Social Psychology 12th edition Aronson Test Bank

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Chapter 1
Introducing Social Psychology

Total Assessment Guide (TAG)

Topic	Question Type	Remember the Facts	Understand the Concepts	Apply What You Know	Analyze It
Introduction	Multiple Choice				
	Essay				
Defining Social Psychology	Multiple Choice	2, 11, 12, 13, 19, 26, 29, 30, 31, 41, 43, 58, 59, 60	1, 3, 4, 6, 7, 10, 14, 15, 16, 17, 18, 20, 23, 24, 25, 32, 33, 34, 46, 52, 53, 55, 57, 63	5, 8, 9, 21, 22, 27, 28, 35, 38, 39, 40, 42, 44, 47, 48, 49, 50, 51, 54, 56, 61, 62	36, 37, 45
	Essay		176, 177, 180	178, 179	
The Power of the Situation	Multiple Choice	64, 66, 70, 71, 72, 78, 79, 84, 89, 95, 98, 104, 107, 113, 114, 115, 116, 117, 118, 120, 124	74, 80, 86, 87, 93, 94, 110, 111, 119, 125	65, 67, 68, 69, 73, 75, 77, 81, 82, 83, 85, 88, 90, 91, 92, 96, 97, 99, 100, 101, 102, 103, 105, 106, 108, 109, 121, 122, 123, 126	76, 112
	Essay		181, 182, 183,	185	184
Where Construals Come From: Basic Human Motives	Multiple Choice	127, 129, 133, 135, 136, 137, 149, 154, 156, 157, 161	130, 143, 148, 150, 151, 155, 158, 159, 160, 163, 164, 166, 167	128, 131, 132, 134, 138, 139, 140, 141, 142, 144, 145, 146, 147, 152, 153, 162, 165	
	Essay		187, 189, 190	188	186
Why Study Social Psychology?	Multiple Choice	168, 172	169, 170, 171, 173, 175	174	
	Essay		191		

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Social Psychology 12th edition Aronson Test Bank

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: selfless and selfish actions performed during the COVID pandemic; 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?
   a. They defy explanation.
   b. They describe socially deviant behavior.
   c. They reveal the power of social influence.
   d. They reflect the operation of deliberate persuasion attempts.
   Answer: C
   Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
   Topic: Defining Social Psychology
   Difficulty Level: Difficult
   Skill Level: Understand the Concepts
   APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science

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
   Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
   Topic: Defining Social Psychology
   Difficulty Level: Easy
   Skill Level: Remember the Facts
   APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

3. Social psychology is the study of how _____ affect(s) the thoughts, feelings, and behaviors of humans.
   a. live social interactions with other humans
   b. the presence of real or imagined other people
   c. other living things
   d. perceptions of the social world
   Answer: B
   Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
   Topic: Defining Social Psychology
   Difficulty Level: Moderate
   Skill Level: Understand the Concepts
   APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

4. Which of the following is an example of social influence?
   a. You concoct a convincing lie to tell your professor about why your assignment was late.
   b. When you get hungry, you have trouble concentrating.
   c. You didn't do well on an exam because you stayed up all night cramming.

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d. You almost fall asleep while driving, so you pull to the side of the road to take a short nap.
Answer: A
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5. E'Lisha agrees to spend all day Saturday helping her friend complete her chores, even though she doesn't want to, had other plans, and doesn't even like her friend all that much. It's likely E'Lisha's friend used the skillful application of _____ to get her to agree to help.
a. social influence
b. her mere presence
c. obedience
d. threat
Answer: A
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Apply What You Know
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6. Which example illustrates 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. Felipe thinks about his ex-boyfriend and becomes sad.
d. Jason moves from New York to Atlanta and develops a Southern accent.
Answer: A
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Understand the Concepts
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7. Not all social influence is direct or deliberate. Compared to the others, which example BEST illustrates indirect or subtle social influence?
a. A nationwide 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 a child by taking away a favorite toy.
d. A child sees other kids wearing their T-shirts inside out and starts wearing a T-shirt the same way.
Answer: D
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Understand the Concepts
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8. From across the room, Xiao sees his mother sigh, and he approaches to give her a hug in hopes of cheering her up. In this case, Xiao's behavior is an example of a(n) _____ social influence attempt.
a. direct
b. ineffective
c. indirect
d. unintended
Answer: A
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology

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Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

9. Jada gives Winston her dessert at lunch because she wants him to 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
   Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
   Topic: Defining Social Psychology
   Difficulty Level: Difficult
   Skill Level: Apply What You Know
   APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

10. Which of the following is an example of social influence?
   a. A boy plays basketball in the schoolyard during recess.
   b. Your child tells you she likes participating in art at school, but she doesn't like participating in math.
   c. You cover your mouth when you cough 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 temperature ten minutes later.
   Answer: C
   Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
   Topic: Defining Social Psychology
   Difficulty Level: Moderate
   Skill Level: Understand the Concepts
   APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

11. When social psychologists conduct research, they seek to answer their questions of interest by using experimentation and measurement. By doing so, they are asking _____ questions.
   a. empirical
   b. unsolvable
   c. common sense
   d. philosophical
   Answer: A
   Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
   Topic: Defining Social Psychology
   Difficulty Level: Easy
   Skill Level: Remember the Facts
   APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

12. Rather than relying on the personal opinions of others, Dr. Miyaka wants to answer research questions using experimentation and measurement. Dr. Miyaka is interested in asking _____ questions.
   a. intuitive
   b. rhetorical
   c. empirical
   d. contemplative
   Answer: C
   Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
   Topic: Defining Social Psychology
   Difficulty Level: Easy
   Skill Level: Remember the Facts
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13. How do philosophers and social psychologists differ in their approach to understanding human behavior?
    a. Social psychologists, like all scientists, rely on experimentation and measurement to answer empirical questions, whereas philosophers typically do not.
    b. Philosophers tend to answer important questions about the origins of human behavior, whereas social psychologists tend to focus on simpler behaviors.
    c. Social psychologists rely on folk wisdom, popular consensus, and personal opinions to derive an answer to their questions of interest; philosophers rely on direct empirical evidence.
    d. Philosophers generally agree with one another in their conclusions, whereas disagreements among social psychologists mean few advances have been made over the years.
    Answer: A
    Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
    Topic: Defining Social Psychology
    Difficulty Level: Moderate
    Skill Level: Remember the Facts
    APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

14. The philosopher Benedict (Baruch) de Spinoza proposed the idea that when you love someone whom you used to hate, you _____.
    a. love that person more strongly than if hatred had not preceded the love
    b. love that person less strongly because hatred preceded the love
    c. cannot ever love that person fully
    d. will always question the sincerity of the love
    Answer: A
    Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
    Topic: Defining Social Psychology
    Difficulty Level: Moderate
    Skill Level: Understand the Concepts
    APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

15. Why do social psychologists tend to not just simply ask people about the reasons driving their behavior?
    a. There is clear evidence that the vast majority of people lie about their behavior when asked by a researcher.
    b. Social psychologists rely on logic and deduction to answer their questions of interest; they wouldn't bother to ask people such a question about their behaviors.
    c. People might not know, might not want to tell, or might not understand the reasons for their own behavior.
    d. Social psychologists are only interested in group behavior, rather than the behavior of individuals.
    Answer: C
    Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
    Topic: Defining Social Psychology
    Difficulty Level: Difficult
    Skill Level: Understand the Concepts
    APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

16. Juano thinks the idea that "birds of a feather flock together" has more merit than "opposites attract," so he designs an experiment to test his hypothesis and identify the conditions under which this assumption might be correct. Juano is most likely a _____.
    a. personality psychologist
    b. social psychologist
    c. sociologist
    d. journalist
    Answer: B
    Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
    Topic: Defining Social Psychology
    Difficulty Level: Moderate
    Skill Level: Understand the Concepts

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APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

17. Social psychology is set apart from other ways of interpreting social behavior, such as folk wisdom or literature, because it is _____.
a. based on meditations about human nature
b. an experimental science
c. a purely theoretical science
d. reliant on popular opinion
Answer: B
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

18. 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 their own personal insights
Answer: C
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

19. Folk wisdom is considered to be a form of _____.
a. empirical research
b. self-consciousness
c. common sense
d. scientific explanation
Answer: C
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

20. Birds of a feather sometimes do flock together, and sometimes they do not. Opposites might attract under some circumstances and might not attract under others. Clarifying when, how, or why social behaviors take place reflects the importance of identifying _____.
a. the convergence of popular opinion that results in folk wisdom
b. universal laws of behavior
c. the conditions under which a behavior is likely to be seen
d. when philosophical explanations of behavior are correct
Answer: C
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
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21. 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
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Apply What You Know
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22. Angelo isn't sure if he wants to date Marisol, with whom he shares many similarities, or Evangeline, who is very different from him. His friend says, "Opposites attract" and advises him to date Evangeline. But his brother says, "Birds of a feather flock together" and suggests that he pursue Marisol. 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
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

23. What role can folk wisdom play in social psychology?
a. The two approaches are 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
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
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Difficulty Level: Moderate
Skill Level: Understand the Concepts
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24. 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 the personality of the people involved.
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
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
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Difficulty Level: Moderate
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25. Why is conducting research in social psychology so challenging?
a. Research results rarely allow social psychologists to draw any conclusions about behavior.
b. Psychologists cannot study common sense because it is rarely expressed in observable behavior.

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c. Research in social psychology relies on self-report data, which is inherently inaccurate.
d. Psychologists are attempting to predict the behavior of highly sophisticated organisms in complex situations.

Answer: D
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

26. In the context of social psychology, evolutionary theory is used to explain _____.
a. social behavior in terms of genetic factors that have evolved over time
b. how humans utilize societies to target changes in their behaviors
c. how the brain drives changing behaviors in a hostile environment
d. how personality remains the same throughout the life span

Answer: A
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

27. A social psychologist asks, "Are there social behaviors that have genetic determinants that evolve through the process of natural selection?" This question is based in the _____ perspective.
a. sociological
b. personality psychology
c. evolutionary
d. folk wisdom

Answer: C
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Easy
Skill Level: Remember the Facts
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28. Dr. Ramirez believes that, over time, men have developed an attraction to women who have a body type that will successfully support pregnancy or reproduction. Dr. Ramirez is most likely taking a(n) _____ perspective on social psychology.
a. biological
b. evolutionary
c. personality
d. sociological

Answer: B
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Apply What You Know
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29. What is the best way to apply evolutionary theory to current social psychological concepts?
a. Create novel hypotheses that can be tested experimentally.
b. Use intricate brain-scanning techniques to record social perceptions as they happen.
c. Understand how personality drives decision-making in the presence of others.
d. Test how environmental cues affect how we behave in groups.

Answer: A
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

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Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

30. What is a limitation of applying evolutionary theory to social psychology?
a. Evolutionary psychology is not a widely accepted perspective in psychology.
b. Most researchers believe that evolution is not related to social behavior.
c. Evolutionary psychology can only predict changes in genetics.
d. There are debates about whether it is testable using the experimental method.
Answer: D
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

31. Amber and Julio are friends, but they 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
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

32. Professor Takahami is a personality psychologist interested in understanding divorce. Compared to the others, which question is Dr. Takahami most likely to investigate?
a. Have the changing social 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. Does the presence of children in a relationship reduce the likelihood of divorce?
Answer: C
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

33. How would personality psychologists most likely explain the mass suicide that took place in Jonestown, Guyana, in 1978?
a. An increasingly complex 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. They wouldn't try to explain it; personality psychologists are not interested in investigating suicide.
d. A leader's control over followers increases slowly over time, due to the effects of social influence.
Answer: B
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
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34. 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
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

35. When social psychologists discuss individual differences, they are discussing _____.
a. genetic variation that occurs at a biological level
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
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

36. Social psychologists, as compared with personality psychologists, believe that by only paying attention to the influence of personality traits on behavior, what is being ignored?
a. genetic variation
b. the role of social influence
c. individual differences
d. common sense
Answer: B
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

37. Like social psychologists, personality psychologists believe the appropriate level of analysis is _____.
a. individuals, rather than collectives or institutions
b. the cultural context in which behavior occurs
c. customs and traditions that evolve within a specific culture
d. mental construals that shape human behavior
Answer: A
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

38. What common goal do social psychologists and personality psychologists share?
a. understanding individual differences
b. understanding how the actual presence of others influences people
c. understanding people who have psychological disorders
d. Understanding causes of human behavior

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Answer: D
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

39. When explaining another person's behavior, we often assume that something about the person—and not the situation—caused the behavior. In this sense, laypeople are most like _____.
a. sociologists
b. personality psychologists
c. social psychologists
d. philosophers
Answer: B
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

40. "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
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

41. Although the fields of personality psychology and social psychology are related, what distinguishes social psychology from personality psychology?
a. Social psychology uses rigorous scientific methods; personality psychology does not.
b. Social psychologists examine an individual within a social context, whereas personality psychologists focus primarily on the individual.
c. Social psychology examines the individual, whereas personality psychology examines broader societal issues.
d. Social psychologists examine social situations, but not the individuals in them.
Answer: B
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Analyze It
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

42. Although the fields of sociology and social psychology are related, what distinguishes social psychology from sociology?
a. Social psychology uses observation to answer questions of interest; sociology relies on rigorous scientific methods.
b. Social psychologists examine an individual within a social context, whereas sociologists focus primarily on the individual.
c. Social psychology examines the individual, whereas sociology examines broader societal issues and societal structures.

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d. Social psychologists examine social situations, but not the individuals in them.
Answer: C
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Analyze It
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43. Which question is most likely to be asked by a social psychologist?
a. Are some kinds of people more susceptible than others to recruitment into cults?
b. Do some types of people make better leaders than others?
c. Are some individual characteristics genetically determined?
d. What situations cause people to behave rudely?
Answer: D
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

44. In studying the causes of crime within a society, how would a sociologist's approach differ from that of a social psychologist?

a. A sociologist would focus on group dynamics and societal policies, while a social psychologist would examine individual motivations and behaviors.
b. A sociologist would analyze the psychological effects of crime on victims, whereas a social psychologist would ignore individual impact.
c. A sociologist would only consider historical data on crime rates, while a social psychologist would focus exclusively on biological factors.
d. A sociologist would only study the crime rates in isolation without considering social influences, whereas a social psychologist would incorporate group behavior.

Answer: A
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

45. If a social psychologist were to investigate an increase in bullying behavior among middle-school students, which question would they most likely focus on?

a. How do the school's social policies and community norms contribute to the prevalence of bullying?
b. What individual psychological factors and peer influences motivate students to engage in bullying behavior?
c. How do historical trends in bullying incidents reflect broader societal changes?
d. What institutional changes could be implemented to reduce bullying in schools?

Answer: B
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
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Difficulty Level: Difficult
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46. 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 on a person's behavior; individual differences
Answer: D
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

47. Which statement BEST reflects a social psychological point of view?
a. I'll hire Ingo to house-sit because he seems like a trustworthy type.
b. Esme won the competition because she is a hardworking 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
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

48. Dr. Gunderson is interested in documenting how the collapse of traditional family structures contributes to juvenile delinquency. Dr. Gunderson is most likely a _____.
a. clinical psychologist
b. personality psychologist
c. philosopher
d. sociologist
Answer: D
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

49. Thomas is scrupulously honest when it comes to not cheating on his college tests and papers, but when a cashier accidentally gives him too much change, he keeps the extra money. A social psychologist would most likely say that Thomas's behavior _____.
a. reflects moral immaturity because of its inconsistency
b. is influenced by the social setting he is in
c. is chaotic and unpredictable
d. reflects his true immoral nature
Answer: B
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

50. By level of analysis, which sequence reflects the narrowest to broadest focus?
a. personality psychology, social psychology, sociology
b. personality psychology, sociology, social psychology
c. sociology, personality psychology, social psychology

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d. social psychology, sociology, personality psychology
Answer: A
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Analyze It
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

51. Which social phenomenon would be of interest to both social psychologists and sociologists?
a. the variation in unemployment between China and the United States
b. the role of competition between groups in increasing intergroup aggression
c. the relation between murder rates and social class
d. teaching frustrated people alternatives to responding with aggression
Answer: B
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

52. 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
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

53. 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. evolutionary psychologist
Answer: C
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

54. Dr. Sardonicus studies how people's lowered levels of self-esteem, resulting from feedback about their cognitive performance on a test, affect their tendency to then discriminate against others. Dr. Sardonicus is most likely to be a _____.
a. social psychologist
b. sociologist
c. personality psychologist
d. political scientist
Answer: A
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

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Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

55. Both social psychologists and sociologists are interested in aggression. Compared with a sociologist, a social psychologist is most likely to ask which of the following questions?
a. What is the effect of handgun laws on homicide rates in different states?
b. Under what conditions does anger lead to aggression?
c. Are homicide rates higher among people from disadvantaged socioeconomic backgrounds?
d. Do stiffer prison sentences deter homicide?
Answer: B
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

56. 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 urban areas?
Answer: D
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

57. The major difference between sociology and social psychology is the _____.
a. kinds of topics studied
b. level of analysis used
c. reliance on philosophical ideas
d. ability to apply knowledge to address social problems
Answer: B
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

58. 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
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

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59. Dr. Neal and Dr. Giuliano both study aggression. However, Dr. Neal studies the topic from the standpoint of society at large and Dr. Giuliano studies it from the standpoint of the individual in a social setting. Who is more likely to be the social psychologist?
a. Dr. Neal, because she is studying a societal problem
b. Dr. Giuliano, because she focuses on individuals
c. they could both be social psychologists, since they both study aggression
d. neither one is a social psychologist
Answer: B
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Apply What You Know
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

60. Social psychologists differ from sociologists in that social psychologists _____.
a. are interested in how social institutions, such as political affiliations or education levels, change over time
b. are concerned with people's construals of their social environments
c. advocate the use of common sense to explain complex social behaviors
d. are reliant on the insights of philosophers
Answer: B
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

61. When social psychologists talk about *construals*, what are they referring to?
a. how individual differences in observable behavior are produced by genetic variations
b. the way in which social structures break down and reform over time
c. how the individual in society is more important than either the individual or society alone
d. the way in which people perceive, comprehend, and interpret the social world
Answer: D
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

62. "Americans focus on the deer, and not the forest it lives in." What does this saying mean in the context of explaining behavior?
a. People first weigh the situation in which a behavior occurs, then they weigh the personality characteristics of the person doing the behavior.
b. People tend to explain behavior in terms of personality characteristics; they don't give enough weight to the social circumstances in which the behavior occurs.
c. People assume that behavior exhibited by one person is likely to be exhibited by all people.
d. People interpret the same behavior as applying to all people who share some surface similarities.
Answer: B
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

63. The fundamental attribution error occurs when _____.

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a. we underestimate situational influences and overestimate dispositional influences on an actor's behavior
b. we ignore the effects of dispositional qualities of the actor
c. we overestimate situational influences and underestimate dispositional influences on an actor's behavior
d. we perceive others to be more similar to ourselves than they really are

Answer: A
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Remember the Facts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

64. The tendency most Americans 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. negativity bias

Answer: C
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

65. Keitha shows up for a blind date with her hair disheveled and a soup stain on her blouse. Her date, Jemaine, thinks, "She must be a total slob!" Jemaine's conclusion about Keitha is an example of _____.
a. the sociological imagination
b. the fundamental attribution error
c. a situational explanation
d. direct social influence

Answer: B
Learning Objective: 1.2 Summarize why it matters how people Hudson explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

66. Which definition of the fundamental attribution error is correct?
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 role of situational factors in influencing people's behavior

Answer: D
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

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67. Nanami and Marcello were playing in the den when Marcello's mother entered the room and scolded them for making a mess. Nanami decided then and there that Marcello's mother was a grouch. Nanami's inference is an example of _____.
a. the fundamental attribution error
b. the positivity bias
c. controlled thinking
d. a self-fulfilling prophecy
Answer: A
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

68. Which person has fallen prey to the fundamental attribution error?
a. Taffi, who explains her poor exam performance by pointing out how difficult the test questions were
b. Hans, 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
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

69. When Professor McDonald starts class, a student rushes in late, making a lot of noise and disrupting the entire classroom. Professor McDonald immediately labels the student as irresponsible. This is an example of _____.
a. a self-fulfilling prophecy
b. a fundamental attribution error
c. an intrinsic error
d. discrimination
Answer: B
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

70. When we commit the fundamental attribution error, we _____ the power of _____ in determining a person's behavior.
a. overestimate; the situation
b. overestimate; personal influence
c. underestimate; personality characteristics
d. underestimate; personal motivations
Answer: B
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

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71. Which outcome is a consequence of underestimating the power of the social situation in which a behavior occurs?
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 overcomplicate simple situations.
d. We tend to oversimplify complex situations.
Answer: D
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

72. Researchers at Stanford University 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
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

73. Reiko had a hypothesis about the outcome of the experiment in which participants were told they would play either the Wall Street Game or the Community Game. Reiko hypothesized that the players would respond based on their personalities, not just the name of the game they played. Her hypothesis is most likely based on which tendency?
a. the self-fulfilling prophecy
b. cultural construals
c. direct social influence
d. the fundamental attribution error
Answer: D
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

74. In an experiment in which participants were told they would play either the Wall Street Game or the Community Game, the personality traits of the participants _____.
a. determined how participants played the game
b. had no measurable effect on the participants' behavior
c. caused them to commit the fundamental attribution error
d. meant the more competitive students did better on the Community Game
Answer: B
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation

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Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

75. Participants previously identified as either competitive or cooperative were randomly assigned to play one of two games: the Wall Street Game or the Community Game (which, in reality, were identical games). Two-thirds of the players in the Wall Street Game behaved competitively, compared with one-third of the people who played the Community Game. What do these findings indicate?
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
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

76. Researchers at Stanford University 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 indicated 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
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Analyze It
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

77. 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
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

78. Behaviorists argue that all learning is a result of _____.
a. reinforcement and punishment
b. interpretation

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c. emotional reactions
d. Gestalt principles
Answer: A
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

79. Which psychologist was a primary proponent of behaviorism?
a. Leon Festinger
b. Daniel Wegner
c. B. F. Skinner
d. Kurt Lewin
Answer: C
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

80. In discussing the issue of parental discipline, which professional would be LEAST likely to remind parents that it is important to consider what the child thinks about being punished?
a. a behaviorist
b. a social psychologist
c. a philosopher
d. a journalist
Answer: A
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

81. Lihn 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. Lihn's professor tells her that her dog has learned to do this because, in the past, pleasant walks always followed the word "walkies." Lihn's professor is most likely offering a _____ explanation.
a. behaviorist
b. cognitive
c. Gestalt
d. comparative
Answer: A
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

82. Professor Jaffrey believes that children learn to be polite when they are reinforced for saying things like "please" and "thank you." Professor Jaffrey is most likely a _____ psychologist.
a. Gestalt

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b. personality
c. behavioral
d. cognitive
Answer: C
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Moderate
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

83. Professor Srinivasan is a psychologist, yet she does not study cognition, thoughts, or feelings, because she claims they are vague terms that are not rooted in observable behavior. Professor Srinivasan is most likely a _____.
a. Gestalt psychologist
b. personality psychologist
c. clinician
d. behaviorist
Answer: D
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

84. 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
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

85. 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
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.3 Portray significant aspects of the history of psychological science.

86. For a behaviorist, learning depends primarily on what happens _____ a response.
a. a little prior to

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b. after
c. instead of
d. immediately before
Answer: B
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Understand the Concepts
APA Learning Objective: 1.3 Portray significant aspects of the history of psychological science.

87. "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. evolutionary psychologist
d. personality psychologist
Answer: A
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

88. Which question 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
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.3 Portray significant aspects of the history of psychological science.

89. A behaviorist would be most likely to focus on the role of _____ in influencing behavior.
a. reasoning and problem solving
b. emotion and attitudes
c. objective properties of the environment
d. individual differences
Answer: C
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

90. Sandi raises her hand during her 6th-grade math class. Her answer is wrong, and the teacher scolds and teases her a bit. After that, Sandi doesn't participate much in class. This situation is most compatible with a _____ approach to understanding and predicting behavior.
a. social cognition
b. behaviorist

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c. self-esteem
d. Gestalt
Answer: B
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

91. When baby Lexi smiles, her mother claps her hands, says "Good girl!" and smiles back. According to the _____ perspective, Lexi will smile at her mother more often in the future.
a. Gestalt
b. social psychological
c. behavioral
d. construal
Answer: C
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

92. Sue Ellen begs her father for a frosted cookie at the bakery, but he refuses to buy her one. Sue Ellen continues to whine and complain until finally he breaks down and gets her the cookie. For Sue Ellen, the cookie is a _____.
a. punishment
b. construal
c. Gestalt
d. reinforcer
Answer: D
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

93. Which criticism applies to the behaviorist approach?
a. Concepts like reinforcement and punishment are too vague to measure empirically.
b. Behaviorist explanations are too simplistic to explain all human social behavior.
c. Terms like "cognition," "thinking," and "feeling" are too prominent in the behaviorist approach.
d. There is inconsistent evidence that reinforcement shapes behavior.
Answer: B
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

94. Why did behaviorists not incorporate cognition, thinking, and feeling into their theoretical approach?
a. There was no evidence that these concepts influenced people's decisions or behaviors.
b. Those concepts had already been studied exhaustively prior to the advent of behaviorism.

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c. They considered the concepts too vague and mentalistic, and too difficult to measure in observable behavior.
d. Cognition, thinking, and feeling only respond to punishment, not reinforcement.
Answer: C
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

95. The word "construal" refers to _____.
a. objective reality
b. information provided by other people
c. imagined events
d. personal interpretations
Answer: D
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

96. Ophelia is in love with Carol and views her quick temper as an endearing example of her "feistiness." Her coworkers, however, interpret Carol's temper as rude and insensitive. The different conclusions of Ophelia and the coworkers illustrate how the objective reality of a behavior may not be as important as _____.
a. an observer's construal of the behavior
b. the reinforcement of that behavior
c. social influence
d. the frequency of that behavior
Answer: A
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

97. William Shakespeare wrote, "There is nothing either good or bad, but thinking makes it so," spoken by Hamlet in the play that bears his name. Shakespeare's observation is most consistent with which approach to understanding social behavior?
a. fundamental attribution error
b. behaviorism
c. construals
d. naïve realism
Answer: C
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

98. Which word corresponds most closely with "construal"?

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a. blame
b. objective
c. interpret
d. excuse
Answer: C
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

99. 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. a gestalt
d. a construal
Answer: D
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

100. Lisle and Olga were comparing grades on their chemistry exam. Lisle was disappointed when she first saw that she had received a grade of 76 percent, but when she saw that Olga (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 Lisle changed her perspective?
a. She had a different construal of her grade after seeing Olga's score.
b. She was directly persuaded by Olga that the exam was only worth 10 percent of their grade.
c. She fell prey to the fundamental attribution error.
d. She exerted direct social influence on Olga.
Answer: A
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

101. 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
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know

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APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

102. 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
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

103. Diego likes his new roommate, Bert. He invites Bert to go everywhere with him—parties, lunch, even to the grocery store. Diego feels he's being warm and welcoming to his new friend. Bert, however, doesn't understand why it seems that Diego can't do anything on his own, and seems to need his companionship constantly. The difference in how Diego and Bert perceive Diego'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
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

104. 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
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

105. At a dinner party, Marcia spilled wine on her boss's antique 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 host?"
Answer: C

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Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

106. Ming is eating dinner at her fiancé Roberto's parents' house and barely touches her food. Ming is aware that his parents could make different construals of this behavior, such as _____.
a. Ming is a polite person.
b. Roberto and Ming make a cute couple.
c. Ming must not like the food served at dinner.
d. Roberto treats Ming very well.
Answer: C
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

107. Social psychologists' emphasis on construals of social situations has its roots in _____ psychology.
a. personality
b. cognitive
c. Gestalt
d. behavioral
Answer: C
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

108. 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. offer an explanation based on individual personality differences
c. ponder what the subjective meaning of the act meant to Jim Jones's followers
d. ask about the traumatic events in the lives of Jones's followers
Answer: C
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.3 Portray significant aspects of the history of psychological science.

109. 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 and its guests as a whole. The process Marta used resembles the approach used by _____ psychologists.
a. behavioral
b. clinical
c. personality
d. Gestalt
Answer: D

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Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.3 Portray significant aspects of the history of psychological science.

110. Which word is most closely associated with Gestalt psychology?
a. objective
b. phenomenological
c. reality
d. punishment
Answer: B
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

111. Behaviorism is to _____ as Gestalt psychology is to _____.
a. rewards; perceptions
b. perceptions; interpretations
c. observable behavior; reinforcement
d. mental behavior; interpretations and construals
Answer: A
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

112. Which article would be most likely to have been written by a Gestalt psychologist?
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
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Analyze It
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

113. Which social psychologist promoted Gestalt principles in the emerging field of social psychology during the 1930s and 1940s?
a. Kurt Lewin
b. John Watson
c. Leon Festinger
d. B. F. Skinner
Answer: A
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation

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Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

114. Most of the early social psychologists arrived in the U.S. from _____.
a. Asia
b. Europe
c. Australia
d. South America
Answer: B
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

115. How did Gestalt psychology become popularized in the United States?
a. Gestalt psychology originated at the University of Nebraska during the early 1900s.
b. German psychologists escaping the Nazi regime brought Gestalt ideas with them when they fled to the United States.
c. In 1955, B. F. Skinner recognized the limitations of behaviorism and became a staunch proponent of Gestalt psychology.
d. Advertising agencies immediately saw the appeal of this theoretical approach, and consequently Gestalt principles were broadly applied.
Answer: B
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

116. 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
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

117. One of the originators 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
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation

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Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

118. 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
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

119. 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 of a situation
b. sociology; rewards and punishments
c. behaviorism; irrationality
d. personality psychology; rewards and punishments
Answer: A
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

120. Which psychologist is considered a founder of modern experimental social psychology?
a. D. T. Gilbert
b. Kurt Lewin
c. B. F. Skinner
d. Lee Ross
Answer: B
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

121. During an international negotiation, two countries are unable to reach a compromise because each side believes their own view of the situation is completely objective, while the other side is biased. Based on the concept of naïve realism described by Lee Ross, which of the following scenarios best applies this concept, and what is a likely consequence of naïve realism in this context?

a. Both sides agree to compromise because they recognize that their perceptions are influenced by their own beliefs.
b. Each side insists that their version of the facts is the only accurate one, leading to a breakdown in negotiations because they believe the other side is unreasonable.
c. Both sides ignore their differences and focus only on economic benefits, quickly reaching an agreement.
d. Each side tries to understand the other's perspective, resulting in a fair and balanced settlement.

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Answer: A
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

122. When Mario goes to give Sven a congratulatory pat on the back after a job well done, he jumps and turns away. Mario 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
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

123. From the perspective of construals, you're not only reacting to the behavior of your roommate but also _____.
a. planning on how to reward or punish your roommate's behavior
b. perceiving the individual components of your roommate's behavior to determine how to respond
c. reacting to what you think your roommate is perceiving, thinking, and feeling
d. ignoring what your roommate thinks
Answer: C
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

124. Lee Ross describes the idea of "naïve realism" as the _____.
a. conviction we all 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
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

125. Research by the late social psychologist Lee Ross suggests that even when people recognize that others perceive information differently, they persist in thinking that those other people are biased, while they themselves are objective. This illustrates the idea of _____.
a. social psychology
b. naïve realism

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c. individual differences
d. implicit values
Answer: B
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

126. One application of Lee Ross's idea of naïve realism is to assist in negotiations between longtime adversaries, such as Palestinians and Israelis. How would understanding naïve realism potentially help these parties negotiate more successfully?
a. By helping each side recognize that their perception of the issues is influenced by their own beliefs, making them more open to understanding the other side's perspective.
b. By encouraging both sides to ignore their differences and focus only on economic benefits, avoiding discussion of contentious issues.
c. By convincing each side that their own view is completely objective, so they should not compromise on any issue.
d. By allowing each side to prove that the other's perspective is biased and therefore less valid, strengthening their own negotiating position.
Answer: A
Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

127. Social psychologists have identified two motives that are of primary importance in explaining our thoughts and behaviors; 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
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

128. In which scenario 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 semifinal match.
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
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult

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Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

129. Several presidents have been given conflicting advice during wartime. Some advisers urged the pursuit of a peaceful solution; others urged escalated 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 most chose 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 taxpayers that a tax increase was necessary
Answer: C
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

130. Several presidents' decisions to continue and even escalate wars illustrate which conclusion about people's motives?
a. The need to be accurate and the need to feel good about ourselves are usually 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
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

131. Boris 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 endangering his sense of accomplishment. In this case, which basic motive did Boris 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
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

132. Dr. Lao is a physician and is convinced that his patient has bladder cancer. However, after several diagnostic tests and a biopsy that came back negative, Dr. Lao 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 Dr. Lao give in to?
a. the need for accuracy
b. the need to feel good about oneself
c. the need for meaning

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d. the need for control
Answer: A
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

133. 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
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

134. 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
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

135. 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
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

136. Why do people sometimes misconstrue information to feel good about themselves?
a. Generally, they don't; only narcissists do this.
b. They are committing the fundamental attribution error.
c. People have a strong need to maintain their self-esteem.

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d. This is because it is important to be accurate perceivers of reality.
Answer: C
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

137. 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
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

138. Jacob was pouring gravy when he dropped the ladle and splattered it 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
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

139. Jordan's partner 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
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

140. 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, realistic, and task-oriented. Rashim's self-description best reflects the motive to _____.
a. justify our failed efforts
b. justify our past behavior

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c. perceive the world accurately
d. succeed at any cost
Answer: B
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

141. Which outcome is a likely consequence of the human tendency to prefer self-justifying information over accurate information?
a. People maintain their level of self-esteem.
b. People become more likely to learn from their experiences.
c. People should make more accurate decisions about future behavior.
d. People gain feedback that makes for better decisions.
Answer: A
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

142. Mikaela justifies her past behaviors to protect her self-esteem. Which outcome is most likely to happen to Mikaela?
a. She will not learn from past experiences.
b. She will totally distort reality.
c. She will show a decrease in her self-esteem.
d. She will show a decrease in her self-confidence in social situations.
Answer: A
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

143. 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
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

144. Bruno and his friends have just started a campus organization, and they want to recruit people who will be loyal to the group and love it. Based on the self-esteem approach, which initiation strategy would you recommend to Bruno?
a. Require new members to go through a challenging and effortful initiation process before joining.
b. Allow anyone to join the group without any requirements or effort.

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c. Offer incentives and rewards to new members for joining, with no initiation process.
d. Encourage new members to join by emphasizing how easy and convenient it is to become a member.
Answer: A
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

145. Matteo ordered a $200 weight-loss program claiming that deep breathing exercises would speed up metabolism, causing people to lose weight. When the plan arrived, Matteo rearranged his day so he could complete the 15 breathing exercises as scheduled. They made him nauseated and dizzy, and before long, Matteo's friends began to think that he was going overboard with the program, and they began to avoid him. After the end of the 10-week program, Matteo got on the scale and hadn't lost an ounce! Still, he remained enthusiastic and thought, "I may not have lost any weight, but I feel so much healthier!" Matteo's conclusion is best explained by _____.
a. the justification of suffering
b. the self-fulfilling prophecy
c. the fundamental attribution error
d. accurate self-perceptions
Answer: A
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

146. 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 submit to embarrassing haircuts. These rituals try to capitalize on the role of _____ in increasing commitment to a group via self-justification.
a. suffering
b. the affiliation motive
c. reinforcement
d. social power
Answer: A
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

147. Agnes, Cielo, Jolie, and Lynne went mountain climbing. According to the self-justification approach, which person would most appreciate the view from the top of the mountain?
a. Agnes, who climbed while listening to arousing music on her headphones
b. Cielo, who pulled a muscle and got scratched by thorns
c. Jolie, who enjoyed seeing the different types of trees on the mountain
d. Lynne, who daydreamed about her job while she climbed
Answer: B
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult

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Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

148. 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, which 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 want to avoid a club that would have me."
Answer: B
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

149. 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
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

150. 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 explaining social influence.
a. social cognitive
b. self-esteem
c. Gestalt
d. behaviorist
Answer: D
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

151. Julie and Madelaine 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 during club meetings. Madelaine, however, suggests that they use an embarrassing initiation that causes new members a small but noticeable amount of discomfort. In this example, Julie is taking a _____ approach, while Madelaine is taking a _____ approach.
a. behaviorist; self-justification
b. self-esteem; Gestalt
c. Gestalt; behaviorist
d. self-esteem; behaviorist
Answer: A

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Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

152. 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 maintenance-of-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 to help maintain his self-esteem.
c. Dimitri's self-esteem increased every day that he survived Basic Training.
d. Dimitri's justification for joining the Army was strong enough to see him through to finishing Basic Training.
Answer: B
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

153. Leslie cannot refuse any request. 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. Which statement 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
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

154. The social cognition approach to understanding fundamental human motives 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
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

155. Human beings are often motivated to construe themselves and the social world accurately. The _____ approach is based on this assumption.
a. behaviorist

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b. social cognition
c. self-esteem
d. anthropological
Answer: B
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

156. Social cognition involves understanding how people _____.
a. solve societal problems
b. think about themselves and the social world
c. behave in groups
d. actually behave toward people from other cultures
Answer: B
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

157. How people select, interpret, remember, and use information to make judgments and decisions forms the basis of _____.
a. self-esteem
b. personality psychology
c. behaviorism
d. social cognition
Answer: D
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

158. Which statement is consistent with the social cognition approach to social psychology?
a. Human thinking and reasoning abilities involve making numerous decisions every day.
b. People view the world in ways that make themselves look good.
c. People tend to distort reality to enhance their self-esteem.
d. People are able to process vast amounts of social information quickly and accurately.
Answer: A
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

159. The _____ approach portrays humans as akin to skilled detectives who try their best to accurately and objectively make sense of the facts.
a. esteem enhancement
b. self-esteem
c. social cognition

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d. rational-economic
Answer: C
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

160. Which statement BEST describes humans' abilities to accurately understand and predict their social worlds?
a. "I'm doing the best that I can."
b. "Easy-peasy; decisions are breezy."
c. "A little practice has already made me perfect."
d. "I've got all the information."
Answer: A
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

161. 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 time and stamina to seek out all the relevant facts to interpret a situation
Answer: D
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

162. 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 Julia do that?
a. She is motivated to see herself as a healthy person.
b. She is motivated to convince her friends that she is a healthy person.
c. She failed to gather all the relevant facts needed to make a decision about those snacks.
d. She needs to justify paying more for the granola bar.
Answer: C
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

163. Compared to the others, which question would be of most interest to a social psychologist investigating the processes of social cognition?
a. How does the motive to control the environment influence social behaviors?
b. Why are people motivated to maintain their self-esteem?

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c. Which factors prevent people from reasoning accurately?
d. Why is the whole less than the sum of its parts?
Answer: C
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

164. Della is interested in the ways in which romantic partners gather information, process it, and make decisions about each other. Her research most neatly fits the realm of _____.
a. personality psychology
b. social cognition
c. sociology
d. behaviorism
Answer: B
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

165. Julian 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. Julian doesn't have other information, such as how tidy each person is or how loud they are at night, but he has to make a decision soon. This scenario best illustrates which challenge of performing the tasks of 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 typically make haphazard decisions.
Answer: B
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

166. When describing research participants in many social psychological studies, what does WEIRD refer to?
a. White Entitlement Isn't Really Desirable
b. Western, Educated, Industrialized, Rich, Democratic
c. We Expect Individual Responses Differ
d. Wary, Experienced, Introverted, Ruly, Distractible
Answer: B
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Easy
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

167. Which statement best describes our understanding of the applicability of general social psychological principles?

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a. Universal principles of human behavior are exactly that: universal in their application across people, time, and cultural settings.
b. Social psychology is a form of history, because the ever-changing landscape of human interaction means no definitive statements about behavior can be developed.
c. All human beings have the same cognitive toolbox from which to draw when construing the world, but culture influences the specific tools they employ.
d. Culture is the single most important determinant of behavior, because every human behavior occurs within a cultural context.

Answer: A
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

168. Which statement 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
Learning Objective: 1.4 Explain why the study of social psychology is important.
Topic: Why Study Social Psychology?
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

169. If you were to advise producers of a safe-sex television campaign, what would you tell them, based on general principles of social psychology?
a. Remember that sometimes people would rather feel good than be accurate.
b. HIV is more likely to be transmitted via intravenous drug use than via sex.
c. People can process multiple complex arguments simultaneously.
d. Social influence needs to be direct in order to be effective.

Answer: A
Learning Objective: 1.4 Explain why the study of social psychology is important.
Topic: Why Study Social Psychology?
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.3 Portray significant aspects of the history of psychological science.

170. 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. catalog individual differences

Answer: B
Learning Objective: 1.4 Explain why the study of social psychology is important.
Topic: Why Study Social Psychology?
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

171. Compared to the others, which question is LEAST likely to be asked by a social psychologist?
a. Why are we attracted to some people and not others?
b. How can we influence others to think like we do?

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c. At which age do humans gain the ability to walk?
d. How might persuasion be used to get more people to recycle?
Answer: C
Learning Objective: 1.4 Explain why the study of social psychology is important.
Topic: Why Study Social Psychology?
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

172. At the founding of social psychology, _____, having escaped Nazi Germany, brought with him a passionate interest in understanding social behavior.
a. Kenneth Gergen
b. Leon Festinger
c. Kurt Lewin
d. Robert Helmreich
Answer: C
Learning Objective: 1.4 Explain why the study of social psychology is important.
Topic: Why Study Social Psychology?
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

173. Which outcome represents a potential contribution made by a social psychologist?
a. being able to lower the age at which children first read
b. being able to condition someone to work longer through the application of rewards and punishments
c. reducing memory loss among older people
d. reducing prejudice and violence between groups
Answer: D
Learning Objective: 1.4 Explain why the study of social psychology is important.
Topic: Why Study Social Psychology?
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

174. Agnetha developed a program to reduce high school dropout rates among students from underserved populations. Agnetha is most likely a _____.
a. social psychologist
b. biological psychologist
c. evolutionary psychologist
d. behaviorist
Answer: A
Learning Objective: 1.4 Explain why the study of social psychology is important.
Topic: Why Study Social Psychology?
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

175. Which outcome would most likely be a personal benefit of studying social psychology?
a. You could identify and change your own self-defeating behaviors.
b. You could always find a compatible person to start a romantic relationship.
c. Studying social psychology can lead to securing better jobs.
d. Studying social psychology will make you a better parent.
Answer: A
Learning Objective: 1.4 Explain why the study of social psychology is important.
Topic: Why Study Social Psychology?
Difficulty Level: Moderate

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Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

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Essay

176. How is social psychology related to folk wisdom? How does social psychology differ from folk wisdom?

Answer: Both approaches ask and answer questions about human social behavior. Both seek to explain why people think, 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, and as such relies on empirical methods, such as experimentation and objective observation.

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

177. Explain the role of common sense in social psychology, noting how it might (and might not) help researchers.

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.

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

178. Few people would disagree that human aggression is a 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, political systems, or the availability of handguns (an approach that might be used by a sociologist). 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 less emphasis on enduring personality characteristics or traits as a basis of explanation and are more interested in how people behave within a social context. 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. Nonetheless, like social psychologists—and unlike personality psychologists—sociologists would consider how people in different social, cultural, or economic groups are different from one another when it comes to aggressive behaviors.

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

179. 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.

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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 impacting people's behaviors. Personality psychologists, however, would focus on the kinds of characteristics across which people differ; for example, they would focus on enduring characteristics such as 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 in that social situation behaved like other people, or unlike other people. For example, social psychologists might note that anyone in a high-pressure, low-paying, low-recognition situation (such as being a food server) would respond to inconveniences in an irritable fashion. They might also observe that, unlike all the other waiters at that restaurant, *this* waiter appears to be especially testy, and therefore they would investigate why this person's behavior in that same situation departs so dramatically from the behavior of others.

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

180. Disciplines differ in the level of analysis they focus on when addressing questions of interest. 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 large social units such as institutions, organizations, and societies. They might be interested in declining rates of marriage in American families or the number of divorces in cultures that practice arranged marriages. To explain such trends, a sociologist might consult census data (which would provide a snapshot of practices across a wide range of people) or investigate how the erosion of traditional social values might contribute to these trends. Social psychologists could examine these topics by focusing on the individuals in those situations. For example, they might compare how partners communicate with one another during periods of relationship conflict, or examine how individuals perceive their level of similarity in arranged marriages.
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

181. 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 in influencing the behavior. 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.

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

182. What are the risks of making the fundamental attribution error?

Answer: When people ignore the potential influence of the situation and assign causality to internal dispositional factors, it can lead to misinterpretations about a person and color future interactions with that person. For example, if you make a negative dispositional attribution of someone's behavior ("they were

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snippy and curt because they're a sour person"), you are less likely to foster a relationship with that person. Providing internal attributions for a person's behavior can also give us a sense of false security, allowing us to assume that we would never do the same behaviors.

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

183. Describe how people tend to interpret the behaviors of themselves and others.

Answer: People may consider the effects of the situation when determining the causes of a behavior, but often they underestimate the power of the situation, committing the fundamental attribution error. In these cases, they attribute the behavior to a dispositional quality of the person displaying the behavior. In a broad sense, the perceiver has formed a construal about the actor, offering an explanation for behavior that may or may not be correct but that is consistent with that construal. We offer construals for our own behavior as well. In explaining why we act as we do, our perception of the world and our perception of the forces impinging on us color those explanations.

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

184. Compare the importance that behaviorist and Gestalt approaches attach to such "mentalistic" concepts such 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 observable 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 has more in common with Gestalt psychology than it does with strict behaviorism. Social psychologists often view behaviorist explanations for social behavior as simplistic.

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Moderate
Skill Level: Analyze It
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

185. Two groups at your university are at odds. Design an intervention based on research investigating "naïve realism" that might get them to change their opinions of the other group.

Answer: Answers will vary. One suggestion could be to organize a joint workshop for both groups, starting with a brief presentation on naïve realism. Then, facilitate a "perspective-taking" exercise: each group would write down their views on a current issue and their responses. Members would be asked to rephrase the other group's statements in their own words, ensuring they understand the opposing viewpoint. Participants would discuss how their backgrounds and experiences might shape their interpretations. To reinforce the lesson, share research illustrating that both sides in a conflict often fall into naïve realism,

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which blocks compromise. Both groups would then be encouraged to identify common goals and brainstorm collaborative projects. By making members aware of naïve realism and giving them tools to recognize and question their own biases, this intervention would help reduce hostility and promote empathy and cooperation between the groups.

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.
Topic: The Power of the Situation
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

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

Answer: Beatrice 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.

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Analyze It
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

187. 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 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.

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

188. Rollo's doctor recently told him that he needs to start eating healthier and lose some weight. If Rollo is more motivated by the need for accuracy (social cognition approach), which thoughts would he likely think and which behaviors would he likely enact after this visit?

Answer: Rollo 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. Rollo also may limit his food intake in an effort to lose a few pounds. Additionally, he may begin an exercise program. Rollo would seek information and try to make the most accurate decision about his lifestyle.

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult

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Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

189. Jacqui is fired by her employer because she just can't seem to learn the tasks her job involves. If Jacqui is motivated by the self-esteem approach, how will she respond to the firing?

Answer: Jacqui is likely to blame her lack of performance on her situation or on the person training her. She will try to attribute the lack of performance to anything but her, in order to maintain her self-view, which may or may not be an accurate one. She may declare that the job is too hard for anyone to learn or that the expectations of the employer are simply too high.

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

190. Why is it important for social psychologists to take culture into account when explaining human behavior?

Answer: All humans have the same set of cognitive resources to draw upon as they set about understanding their complex social worlds. However, which resources they apply and how they wield them can be influenced by a person's cultural context. Social psychologists want to understand the extent to which laws of human behavior are universal, as well as differences across cultures and within a culture in how these laws might be expressed. A reliance solely on WEIRD research participants (i.e., those who are Western, Educated, Industrialized, Rich, and Democratic) would lead to an incomplete understanding of human social behavior.

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

191. Why do social psychologists want to understand social influence?

Answer: Social psychologists are fascinated by human social behavior and want to understand it on the deepest possible level. Many social psychologists want to contribute solutions to social problems. Many of the investigations of social psychologists will examine causes and potential solutions to problematic social behaviors.
Learning Objective: 1.4 Explain why the study of social psychology is important.
Topic: Why Study Social Psychology?
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

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