATION

LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?

Aronson\_9e\_EOC\_Q1.10

To get people to change self-destructive behavior, social psychologists would be likely to

a. persuade them by offering useful information.

b. scare the living daylights out of them.

c. threaten them with punishment.

d. none of the above

Answer: D

Difficulty: 3

Topic: Where Construals Come From: Basic Human Motives

Skill: ANALYTICAL

LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?

EOM Quiz Question 1.1.1

A social psychologist would tend to look for explanations of a young man’s violent behavior *primarily* in terms of:

a. his aggressive personality traits.

b. possible genetic contributions.

c. how his peer group behaves.

d. what his father taught him.

Answer: C

Difficulty: 2

Topic: Defining Social Psychology

Skill: APPLICATION

LO 1.1 What is social psychology, and how is it different from other disciplines?

EOM Quiz Question 1.1.2

The topic that would most interest a social psychologist is

a. how the level of extroversion of different presidents affected their political decisions.

b. whether people’s decision about whether to cheat on a test is influenced by how they imagine their friends would react if they found out.

c. the extent to which people’s social class predicts their income.

d. what passers-by on the street think of global warming.

Answer: B

Difficulty: 2

Topic: Defining Social Psychology

Skill: APPLICATION

LO 1.1 What is social psychology, and how is it different from other disciplines?

EOM Quiz Question 1.1.3

How does social psychology differ from personality psychology?

a. Social psychology focuses on individual differences, whereas personality psychology focuses on how people behave in different situations.

b. Social psychology focuses on the shared processes that make people susceptible to social influence, whereas personality psychology focuses on individual differences.

c. Social psychology provides general laws and theories about societies, whereas personality psychology studies the characteristics that make people unique.

d. Social psychology focuses on individual differences, whereas personality psychology provides general laws and theories about societies.

Answer: B

Difficulty: 2

Topic: Defining Social Psychology

Skill: CONCEPTUAL

LO 1.1 What is social psychology, and how is it different from other disciplines?

EOM Quiz Question 1.1.4

What is the “level of analysis” for a social psychologist?

a. the individual in the context of a social situation

b. the social situation itself

c. a person’s level of achievement

d. a person’s level of reasoning

Answer: A

Difficulty: 2

Topic: Defining Social Psychology

Skill: CONCEPTUAL

LO 1.1 What is social psychology, and how is it different from other disciplines?

EOM Quiz Question 1.1.5

Which of the following research topics about violence is one that a social psychologist might investigate?

a. how rates of violence change over time within a culture

b. why murder rates vary across cultures

c. brain abnormalities that produce aggression when a person is provoked

d. why some situations are more likely to provoke aggression than others

Answer: D

Difficulty: 3

Topic: Defining Social Psychology

Skill: ANALYTICAL

LO 1.1 What is social psychology, and how is it different from other disciplines?

EOM Quiz Question 1.2.1

The fundamental attribution error is best defined as the tendency to

a. explain our own and other people’s behavior entirely in terms of personality traits, thereby underestimating the power of social influence.

b. explain our own and other people’s behavior in terms of the social situation, thereby underestimating the power of personality factors.

c. believe that people’s group memberships influence their behavior more than their personalities.

d. believe that people’s personalities influence their behavior more than their group memberships.

Answer: A

Difficulty: 1

Topic: The Power of the Situation

Skill: FACTUAL

LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?

EOM Quiz Question 1.2.2

What does the Wall Street Game reveal about personality and situation?

a. Competitive people will compete fiercely no matter what a game is called.

b. Cooperative people will try hard to get competitive opponents to work with them.

c. The name of the game makes no difference in how people play the game.

d. The name of the game strongly influences how people play the game.

Answer: D

Difficulty: 3

Topic: The Power of the Situation

Skill: ANALYTICAL

LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?

EOM Quiz Question 1.2.3

A stranger approaches Emily on campus and says he is a professional photographer. He asks if she will spend 15 minutes posing for pictures next to the student union. According to social psychologists, Emily’s decision will depend on which of the following?

a. how well dressed the man is

b. whether the man offers to pay her

c. how Emily construes the situation

d. whether the man has a criminal record

Answer: C

Difficulty: 2

Topic: The Power of the Situation

Skill: APPLICATION

LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?

EOM Quiz Question 1.2.4

Social psychology had its origins in

a. Gestalt psychology.

b. Freudian psychology.

c. behavioral psychology.

d. biological psychology.

Answer: A

Difficulty: 1

Topic: The Power of the Situation

Skill: FACTUAL

LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?

EOM Quiz Question 1.2.5

“Naïve realism” refers to the fact that

a. most people are naïve (uneducated) about psychology.

b. few people are realistic.

c. most people would rather be naïve than accurate.

d. most people believe they perceive things accurately.

Answer: D

Difficulty: 2

Topic: The Power of the Situation

Skill: CONCEPTUAL

LO 1.2 Why does it matter how people explain and interpret events—and their own and others’ behavior?

EOM Quiz Question 1.3.1

Researchers who study social cognition assume that people

a. try to view the world as accurately as possible.

b. can’t think clearly with other people around them.

c. distort reality in order to view themselves favorably.

d. are driven by the need to control others.

Answer: A

Difficulty: 2

Topic: Where Construals Come From: Basic Human Motives

Skill: CONCEPTUAL

LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?

EOM Quiz Question 1.3.2

Which of the following reflect(s) the motive to maintain high self-esteem?

a. After Sarah leaves Bob for someone else, Bob decides that he wasn’t really good enough for her anyway.

b. Students who want to take Professor Lopez’s seminar have to apply by writing a 10-page essay. Everyone who is selected ends up loving the class.

c. Janetta did poorly on the first test in her psychology class. She admits that she didn’t study enough and vows to study harder for the next test.

d. Zach has been involved in several minor traffic accidents since getting his driver’s license. “There sure are a lot of terrible drivers out there,” he says. “People should learn to be good drivers like me.”

Answer: D

Difficulty: 2

Topic: Where Construals Come From: Basic Human Motives

Skill: APPLICATION

LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?

EOM Quiz Question 1.3.3

The “self-fulfilling prophecy” is the reason that many people

a. love doomsday predictions.

b. make a prophecy that they will fail their exams.

c. create a prophecy that they will succeed on their exams.

d. act in ways to make predictions of their own behavior or others’ come true.

Answer: D

Difficulty: 2

Topic: Where Construals Come From: Basic Human Motives

Skill: CONCEPTUAL

LO 1.3 What happens when people’s need to feel good about themselves conflicts with their need to be accurate?