Social Psychology 11th edition Kassin Test Bank

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Name:_____ Class:_____ Date:_____

Chapter 01-What Is Social Psychology?

1. Social psychologists typically
   a. focus their studies on socioeconomic class and race.
   b. use the scientific method in their research.
   c. avoid studying individuals in favor of groups.
   d. view behavior in the same ways as sociologists.

ANSWER: b

2. Which of the following questions would a social psychologist be *most* likely to study?
   a. Is there a link between social environment of one's upbringing and his/her cognitive abilities?
   b. What risk factors contribute to the onset of schizophrenia?
   c. Is there a link between playing violent video games and engaging in aggressive behavior?
   d. What is the relationship between race and ethnicity?

ANSWER: c

3. The scientific study of how individuals think, feel, and behave when in the real, implied, or imagined presence of others is called ____ psychology.
   a. clinical
   b. social
   c. developmental
   d. interactive

ANSWER: b

4. Social psychology is all the following *except*
   a. a science addressing a diverse set of topics.
   b. the study of how people think, feel, and behave in the presence of others.
   c. a compilation of anecdotal observations and case studies.
   d. an approach applying the scientific method.

ANSWER: c

5. What makes social psychology unique?
   a. The study of group factors contributing to the functioning of social institutions
   b. The study of race relations in a social context
   c. The emphasis on classification of people in terms of socioeconomic class
   d. The emphasis on the social nature of individuals

ANSWER: d

6. The question, "When is a bystander more or less likely to help you in in an emergency?" examines which major domain of social psychology?
   a. Social perception
   b. Social cognition
   c. Social influence

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d. Social interaction

ANSWER: d

7. Social psychology differs from history and philosophy in its
   a. attention to the scientific method.
   b. concern with human behavior.
   c. greater focus on cultural influences.
   d. more narrowly defined areas of interest.

ANSWER: a

8. Anita wants to spend her career studying the factors that predict whether the members of a couple are satisfied with their marriage. If she chooses to do so as a social psychologist, it is likely that her pursuit will
   a. focus more on the thoughts of various couples than on their actual behavior.
   b. emphasize the importance of different personality types of couples.
   c. examine groups rather than individuals as the unit of analysis.
   d. include systematic observation, description, and measurement of couples.

ANSWER: d

9. Which of the following statements describes a central characteristic of social psychology?
   a. Social psychology uses historical events as its primary source of data.
   b. Social psychology assumes that thoughts and behaviors are influenced by other people.
   c. Social psychology focuses more on the behavior of groups than on that of individuals.
   d. Social psychology emphasizes the solitary nature of human behavior.

ANSWER: b

10. Which of the following statements is true of social psychology?
   a. A goal of social psychology is to develop general principles that describe human behavior.
   b. An assumption of social psychology is that only social factors influence human behavior.
   c. Social psychology argues that implied or imagined presence of others never influence individuals.
   d. Social psychology focuses exclusively on subconscious thoughts of human beings.

ANSWER: a

11. A social psychologist would be *least* likely to conduct a study examining the effect of
   a. sleep on the ability to concentrate.
   b. temperature on highway shootings.
   c. political attitudes on friendship formation.
   d. academic performance on self-esteem.

ANSWER: a

12. Sarunas is a social psychologist. He is probably *most* interested in reading about a study demonstrating the effects of
   a. similarity of attitudes on interpersonal attraction.

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b. immigration patterns on stock market activity.
c. distraction of attention to a visual display.
d. narcotic substances on neurotransmitter activity in the brain.

ANSWER: a

13. Courses in social psychology are most often required for students majoring in
a. biological sciences.
b. journalism.
c. performing arts.
d. philosophy.

ANSWER: b

14. Walton and colleagues (2015) studied students in an engineering program, focusing on specific factors related to first year grade point averages (GPAs). They found that women's GPAs were very similar to men's when
a. the students received the brief information designed to counter concerns about belonging.
b. academic advisors were trained in avoiding gender stereotypes in class assignments.
c. professors were recorded giving class lectures to help them identify unequal behaviors.
d. residence hall advisors were instructed to "urge" females to take more difficult classes.

ANSWER: a

15. Sociologists tend to study behavior at the ____ level, whereas social psychologists study behavior at the ____ level.
a. group; individual
b. interpersonal; cultural
c. specific; general
d. social; cognitive

ANSWER: a

16. A social psychologist studying the effects of media violence would
a. conduct experiments manipulating the amount of media violence viewed by participants.
b. assess how television availability and murder rates have increased over the last 30 years.
c. assess the socioeconomic background of people engaging in violence.
d. focus on the types of individuals who choose to view media violence.

ANSWER: d

17. To examine the relationship between economic conditions and violence, Gunther compares the murder rates for counties with different median incomes. Gunther's research *best* characterizes the field of
a. social psychology.
b. clinical psychology.
c. anthropology.
d. sociology.

ANSWER: d

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

a. sociology.
b. social psychology.
c. clinical psychology.
d. anthropology.

ANSWER: b

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

a. How do societal factors influence racial differences in academic achievement?
b. How does positive and negative feedback impact conceptions of the self?
c. Do different socioeconomic groups express different political attitudes?
d. Can an authority figure influence people to act in ways that they normally would not?

ANSWER: a

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

a. Sociologists tend to study societal level variables, whereas social psychologists focus on more specific and immediate variables.
b. Social psychology studies human behavior at the level of the individual, whereas sociology studies human behavior at the group level.
c. Social psychology is a science, whereas sociology concerns artistic and humanistic endeavors.
d. Sociologists are more likely than social psychologists to rely on experimental studies to study human behavior.

ANSWER: d

21. On certain occasions, social psychologists study

a. how nationality influences people's social behavior.
b. people's thoughts or feelings about common sense.
c. people's thoughts or feelings about nonsocial things.
d. how intuition influences scientific findings.

ANSWER: c

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

a. evolutionary psychology.
b. sociology.
c. personality psychology.
d. clinical psychology.

ANSWER: d

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23. Although related to other fields, social psychology is distinct in its emphasis on
    a. using scientific method of systematic observation.
    b. classifying and treating psychological disorders.
    c. identifying individual characteristics that are relatively stable across time.
    d. describing the relationship between common sense and scientific findings.

ANSWER: a

24. Which of the following branches of psychology studies how behaviors of individuals are influenced by other people?
    a. Clinical psychology
    b. Cognitive psychology
    c. Personality psychology
    d. Social psychology

ANSWER: d

25. The remarkable success of human beings can be traced to their
    a. physical size and strength in the animal kingdom.
    b. ability to focus on their own needs irrespective of what other people think.
    c. ability to coordinate with extended networks of other people.
    d. aggressive and territorial tendencies.

ANSWER: c

26. Astrid has developed a 12-item questionnaire to help her identify individuals who tend to be skeptical of authority figures across all sorts of different situations. Astrid is *most* likely a ____ psychologist.
    a. cognitive
    b. social
    c. clinical
    d. personality

ANSWER: d

27. One of the notable aspects of social psychology is that it
    a. is anecdotal.
    b. is scientific.
    c. relies on intuition to provide insights.
    d. relies on experience to provide insights.

ANSWER: b

28. Hyunwoo is a human resource professional working for an electronics firm. She is studying various researches on group dynamics, and how it can provide the best working condition for an employee. She is most likely to use
    a. clinical psychology.
    b. cognitive psychology.

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c. social psychology.
d. forensic psychology.

ANSWER: c

29. Which of the following statements is true of social psychology?
a. It mostly relies on anecdotal evidence.
b. It focuses on studying the human society as a whole.
c. It can be used by lawyers to support or refute evidence.
d. It cannot be used in any other fields of study.

ANSWER: c

30. Who among the following can use social psychology in research?
a. Marlon, who wants to study the relationship between trauma and juvenile delinquency
b. Jane, who researches on the effect of climate change on human migration
c. Trevor, who wants to study the mental health of violent criminals in a prison
d. Marion, who researches on the effect of cross-cultural factors on employees

ANSWER: d

31. The "social context" referred to in social psychology
a. focuses on group behaviors rather than individual ones.
b. does not have to be real or present.
c. does not focus on scientific method of systematic observation.
d. focuses on people's nationality, race, and socioeconomic class

ANSWER: b

32. Which of the following branches of psychology can be applied to various other fields such as law, healthcare, business, and academics?
a. Forensic psychology
b. Cognitive psychology
c. Social psychology
d. Developmental psychology

ANSWER: c

33. Which of the following statements about commonsense explanations and social psychology is the most accurate?
a. Social psychology typically avoids studying phenomena for which there are widely accepted commonsense explanations.
b. Commonsense explanations form the basis of nearly all modern social psychological theories.
c. At least at present, commonsense explanations can more accurately predict behavior than can social psychology.
d. The scientific approach of social psychology does not always yield results that support commonsense explanations.

ANSWER: d

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34. Social psychological research is a necessary endeavor because our commonsense intuitions
    a. put their theories to test.
    b. often are at opposite ends of each other.
    c. rely heavily on critical thinking.
    d. are generally accurate but are held with little confidence.

ANSWER: b

35. Social psychology differs from common sense in that
    a. common sense tends to produce more accurate knowledge about human behavior than social psychology.
    b. common sense captures the full complexity of human behavior.
    c. social psychology is far more intuitive than common sense.
    d. social psychology relies on the scientific method to test its theories.

ANSWER: d

36. The phenomenon that makes people question how social psychology is different from common sense is called the ____ phenomenon.
    a. "I knew it all along"
    b. "science is stupid"
    c. "self-superiority"
    d. "hale and hearty"

ANSWER: a

37. The field of social psychology emerged as a distinct discipline around the end of the
    a. 17th century.
    b. 18th century.
    c. 19th century.
    d. 20th century.

ANSWER: c

38. Ringelmann and Triplett are *best* labeled as
    a. the first researchers to explore conformity.
    b. researchers who used anecdotal findings to establish social psychology.
    c. pioneers in the field of social cognition.
    d. the founders of social psychology.

ANSWER: d

39. Which of the following researchers is regarded as one of the original founders of social psychology?
    a. Norman Triplett
    b. Stanley Milgram
    c. Michael Norton

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d. Philip Zimbardo

ANSWER: a

40. American psychologist Normal Triplett is credited with which of the following accomplishments?
a. Emphasizing the use of empiricism in research
b. Focusing his writings on larger cultural surroundings
c. Noting that people often perform worse when watched
d. Publishing the first research article in social psychology

ANSWER: d

41. Which of the following researchers observed that cyclists raced faster in the presence of others than when racing against the clock?
a. Max Ringelmann
b. Norman Triplett
c. Floyd Allport
d. John Haharwood

ANSWER: b

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

ANSWER: c

43. "Founders of social psychology" Norman Triplett and Max Ringelmann both performed research that examined
a. the influence groups exert on their members.
b. the impact of the presence of others on performance.
c. how behaviors are shaped by perceptions.
d. the impact of different leadership strategies on group performance.

ANSWER: b

44. Which of the following events is regarded as having established social psychology as a distinct field of study?
a. The publication of the first three textbooks in social psychology
b. The publication of the first research article in social psychology
c. The formation of the Society for the Psychological Study of Social Issues
d. The introduction of the interactionist perspective to the field of psychology

ANSWER: a

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

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

ANSWER: a

46. Which of the following individuals did *not* author one of social psychology's first textbooks?
a. William McDougall
b. Muzafer Sherif
c. Edward Ross
d. Floyd Allport

ANSWER: b

47. Annie wants to find the first source that established social psychology as a separate field with an emphasis on experimentation and the scientific method. What should she probably read?
a. Allport's (1924) text
b. Ringelmann's (1913) article
c. McDougall's (1908) text
d. Triplett's (1897–1898) article

ANSWER: a

48. According to your text, one of the people who had the greatest impact on the developing field of social psychology was *not* a psychologist. Who was this person?
a. Winston Churchill
b. Charles Lindbergh
c. Adolf Hitler
d. Jackie Robinson

ANSWER: c

49. Which of the following historical events sparked great interest in and gave shape to the field of social psychology?
a. The Great Depression
b. The U.S. military involvement in Korea
c. The actions of Nazis during World War II
d. The American Civil Rights Movement

ANSWER: c

50. Of the following important figures in the history of social psychology, who *most* explicitly emphasized the importance of making important practical contributions to society?
a. Gordon Allport
b. Fritz Heider
c. Max Ringelmann

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d. Muzafer Sherif

ANSWER: a

51. Which of the following classic investigations does not have its roots in violence, war, or wartime culture?
a. Sherif's experiments on social influence
b. Triplett's research on performance in groups
c. Milgram's study of destructive obedience
d. Lewin's research on conservation

ANSWER: b

52. Who of the following published groundbreaking experimental research on social influence?
a. Muzafer Sherif
b. Gordon Allport
c. Edward Ross
d. Kurt Lewin

ANSWER: a

53. The work of Muzafer Sherif was important for the development of social psychology because he
a. demonstrated the interaction between personality characteristics and situational factors.
b. designed an experiment to study the effects of artistic endeavors on human behaviors.
c. showed that complex social behavior could be examined scientifically.
d. helped to find solutions to the crisis in the field during the 1960s and 1970s.

ANSWER: c

54. Muzafer Sherif's research was crucial for the development of social psychology because it
a. introduced the idea of cognitive dissonance.
b. marked the beginning of the pluralistic approach that continues to characterize the field.
c. firmly established the importance of an interactionist perspective.
d. demonstrated the feasibility of studying complex social issues in a rigorous manner.

ANSWER: d

55. According to the interactionist perspective, behavior is a result of the interaction between
a. motivation and cognition.
b. intuition and common sense.
c. personality and environmental characteristics.
d. theoretical and practical concerns.

ANSWER: c

56. By stressing both internal differences among individuals and differences among external situations, the interactionist perspective
a. emphasized the dynamic interplay of internal and external factors.

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b. combined the approaches of social psychology with clinical psychology.
c. emphasized the dynamic interplay of psychology and common sense.
d. combined the approaches of social psychology with sociology.

ANSWER: a

57. An emphasis on experiments addressing the interaction of individuals and their social context is particularly clear in the writings of
a. John Cacioppo.
b. Norman Triplett.
c. Muzafer Sherif.
d. Kurt Lewin.

ANSWER: d

58. Which of the following perspectives in social psychology was the result of the bold and creative work of Kurt Lewin?
a. The multicultural perspective
b. Evolutionary psychology
c. The interactionist perspective
d. Behavioral economics

ANSWER: c

59. Phoebe is a graduate student in social psychology who will only agree to conduct research that will help address an ongoing social problem. Phoebe's desire is *most* consistent with the philosophies of which of the following pairs of individuals?
a. Gordon Allport and Floyd Allport
b. Gordon Allport and Kurt Lewin
c. Kurt Lewin and Leon Festinger
d. Leon Festinger and Gordon Allport

ANSWER: b

60. Which of the following statements regarding Kurt Lewin is most accurate?
a. His interactionist perspective argues that human behavior is mostly a function of situational pressures.
b. His push for practical research was met with great resistance in the early days of social psychology.
c. He was the first to test social psychological hypotheses in a scientific manner.
d. He conducted research on what kinds of leaders elicit the best work from group members.

ANSWER: d

61. Lewin's research was important in establishing the idea that
a. different topics require different research strategies.
b. social psychology could be used to understand and help solve practical problems.
c. early theories in social psychology were often historically and culturally limited.
d. social psychologists may unwittingly influence the behavior of research participants.

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ANSWER: b

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

a. evolutionary social psychology.
b. psychoneuroimmunology.
c. "hot" theories of social psychology.
d. applied social psychology.

ANSWER: d

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

a. forensic psychology.
b. cognitive psychology.
c. clinical psychology.
d. personality psychology.

ANSWER: d

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

a. Sally is a very creative kind of person who likes to build things.
b. Jerry only works because he receives a very large income.
c. Rikki is usually shy, but at work she appears to be quite outgoing.
d. Maury gives money to charities because he wants other people to think he is very generous.

ANSWER: c

65. Abe understands human behaviors through the lens of the theories of psychoanalysis. Abe's view probably differs from that of Kurt Lewin in that Abe is more likely to emphasize the power of

a. external rewards.
b. internal motives.
c. situational factors.
d. interpersonal relationships.

ANSWER: b

66. Sarai studies stereotypes and prejudice; Kevin studies how people learn about themselves by comparing themselves to others. Sarai and Kevin probably feel particular gratitude to _____ and _____, respectively, for helping to establish these areas in social psychology.

a. Solomon Asch; Gordon Allport
b. Gordon Allport, Leon Festinger
c. Leon Festinger; Muzafer Sherif
d. Muzafer Sherif; Solomon Asch

ANSWER: b

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67. Elliot is interested in how people can change their attitudes through their own behavior. The *best* approach for him would be to read the writings of
   a. Gordon Allport.
   b. Solomon Asch.
   c. Leon Festinger.
   d. Stanley Milgram.

ANSWER: c

68. Roger would like to read about social psychological research on conformity. He should look at the research of
   a. Solomon Asch.
   b. Kurt Lewin.
   c. Leon Festinger.
   d. Floyd Allport.

ANSWER: a

69. Research on the social psychological underpinnings of prejudice might be said to have its roots in research by
   a. Kurt Lewin.
   b. Gordon Allport.
   c. Solomon Asch.
   d. Edward Ross.

ANSWER: b

70. Much of the debate in social psychology during the period of "confidence and crisis" occurred in reaction to
   a. the usefulness of applied research.
   b. the use of laboratory experiments.
   c. the significance of common sense in social psychology.
   d. the interactionist perspective.

ANSWER: b

71. The reference to social psychology in the 1960s and 1970s as being in the midst of "confidence and crisis" reflects an expansion in the types of issues studied by researchers, as well as increased criticism that largely came from
   a. sociologists.
   b. fellow social psychologists.
   c. the general public.
   d. the popular media.

ANSWER: b

72. Which of the following statements is *not* a valid criticism of laboratory experimentation in the 1960s and 1970s?
   a. Experiments were sometimes unethical.
   b. Experimenters' expectations might influence the results.
   c. The theories being tested in the laboratory were often historically and culturally limited.

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d. Experiments did not allow researchers to draw conclusions about causal relationships.

ANSWER: d

73. Which of the following criticisms has been leveled against social psychology in the 1960s and 1970s?

a. The discipline failed to address topics of social relevance.

b. The discipline failed to distinguish itself from other fields of psychology.

c. Researchers had not yet agreed upon a conventional methodology.

d. The expectations of experimenters influenced participants' behavior.

ANSWER: d

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

a. suggest possible solutions to everyday social concerns.

b. acknowledge their role in artificially producing the results of their studies.

c. consider the cultural context in which their findings were obtained.

d. design ethical experimental contexts.

ANSWER: a

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

a. Floyd Allport.

b. Edward Ross.

c. Leon Festinger.

d. Stanley Milgram.

ANSWER: d

76. During the 1960s and 1970s, social psychologists who favored laboratory experiments rebuffed critics about the limitations of laboratory work by arguing that

a. the theories being tested were historically and culturally abundant.

b. the benefits of running these experiments outweighed the costs even if some studies were unethical.

c. experimental studies were easier to conduct than nonexperimental studies.

d. the theoretical principles being tested in the lab were widely applicable across eras and cultures.

ANSWER: d

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

a. adopting more rigorous and formalized ethical standards.

b. paying more attention to cross-cultural differences in cognition and behavior.

c. denouncing experiments as unacceptably artificial.

d. developing more stringent procedures to avoid the effects of experimenter bias.

ANSWER: c

78. From the middle 1970s through the 2000s, a(n) _____ emerged as a wider range of research techniques and questions

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became established.

a. recidivistic approach
b. activist approach
c. pluralistic approach
d. interactionist approach

ANSWER: c

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

a. contextualist orientation.
b. empirical approach.
c. "hot" approach to studying social behavior.
d. pluralistic orientation.

ANSWER: d

80. Which of the following statements is true of pluralism in social psychology?

a. It established variations in what aspects of human behavior are emphasized.
b. It emphasizes the motivational more than the cognitive underpinnings of behavior.
c. It limited the possibility of cross-cultural differences in behavior.
d. It limited the kinds of topics that social psychologists can study.

ANSWER: a

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

a. procedures used to secure government funding.
b. emphasis on different aspects of human behaviors.
c. methods social psychologists use to study behavior.
d. inclusion of various cultural perspectives.

ANSWER: a

82. Social cognition can be *best* described as the study of

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

ANSWER: a

83. Which of the following contributed to pluralism in social psychology?

a. International and multicultural perspectives
b. Research on common sense and intuition
c. Emphasis on group factors
d. Artistic and humanistic endeavors

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ANSWER: a

84. Kieran is studying how people form impressions of others and remember those first impressions. He discovers that when we receive negative information about other people, it seems to be weighted more toward the impression than on positive information. Kiernan is studying

a. group processes.
b. evolutionary psychology.
c. social cognition.
d. leadership and social influence.

ANSWER: c

85. Chauncy is interested in how behavior is influenced by the way people think about their social world. Chauncy subscribes to the ____ perspective in social psychology.

a. "cold"
b. "hot"
c. interactionist
d. cross-cultural

ANSWER: a

86. The "hot" perspective in social psychology emphasizes ____, whereas the "cold" perspective emphasizes ____.

a. positive information; negative information
b. feelings; behavior
c. facts; motives
d. emotion and motivation; cognition

ANSWER: d

87. Fernando studies the relationship between emotions and motivations in social settings. Fernando's research epitomizes the ____ perspective in social psychology.

a. pluralistic
b. interactionist
c. "cold"
d. "hot"

ANSWER: d

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

a. He wants to understand what motivates people to stay in marriages that they know from past experience will only get worse.
b. He wants to study the difference between passive and active aggression in marriages.
c. He wants to investigate how spur-of-the-moment marriage problems are solved relative to ongoing problems.
d. He wants to determine whether simple factors, such as mismatches in attitudes, can predict breakups better than communication patterns.

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ANSWER: a

89. Jeff is a social psychologist who favors the "cold" approach to understanding human behavior. He is conducting research on why people fail to use condoms even when they know that condoms can reduce their risk of contracting HIV. Jeff is *least* likely to devote his attention to people's
   a. drive to avoid this inconsistency.
   b. ability to detect the inconsistency.
   c. awareness of the actual risk of unprotected sex.
   d. memories of behaving inconsistently with attitudes.

ANSWER: a

90. Which of the following statements would *best* represent the "hot" perspective in social psychology?
   a. A good mood can foster attitude change.
   b. Distraction can lead to overdependence on first impressions.
   c. Critical thinking is essential for problem solving.
   d. People can be genetically programmed to aggress against others.

ANSWER: a

91. Which of the following matters is *not* identified by your textbook as an influential factor in today's social psychology?
   a. New technological advances
   b. Behavioral genetics
   c. Anecdotal findings
   d. Online communication

ANSWER: c

92. Characteristic of the field of social psychology today include all of the following *except*
   a. an interest in the way cognition and motivation interact.
   b. a focus on the role of culture in shaping behavior.
   c. an integration of biological and social perspectives.
   d. a concern for the lack of ethical standards in research.

ANSWER: d

93. A contemporary social psychologist who studies stereotyping is likely to focus on
   a. controllable, but not automatic processes.
   b. automatic, but not controllable processes.
   c. both controllable and automatic processes.
   d. neither controllable nor automatic processes.

ANSWER: c

94. Wanting to be accurate in our judgments of ourselves is often in conflict with wanting to feel good about ourselves. This conflict illustrates the importance of integrating the ____ perspectives in social psychology.

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a. "hot" and "cold"
b. controlled and automatic
c. social and biological
d. economic and cognitive

ANSWER: a

95. Research suggests that a portion of stereotyping and prejudice may happen quite automatically and be outside of our control. This finding illustrates the importance of understanding the integration of
a. cognition, motivation, and emotion.
b. culture and neuroscience.
c. behavioral genetics and evolutionary psychology.
d. technology and social psychology.

ANSWER: a

96. Social neuroscience is *best* described as the study of the
a. evolution of the brain.
b. interplay between genes and the environment.
c. social functioning of neurons.
d. interaction of social and neural processes.

ANSWER: d

97. Which of the following subfields of psychology examines the relationship between genes and behavior?
a. Evolutionary psychology
b. Quantitative genetics
c. Social neuroscience
d. Behavioral genetics

ANSWER: d

98. Which of the following fields is most concerned with how the brain influences social behavior?
a. Evolutionary psychology
b. Social cognition
c. Social neuroscience
d. Behavioral genetics

ANSWER: c

99. Which of the following questions would be of *most* interest to a social psychologist who studies behavioral genetics?
a. To what extent are attitudes inherited?
b. What brain structures are involved in describing the self?
c. Does high self-esteem help people to resist disease?
d. What role does testosterone play in aggression?

ANSWER: a

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100. Which of the following statements about behavioral genetics is most accurate?
   a. It is a subfield of sociology.
   b. It examines the extent to which behavioral tendencies may be inherited.
   c. It is synonymous with evolutionary psychology.
   d. It considers social experiences to have a negligible effect on behavior.

ANSWER: b

101. The role of natural selection processes in the development of social behavior is a primary concern in
   a. behavioral genetics.
   b. social cognition.
   c. personality psychology.
   d. evolutionary psychology.

ANSWER: d

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

ANSWER: d

103. Fatima investigates whether natural selection plays a role in how people are attracted to each other. Fatima's research is in the area of
   a. evolutionary psychology.
   b. cross-cultural psychology.
   c. personality psychology.
   d. multicultural psychology.

ANSWER: a

104. Jessica and Nick are behavioral researchers. Jessica believes that her sons have been aggressive from birth because she and her husband Nick have inborn aggressive tendencies. Nick, however, believes that their sons are aggressive because throughout history, it has been adaptive for men to be aggressive so that they can protect their territory and possessions. Nick's beliefs reflect the influence of ____, whereas Jessica's beliefs reflect ____.
   a. behavioral genetics; multicultural psychology
   b. multicultural psychology; cross-cultural psychology
   c. cross-cultural research; evolutionary psychology research
   d. evolutionary psychology; behavioral genetics

ANSWER: d

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105. Cross-cultural research looking at performance on a difficult letter-unscrambling task indicates that
   a. Asian-American students worked harder than the European-American students if they were first asked to think about their mothers.
   b. Asian-American students worked harder than the European-American students if they were first asked to think about themselves.
   c. Asian-American and European-American worked equally hard if they were first asked to think about their mothers.
   d. European-American students worked harder than the Asian-American students if they were first asked to think about their mothers.

ANSWER: a

106. Christine conducts cross-cultural research and Betty conducts multicultural research. Which of the following statements is most likely to be *true*?
   a. Christine is more interested in discovering differences between her samples than is Betty.
   b. Betty is more likely to use social psychological research methods.
   c. Christine is more likely to sample individuals from many different cultures.
   d. Betty is more likely to find differences between her samples than is Christine.

ANSWER: c

107. What kind of research is designed to examine racial and ethnic groups within a given culture?
   a. Cross-cultural research
   b. Idiographic research
   c. Multicultural research
   d. Nomothetic research

ANSWER: c

108. Of the following, which *best* illustrates an interest in multicultural psychology?
   a. Identifying what behaviors are caused more by culture than by genetics
   b. Evaluating the behavior of two different racial groups within the same culture
   c. Understanding the historical forces that have led to hatred between groups
   d. Endorsing a "hot" perspective more than a "cold" perspective of human behavior

ANSWER: b

109. An interdisciplinary subfield that focuses on how social and cognitive psychology relate to economic decision making is called
   a. embodied cognition.
   b. behavioral economics.
   c. social neuroscience.
   d. neoclassical economics.

ANSWER: b

110. The research of Jonathan Haidt (2012, 2017) addresses the question of whether we can understand the different concepts of morality that separate

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a. atheists and religious individuals.
b. homosexual and heterosexual persons.
c. older adults and younger adults.
d. liberals and conservatives.

ANSWER: d

111. Which of the following statements is true of behavioral economics?
a. It studied the economic behavior of people belonging to various ethnic and racial groups within the same culture.
b. It revealed the failure of traditional economic models in accounting for the role of psychological factors in people's economic behavior.
c. It revealed important distinctions between collectivist cultures and individualist cultures.
d. It studied how natural selection influenced the economic behavior of people.

ANSWER: b

112. Which of the following subfields of social psychology studies the relationship between playing violent video games and subsequent aggression?
a. Behavioral genetics
b. Behavioral economics
c. Social neuroscience
d. Evolutionary psychology

ANSWER: c

113. Mischa conducts research on what makes people perceive themselves as members of a different racial group. She monitors the different patterns of brain activity of people to support her findings. In this research, she is using
a. social neuroscience.
b. cross-cultural analysis.
c. behavioral economics.
d. evolutionary psychology.

ANSWER: a

114. Virtual reality allows social psychologists to
a. more effectively deceive research participants.
b. test questions that might otherwise be impractical or unethical.
c. scan the brain as it processes stimuli.
d. explore "hot" processes more so than "cold" processes.

ANSWER: b

115. Positron emission tomography (PET) and functional magnetic resonance imaging (fMRI) are technologies that enable social psychologists to
a. record research participants' true attitudes without their awareness.
b. present visual stimuli to research participants for 100th of a second.

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

d. induce a particular mood state in people.

ANSWER: c

116. Which of the following methods is a relatively new technology used in contemporary social psychological research?

a. Positron emission tomography (PET)

b. Arterial blood gasses (ABG)

c. Electroencephalography (EEG)

d. Electromyography (EMG)

ANSWER: a

117. Which of the following statements regarding the relationship between online communication and contemporary social psychology research is most accurate?

a. Online communication facilitates collaboration among researchers, but is also, in and of itself, a provocative topic for empirical inquiry.

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

c. Online communication allows researchers to combat the artificiality of laboratory experiments and increases the demographic diversity of the participant sample used in most studies.

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

ANSWER: a

118. Dr. White is using a recently developed technology to conduct research on how the brain responds to visual images that are culturally familiar or unfamiliar. Which of the following tools might he employ in his laboratory?

a. Event-related potential (ERP)

b. Electrooculography (EOG)

c. X-ray images

d. Phrenology mapping (PM)

ANSWER: a

119. Which of the following technologies is *not* mentioned in your text as one that is used in social psychological research?

a. ERP

b. fMRI

c. TMS

d. EEG

ANSWER: d

120. The ability to communicate and collaborate with other social psychologists and to recruit research participants from across the world through the Internet has produced

a. an increase in the number of social psychologists learning new languages.

b. the internationalization of social psychology.

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c. controversy within the field about what type of training is appropriate.

d. research on the integration of biological and social processes.

ANSWER: b

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

ANSWER: Although social psychologists and sociologists often study related issues, an important difference between social psychology and sociology is the level of analysis used in each discipline. Sociologists tend to classify people in terms of groups, such as socioeconomic class, nationality, or race, whereas social psychologists tend to focus on the individual, even in the context of groups. In addition, social psychologists use experiments to study human behavior to a greater extent than do sociologists. A critical difference between social psychology and the approach taken by a journalist who examines the social behaviors of various individuals is that social psychologists use the scientific method of systematic observation, description, and measurement, whereas the journalist would tend to use much less scientific methods and might rely more on personal observation and specific anecdotal observations. A brief description of some of the other subfields of psychology can be found in Table 1.2 of your text.

122. How does a common sense approach to answering questions differ from the methods employed in social psychology? Give an example of a question posed in the text that illustrates these differences.

ANSWER: Common sense may seem to explain many social psychological findings after the fact. The problem is distinguishing commonsense fact from commonsense myth. After all, for many commonsense notions, there is an equally sensible sounding notion that says the opposite. Is it "Birds of a feather flock together" or "Opposites attract"? Is it "Two heads are better than one" or "Too many cooks spoil the broth"? Which are correct? We have no reliable way to answer such questions through common sense or intuition alone. Social psychology, unlike common sense, uses the scientific method to put its theories to the test. How it does so will be discussed in greater detail in the next chapter. But before we leave this section, one word of caution: Those four "findings" listed above? *They are all false*. Although there may be sensible reasons to believe each of the statements to be true, research indicates otherwise. Therein lies another problem with relying on common sense: Despite offering very compelling predictions and explanations, it is sometimes wildly inaccurate. And even when it is not completely wrong, common sense can be misleading in its simplicity. Often there is no simple answer to a question such as "Does absence make the heart grow fonder?" In reality, the answer is more complex than common sense would suggest, and social psychological research reveals how such an answer depends on a variety of factors.

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

ANSWER: Max Ringelmann was a French agricultural engineer who, around the beginning of the 20th century, found that individuals who carry out simple tasks in the presence of other people tend to perform worse than they would if they carried out the task by themselves. Because this finding represents an effect of social factors on performance, it is social psychological in nature. Thus, Ringelmann is often considered one of the founders of the field. Floyd Allport wrote one of the first social psychology textbooks, and helped establish the use of the scientific method and the focus on individuals in a social context as part of the field's doctrine. Kurt Lewin emphasized the importance of seeing behavior as an interaction between an individual's personality and the situational factors influencing that individual, and also argued that social psychology must be applicable to important, practical issues. Social psychology today is applied to many domains, including advertising, business, education, environmental protection, health, law, politics, public policy, religion, and sports, as well as other disciplines.

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

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ANSWER: Because of the events of World War II (and in particular, Nazi Germany), one general theme in research of that era was an investigation of social influence. For example, Asch and Sherif conducted studies with the aim of understanding the conditions under which people conform with majority behavior, and Milgram studied destructive obedience to authority figures. Another theme concerned social perception, with a particular focus on stereotyping and prejudice. For example, Gordon Allport published *The Nature of Prejudice* in 1954. Festinger showed how attitudes could be influenced by one's own behavior. To the extent that prejudice is an attitude, inducing behavioral change could result in alteration of the prejudiced attitude.

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

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

126. Discuss the reasons why social psychologists are evaluating the cultural specificity of their theories.

ANSWER: Social psychologists are conducting cross-cultural and multicultural research to examine the similarities and differences across different cultures and within the same culture. This has a profound impact on the understanding of human behavior. For instance, cross-culture research has provided important distinctions between individualist and collectivist cultures. This understanding can be applied when researching people from the particular geographic locations. Even people within the same town or region may develop and live in distinct subcultures, and these differences can have profound effects on people's lives.

127. Describe the current trends in social psychology today.

ANSWER: There are at least five identifiable trends in social psychology presently. First, there is a move to integrate cognition (the "cold" side of the field) with emotion and motivation (the "hot" side of the field) to promote better understanding of how these two sides function together. Second, the role of genetics and the evolutionary perspectives has increasing importance in the field. This is no doubt fueled by the development of technologies that allow better study of the links between biological and social processes. In fact, technology and its role in our lives represents a third trend in the field. Technology has not only increased the ability of social psychologists to collaborate more widely across the globe, but has also created new content areas of study—do social processes operate similarly online as they do "live"? A fourth trend is influenced by technological advancement—the elevation of the importance of understanding culture in social processes. Being able to collaborate with others around the world has heightened social psychologists' ability to engage in cross-cultural research. Finally, there is an increasing move in the field toward interdisciplinary areas of study such as embodied cognition or behavioral economics. These sorts of areas integrate previously disparate fields into a more coherent picture of human social experience.

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