AP Psychology Unit 14 Study Guide: Social Psychology

1. Which theory describes how we explain others’ behavior as being due to internal dispositions or external situations?

1. cognitive dissonance theory
2. reward theory
3. two-factor theory
4. attribution theory

2. Two neighboring nations are each stockpiling weapons.

 a. prejudice

 b. groupthink.

 c. self-serving bias.

 d. the fundamental attribution error.

3. Professor Washington’s students did very poorly on the last exam. The tendency to make the fundamental attribution error might lead her to conclude that the class did poorly because

 a. the test was unfair

 b. not enough time was given for students to complete the test.

 c. students were distracted by some social function on campus.

 d. students were unmotivated.

4. Which of the following is an example of the foot-in-the-door phenomenon?

1. To persuade a customer to buy a product a store owner offers a small gift.
2. After agreeing to wear a small “Enforce Recycling” lapel pin, a woman agrees to collect signatures on a petition to make recycling required by law.
3. After offering to sell a car at a ridiculously low price, a car salesperson is forced to tell the customer the car will cost $1000 more.
4. All of these are examples.

5. Which of the following situations should produce the greatest cognitive dissonance?

1. A soldier is forced to carry out orders he finds disagreeable.
2. A student who loves animals has to dissect a cat in order to pass biology.
3. As part of an experiment, a subject is directed to deliver electric shocks to another person.
4. A student volunteers to debate an issue, taking the side he personally disagrees with.

6. Which of the following phenomena is best explained by cognitive dissonance theory?

1. group polarization
2. the foot-in-the-door phenomenon
3. normative social influence
4. informational social influence

7. Subjects in Asch’s line-judgment experiment conformed to the group standard when their judgments were observed by others but not when they were made in private. This tendency to conform in public demonstrates

1. social facilitation.
2. overjustification.
3. informational social influence.
4. normative social influence.

8. José is the one student member on his school’s board of trustees. At the board’s first meeting, José wants to disagree with the others on several issues but in each case decided to say nothing. Studies on conformity suggest all except one of the following are factors in José’s not speaking up. Which one is **not** a factor?

1. The board is a large group.
2. The board is prestigious and most of its members are well known.
3. The board members are already aware that José and the student body disagree with them on these issues.
4. Because this is the first meeting José has attended, he feels insecure and not fully competent.

9. In his study of obedience, Stanley Milgram found that the majority of subjects

1. refused to shock the learner even once.
2. complied with the experiment until the “learner” first indicated pain.
3. complied with the experiment until the “learner” began screaming in agony.
4. complied with all the demands of the experiment.

10. Which of the following conclusions did Milgram derive from his studies of obedience?

1. Even ordinary people, without any particular hostility, can become agents in a destructive process.
2. Most people are able, under the proper circumstances, to suppress their natural aggressiveness.
3. The need to be accepted by others is a powerful motivating force.
4. He reached all of these conclusions.

11. Which of the following would most likely be subject to social facilitation?

1. proofreading a page for spelling errors
2. typing a letter with accuracy
3. playing a difficult piece on a musical instrument
4. running quickly around a track

12. Concluding her presentation on deindividuation, Renee notes that deindividuation is less likely in situations that promote

1. anonymity.
2. decreased self-awareness.
3. increased self-awareness.
4. the fundamental attribution error.

13. Jane and Sandy were best friends in their first year of university. Jane joined a sorority; Sandy didn’t. By the end of their first year, they found that they had less in common with each other than with the other members of their respective circles of friends. Which of the following phenomena most likely explains their feelings?

1. group polarization
2. groupthink
3. deindividuation
4. social facilitation

14. Which of the following best summarized the relative importance of personal control and social control of our behavior?

1. Situational influences on behavior generally are much greater than personal influences.
2. Situational influences on behavior generally are slightly greater than personal influences.
3. Personal influences on behavior generally are much greater than situational influences.
4. Situational and personal influences interact in determining our behavior.

15. Alexis believes that all male athletes are self-centered and sexist. Her beliefs are an example of

1. in-group bias.
2. groupthink.
3. stereotypes.
4. the fundamental attribution error.

16. We tend to perceive the members of an ingroup as \_\_\_\_\_\_\_\_\_\_ and the members of an outgroup as \_\_\_\_\_\_\_\_\_\_.

1. similar to one another; different from one another
2. different from one another; similar to one another
3. above average in ability; below average in ability
4. below average in ability; above average in ability

17. Ever since their cabin lost the camp softball competition, the campers have become increasingly hostile toward one camper in their cabin, blaming her for every problem in the cabin. This behavior is best explained in terms of

1. the ingroup bias.
2. prejudice.
3. the scapegoat theory.
4. catharsis.

18. People with power and status may become prejudiced because

1. they tend to justify the social inequalities between themselves and others.
2. those with less status and power tend to resent them.
3. those with less status and power appear less capable.
4. they feel proud and are boastful of their achievements.

19. The belief that those who suffer deserve their fate is expressed in the

1. just-world phenomenon.
2. phenomenon of ingroup bias.
3. fundamental attribution error.
4. mirror-image perception principle.

20. Aggression is defined as behavior that

1. hurts another person.
2. is intended to hurt another person.
3. is hostile, passionate, and produces physical injury.
4. has all of these characteristics.

21. Research studies have found a positive correlation between aggressive tendencies in animals and levels of the hormone

1. estrogen.
2. adrenaline.
3. noradrenaline.
4. testosterone.

22. Summarizing his report on the biology of aggression, Sam notes that

1. biology does not significantly influence aggression.
2. when one identical twin has violent temperament, the other member of the twin pair rarely does.
3. hormones and alcohol influence the neural systems that control aggression.
4. testosterone reduces dominance behaviors in animals.

23. Research studies have indicated that the tendency of viewers to misperceive normal sexuality,

1. increased by exposure to pornography.
2. not changed after exposure to pornography.
3. decreased in men by exposure to pornography.
4. decreased in both men and women by exposure to pornography.

24. Which of the following factors is the most powerful predictor of friendship?

1. similarity in age
2. common racial and religious background
3. similarity in physical attractiveness
4. physical proximity

25. The mere exposure effect demonstrates that

1. familiarity breeds contempt.
2. opposites attract.
3. birds of a feather flock together.
4. familiarity breeds fondness.

26. Ahmed and Monique are on a blind date. Which of the following will probably be most influential in determining whether they like each other?

1. their personalities
2. their beliefs
3. their social skills
4. their physical attractiveness

27. In one experiment, college men were physically aroused and then introduced to an attractive woman. Compared with men who had not been aroused, these men

1. reported more positive feelings toward the woman.
2. reported more negative feelings toward the woman.
3. were ambiguous about their feelings toward the woman.
4. were more likely to feel that the woman was “out of their league” in terms of attractiveness.

28. The deep affection that is felt in long-lasting relationships is called \_\_\_\_\_\_\_\_ love; this feeling is fostered in relationships in which \_\_\_\_\_\_\_\_\_.

1. passionate; there is equity between the partners
2. passionate; traditional roles are maintained
3. companionate; there is equity between the partners
4. companionate; traditional roles are maintained

29. Increasing the number of people that are present during an emergency tends to

1. increase the likelihood that people will cooperate in rendering assistance.
2. decrease the empathy that people feel for the victim.
3. increase the role that social norms governing helping will play.
4. decrease the likelihood that anyone will help.

30. Mr. and Mrs. Samuels are constantly fighting, and each perceives the other as hard-headed and insensitive. Their conflict is being fueled by

1. self-disclosure.
2. stereotypes.
3. a social norm.
4. mirror-image perceptions.