Social Psychology 12th edition Kassin Test Bank

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Social Psychology (12th)

ISBN 9781071931257 | Chapter 1: What Is Social Psychology?

Total Questions: 100

Easy

Multiple Choice (16)

Q1. *[Multiple Choice]*

According to the textbook, humans are fundamentally _____.

a) independent individuals
b) competitive creatures
c) social animals ✓ correct
d) dependent beings

Q2. *[Multiple Choice]*

For the purposes of social psychology, what is one of the most significant ways in which cultures vary?

a) their geographical location
b) their emphasis on individualism or collectivism ✓ correct
c) their educational systems
d) their economic development

Q3. *[Multiple Choice]*

How do the authors of your text describe the current state of social psychology?

a) It is a well-established and mature field.
b) It is a relatively young field with growing interest. ✓ correct
c) It is experiencing a decline in interest.
d) It is a niche and somewhat irrelevant field.

Q4. *[Multiple Choice]*

How is culture broadly defined in the textbook?

a) a system of enduring practices, beliefs, and values shared by a large group of people and passed from one generation to the next ✓ correct
b) a large group of people who share the same racial or ethnic origin and live in the same geographical area
c) a collection of people who dress similarly and share the same religious faith, but who are geographically dispersed across the world
d) shared laws, morals, and systems within a particular country that all citizens adhere to regardless of race or ethnic origin

Q5. *[Multiple Choice]*

In the earlier days of social cognition research, the "hot" perspective emphasized _____.

a) the role of cognition and its connection to basic information processing
b) the role of interpreting information in social contexts
c) the role of motivation in explaining social psychological issues
d) the study of how emotions influence thoughts and actions ✓ correct

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Q6. *[Multiple Choice]*

In which career path are courses in social psychology often required or encouraged?

a) engineering
b) mathematics
c) medicine ✓ correct
d) physics

Q7. *[Multiple Choice]*

Social psychology is the scientific study of _____.

a) how individuals think, feel, and behave in a social context ✓ correct
b) how individuals perceive themselves and others
c) how individuals process social information
d) how individuals interact with others

Q8. *[Multiple Choice]*

What does the subfield of behavioral economics explore?

a) the role of cognitive and social psychology in economic decision making ✓ correct
b) the influence of cultural factors in economic behavior
c) the inadequacy of traditional economic models
d) the rationality of people's economic behavior

Q9. *[Multiple Choice]*

What is social cognition?

a) the study of emotions and motivations in social interactions
b) the intersection of social and behavioral psychology
c) an intersection of social and cognitive psychology ✓ correct
d) the examination of basic information processing in social contexts

Q10. *[Multiple Choice]*

What is the idea that humans' large brains evolved due to their complex social worlds called?

a) the cooperative survival concept
b) the social brain hypothesis ✓ correct
c) the social thinking explanation
d) the evolutionary intelligence theory

Q11. *[Multiple Choice]*

When did the systematic and scientific study of social psychological issues begin?

a) Ancient times
b) The Middle Ages
c) The 17th century
d) The 20th century ✓ correct

Q12. *[Multiple Choice]*

Which historical event caused people to become desperate for answers to social psychological questions?

a) 9/11
b) the Renaissance
c) the Industrial Revolution
d) World War II ✓ correct

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Q13. *[Multiple Choice]*

Which technology is one example of a technique that allows social psychologists to study the interplay of the brain and discrete thoughts, feelings, and behaviors?

a) the World Wide Web
b) Google and other search engines
c) virtual reality
d) Positron Emission Tomography (PET) ✓ correct

Q14. *[Multiple Choice]*

Which term describes the type of thinking that is controlled and deliberate?

a) impulsive thinking
b) philosophical thinking
c) motivated thinking
d) slow thinking ✓ correct

Q15. *[Multiple Choice]*

Which term describes the type of thinking that occurs without awareness or thought?

a) fast thinking ✓ correct
b) motivated thinking
c) cognizant thinking
d) implicit thinking

Q16. *[Multiple Choice]*

Who is often credited with publishing the first research article in social psychology?

a) Stanley Milgram
b) Floyd Allport
c) Norman Triplett ✓ correct
d) Solomon Asch

True/False (10)

Q17. *[True/False]*

Behavioral economics combines principles of psychology and economics to study how individuals make decisions in economic contexts.

a) True ✓ correct
b) False

Correct answer: True

Q18. *[True/False]*

Behavioral genetics examines the role of genetic factors in shaping human behavior.

a) True ✓ correct
b) False

Correct answer: True

Q19. *[True/False]*

Collectivistic cultures emphasize personal goals and independence.

a) True
b) False ✓ correct

Correct answer: False

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Q20. *[True/False]*
Evolutionary psychology suggests that human behavior is influenced by adaptations that have evolved over time.

a) True ✓ correct
b) False

Correct answer: True

Q21. *[True/False]*
Fast thinking refers to quick, automatic, and intuitive cognitive processes.

a) True ✓ correct
b) False

Correct answer: True

Q22. *[True/False]*
Individualistic cultures emphasize group goals and interdependence.

a) True
b) False ✓ correct

Correct answer: False

Q23. *[True/False]*
Motivated reasoning is the tendency to engage in reasoning that invalidates one's preexisting beliefs and desires.

a) True
b) False ✓ correct

Correct answer: False

Q24. *[True/False]*
Social cognition refers to the emotional processes involved in social behaviors.

a) True
b) False ✓ correct

Correct answer: False

Q25. *[True/False]*
Social isolation does not have negative effects on individuals' mental and physical health.

a) True
b) False ✓ correct

Correct answer: False

Q26. *[True/False]*
Social psychology is the scientific study of how individuals' thoughts, feelings, and behaviors are influenced by the presence of others.

a) True ✓ correct
b) False

Correct answer: True

Medium

Multiple Choice (39)

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Q27. *[Multiple Choice]*

According to the economic analysis by Nattavudh Powdthavee, increased contact with good friends and relatives can be equivalent to _____.

a) gaining $100,000 in income ✓ correct
b) gaining 4-5 years of life
c) gaining permanent life satisfaction
d) gaining improved social skills

Q28. *[Multiple Choice]*

According to the text, what would make studying attitudes toward basketball shoes of interest to social psychologists?

a) the cost of different brands
b) the impact on athletic performance
c) the social influence of a celebrity endorsement ✓ correct
d) the design and style of the shoes

Q29. *[Multiple Choice]*

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 psychology examines the individual, whereas sociology examines broader societal issues and societal structures. ✓ correct
c) Social psychologists examine an individual within a social context, whereas sociologists focus primarily on the individual.
d) Social psychologists examine social situations, but not the individuals in them. Sociologists examine individuals.

Q30. *[Multiple Choice]*

At rest, what does the default pattern of neural activity in the human brain involve?

a) plans for future activities and related decisions
b) mindfulness and other restful processes
c) active problem solving and other complex tasks
d) social thinking and considering others' thoughts and goals ✓ correct

Q31. *[Multiple Choice]*

How did the brief social-belonging intervention impact the academic performance of women in male-dominated majors at an engineering school?

a) It had no significant effect.
b) It resulted in lower GPS compared to men.
c) It increased the GPAs of men but not women.
d) It eliminated the gender difference in GPAs. ✓ correct

Q32. *[Multiple Choice]*

How did the influx of European social psychologists to the United States during World War II contribute to the field of social psychology?

a) The United States is now the only country to recognize social psychology as a field.
b) It led to a violent increase of scientific competition between the Nazis and the Allied forces.
c) The field rapidly matured due to the number of scientists addressing the societal issues of the war. ✓ correct
d) American social psychologists were able to understand how the field applies in other cultures.

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Q33. *[Multiple Choice]*

How do judges use social psychological research?

a) to prevent and treat diseases

b) to make landmark decisions ✓ correct

c) to foster the best conditions for workforces

d) to operate in the global marketplace

Q34. *[Multiple Choice]*

How does multicultural research differ from cross-cultural research?

a) Cross-cultural researchers examine racial and ethnic groups between cultures, and multicultural researchers compare and contrast people from the same culture.

b) Multicultural researchers examine racial and ethnic groups between cultures, and cross-cultural researchers compare and contrast people from the same culture.

c) Cross-cultural researchers examine racial and ethnic groups within cultures, and multicultural researchers compare and contrast people from different cultures.

d) Multicultural researchers examine racial and ethnic groups within cultures, and cross-cultural researchers compare and contrast people from different cultures. ✓ correct

Q35. *[Multiple Choice]*

How has social psychology changed in terms of its connection to other fields of study?

a) There has been more focus on traditional economic models.

b) There has been a decreased interest in interdisciplinary collaborations.

c) It has limited its scope to psychology and its subfields.

d) There is now a goal to develop intersections with related disciplines and approaches. ✓ correct

Q36. *[Multiple Choice]*

How was culture relevant to Xingyu Li and colleagues' research on students' academic passion as a predictor of success?

a) Close connections to loved ones was a more relevant predictor in individualistic cultures, whereas academic passion was a more relevant predictor in collectivistic societies.

b) Academic passion was a more relevant predictor in individualistic cultures, whereas close connections to loved ones was a more relevant predictor in collectivistic societies. ✓ correct

c) The research revealed that academic passion was a poor predictor of academic success in both individualistic and collectivistic cultures.

d) The research revealed that academic passion was a strong predictor of academic success in both individualistic and collectivistic cultures.

Q37. *[Multiple Choice]*

In motivated reasoning, individuals are more likely to pay attention to information that _____.

a) challenges their self-concept

b) supports their beliefs ✓ correct

c) conflicts with their emotions

d) validates others

Q38. *[Multiple Choice]*

Jason believes that money actually does buy happiness. What can you tell him about predictors of happiness?

a) He is correct; financial stability is the best predictor of happiness and well-being.

b) He is correct; financial stability is one of the best predictors, along with physical health.

c) He is incorrect; the quality of a person's relationships is the best predictor of happiness and well-being. ✓ correct

d) He is incorrect; physical health, personal achievements, and quality of relationships are better

Q39. *[Multiple Choice]*

Motivated reasoning involves a conflict between _____.

a) accuracy and feeling good ✓ correct

b) right and wrong

c) acceptance and rejection

d) common ground and disagreement

Q40. *[Multiple Choice]*

Norman Triplett's research was the first known scientific approach to studying the effects of the social context on individuals' behavior. What did he study?

a) He observed that bicyclists tended to race faster when racing in the presence of others than when simply racing against a clock. ✓ correct

b) He noted that bicyclists tended to race faster when they were being timed versus when they were not being timed.

c) He explored why bicyclists tend to race with other bicyclists rather than race by themselves.

d) He examined why bicyclists were slower when they were in a negative mood.

Q41. *[Multiple Choice]*

Social psychologists distinguish themselves from individuals who rely on common sense when addressing inquiries about human behavior by _____.

a) rarely disagreeing with those individuals

b) ignoring common sense entirely

c) relying on their educated insights

d) using science and research to test hypotheses ✓ correct

Q42. *[Multiple Choice]*

The goal of understanding motivated reasoning is to _____.

a) Achieve consensus among individuals

b) train individuals to be more cognizant of their thoughts and actions

c) improve automatic decision-making processes

d) satisfy the needs for accuracy and feeling good ✓ correct

Q43. *[Multiple Choice]*

Unlike other species, humans' brains compared to our body size are massive. Why?

a) Humans engage in complex social interactions. ✓ correct

b) Humans are masters of their environment.

c) Humans are smarter than other animals.

d) Humans are the apex predators.

Q44. *[Multiple Choice]*

What contribution did Floyd Allport make to the establishment of social psychology?

a) He is the founder of psychological experimentation and wrote a thesis that social psychologists used to develop the field.

b) He published a social psychology textbook focusing on individuals in a social context and related experimentational methods. ✓ correct

c) He published the first research article in social psychology about his study on bicyclists' speeds in the presence of others.

d) He was the first to define "social context" as it relates to social psychology.

Q45. *[Multiple Choice]*

What has contributed to the growing breadth and relevance of social psychology in recent years?

a) the domination of social psychology by researchers from the United States

b) the development of international and multicultural perspectives ✓ correct

c) the recognition of universal social psychological phenomena across cultures

d) the intersection of social psychology with other fields of study

Q46. *[Multiple Choice]*

What is a hallmark of the field of social psychology?

a) the vast range of its investigations ✓ correct

b) the exploration into components of Western cultures

c) the purpose of solving mental health problems throughout the world

d) to ability to teach people to be better communicators

Q47. *[Multiple Choice]*

What is social isolation strongly linked to?

a) increased financial risk and fraud

b) cardiovascular disease and mortality ✓ correct

c) introversion and fear of strangers

d) poor eyesight and other sensory issues

Q48. *[Multiple Choice]*

What is the difference between individualistic cultures and collectivistic cultures?

a) Individualistic cultures are found in Western societies, whereas collectivistic cultures are found in Eastern societies.

b) Individualistic cultures tend to emphasize unique aspects of themselves that are separate from others, whereas collectivistic cultures emphasize their interdependence with close others ✓ correct

c) Collectivistic cultures tend to emphasize unique aspects of themselves that are separate from others, whereas individualistic cultures emphasize their interdependence with close others

d) Collectivistic cultures are found in Western societies, whereas individualistic cultures are found in Eastern societies.

Q49. *[Multiple Choice]*

What is the main focus of research on fast and slow thinking?

a) the influence of stereotypes on decision-making

b) the control we have over our thoughts and actions ✓ correct

c) the vulnerability to influences beyond our awareness

d) the training to regulate automatic impulses

Q50. *[Multiple Choice]*

What is the primary focus of social cognition research?

a) examining the role of emotions in social interactions

b) exploring how we perceive, remember, and interpret information about ourselves and others ✓ correct

c) investigating the influence of motivation on social behavior

d) analyzing basic information processing in stereotyping

Q51. *[Multiple Choice]*

What is the primary impact of social influence?

a) It diminishes the power of social networks.
b) It leads to strange challenges and trends.
c) It creates dramatic changes in society, both good and bad. ✓ correct
d) Its power via social media defines what is popular.

Q52. *[Multiple Choice]*

What is the purpose of cross-cultural research?

a) to examine racial and ethnic groups between cultures
b) to examine racial and ethnic groups within cultures
c) to compare and contrast people from different cultures ✓ correct
d) to compare and contrast people from the same culture

Q53. *[Multiple Choice]*

What is the purpose of the open science movement in social psychology?

a) to increase the sample size in studies
b) to make research materials and data more transparent and accessible ✓ correct
c) to adopt new and better statistical analysis techniques
d) to improve the reporting practices in social psychology

Q54. *[Multiple Choice]*

What was the focus of Gregory Walton's study examining women at engineering school who were taking courses in majors in which the large majority of students were men?

a) the impact of social belonging on academic performance ✓ correct
b) the influence of race on college success
c) the effects of gender differences on engineering exam results
d) the experiences of sexual harassment amongst women students

Q55. *[Multiple Choice]*

When social psychologists conduct research, they seek to answer their questions of interest by using experimentation and measurement. By doing so, they are using _____.

a) best research practices
b) common sense
c) the scientific method ✓ correct
d) philosophical principles

Q56. *[Multiple Choice]*

Which perspective in social cognition research emphasizes the role of cognition and downplays the role of emotion and motivation?

a) "cold" perspective ✓ correct
b) "hot" perspective
c) "integrated" perspective
d) "dominant" perspective

Q57. *[Multiple Choice]*

Which question would be of most interest to a social psychologist interested in social cognition?

a) How does the motive to control a social context influence people's emotional states?
b) Why are people motivated to feel good about themselves?
c) Which factors prevent people from reasoning accurately about their social context? ✓ correct
d) Which genes are involved in personality traits?

Q58. *[Multiple Choice]*

Which study would be an example of research on fast and slow thinking?

a) a study exploring if people are sometimes influenced by stereotypes even if they are motivated to not believe them ✓ correct

b) a study exploring the relationship that social media use has on self-esteem

c) a study exploring the effects perspective-taking exercises have on people's prosocial behavior

d) a study exploring if group conformity negatively affects individuals' mental health

Q59. *[Multiple Choice]*

Which subfield of psychology uses principles such as natural selection to understand human social behavior?

a) social psychology

b) behavioral economics

c) cognitive psychology

d) evolutionary psychology ✓ correct

Q60. *[Multiple Choice]*

Why are new changes in research practices, such as the open science movement, important for the field of social psychology?

a) to ensure the reproducibility and rigor of research findings ✓ correct

b) to attract more researchers to the field

c) to increase the overall number of published studies

d) to align with the practices of other related fields

Q61. *[Multiple Choice]*

Why did the textbook authors choose to integrate discussions of culture in every chapter instead of dedicating a separate chapter to it?

a) because cultural influences are only sometimes relevant

b) because there is not enough information about culture to write an entire chapter

c) because it was more easily digestible for students to read

d) because cultural influences are inherent in all aspects of social psychology ✓ correct

Q62. *[Multiple Choice]*

Why is Adolf Hitler relevant to the field of social psychology?

a) Nazi scientists were some of the first social psychologists, even though their experiments were violently unethical. Their research remains significant today.

b) His rise to power and its horrendous consequences led people to ask questions about violence, prejudice, genocide, conformity, and obedience. ✓ correct

c) He persuaded many social psychologists living in the United States and Europe in the 1930s to move to Germany, which is now the epicenter of the field.

d) He denounced the field, resulting in its near extinction until Germany lost the war. His defeat led to renewed interest and the birth of new ideas.

Q63. *[Multiple Choice]*

Why is the scientific method superior to relying on common sense?

a) Science has tested and debunked most common sense sayings.

b) It can be inaccurate and misleading in its simplicity. ✓ correct

c) Common sense ignores personality factors.

d) Nothing useful can be learned from using common sense.

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Q64. *[Multiple Choice]*

Why was it important for Xingyu Li and colleagues' research to explore different predictors of academic success across individualistic and collectivistic cultures?

a) They learned that some cultures value academic success while others do not, and so not all research can be relevant across cultures.

b) If they had only used participants from individualistic cultures, their results would have been more generalizable.

c) If they had not understood different priorities across various cultures, their results would have been biased in favor of individualistic cultures. ✓ correct

d) If they had only used participants from collectivistic cultures, their results would have been more generalizable.

Q65. *[Multiple Choice]*

Why would studying the impact of hot weather on people's aggressive behavior interest social psychologists?

a) Aggressive behavior affects other people. ✓ correct

b) It concerns people's thoughts and feelings.

c) Weather is a social influence.

d) Social psychologists also study nonsocial factors.

True/False (5)

Q66. *[True/False]*

Plato, an ancient Greek philosopher, made significant contributions to social psychology through his exploration of topics such as justice, morality, and the influence of society on individual behavior.

a) True ✓ correct

b) False

Correct answer: True

Q67. *[True/False]*

Slow thinking involves more deliberate and effortful cognitive processes.

a) True ✓ correct

b) False

Correct answer: True

Q68. *[True/False]*

Social psychology and philosophy share similar research methods and approaches.

a) True

b) False ✓ correct

Correct answer: False

Q69. *[True/False]*

The open science movement aims to promote transparency, accessibility, and reproducibility in scientific research, including social psychology.

a) True ✓ correct

b) False

Correct answer: True

Q70. *[True/False]*

World War II had a significant impact on the development of social psychology as it highlighted the power of social influence and conformity.

a) True ✓ correct

b) False

Correct answer: True

Essay (4)

Q71. *[Essay]*

How did the emergence of social psychology as an academic field during the early 20th century and its flourishing during World War II contribute to understanding and addressing the challenges posed by the war?

Suggested answer: *Sample response: The emergence of social psychology as a distinct academic field around the beginning of the 20th century marked a significant milestone in the study of human behavior. With its focus on understanding the influence of social factors on individual thoughts, feelings, and behaviors, social psychology offered valuable insights into the complex dynamics of human interactions. However, it was during World War II that social psychology truly flourished as the world grappled with tragic questions and challenges. The war brought forth unprecedented social, political, and psychological upheavals, prompting scholars and researchers to seek explanations for the unprecedented events unfolding before them. In addition, many social psychologists living in Europe in the 1930s fled to the United States and helped establish a critical mass of social psychologists who would give shape to the rapidly maturing field. Social psychology provided a lens through which to understand the psychological underpinnings of war, aggression, prejudice, and intergroup conflicts. It offered valuable perspectives on the dynamics of obedience, conformity, and propaganda, shedding light on the mechanisms through which individuals and societies were influenced and manipulated. The years just before, during, and soon after World War II marked an explosion of interest in social psychology. The desire and ability to study the critically important societal issues of the day quickly became part of the DNA of social psychology, and the application of social psychology to address the most compelling questions in society remains a hallmark of the field.*

Q72. *[Essay]*

How has online communication influenced research in social psychology?

Suggested answer: *Sample response: Online communication has had a significant impact on research in social psychology in several ways. It has fostered collaboration among researchers around the world, provided opportunities to study participants from diverse populations, and inspired investigations into the similarities and differences of social psychological phenomena in online versus offline contexts. Furthermore, online communication has expanded the reach of research by enabling the study of participants from different geographical locations and cultural backgrounds. Researchers can recruit participants through online platforms, allowing for greater diversity and representation in studies.*

Q73. *[Essay]*

What is the relationship between social psychology and common sense?

Suggested answer: *Sample response: 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, common sense 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.*

Q74. *[Essay]*

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

Suggested answer: *Sample response: Every individual possesses a common set of cognitive abilities that they use to navigate their intricate social environments. Nevertheless, the specific cognitive resources they employ and how they use them can be influenced by their cultural surroundings. Social psychologists aim to explore the universality of human behavior while also examining variations both across and within cultures in how these principles manifest. Relying solely on research participants from white, Western, individualistic cultures would result in an inaccurate and biased understanding of human social behavior.*

Hard

Multiple Choice (20)

Q75. *[Multiple Choice]*

Christopher likes both Adriana, with whom he has a lot in common, and Drea, who is totally different from him. His father says, “Opposites attract” and tells him to ask Drea on a date. But his mother says, “Birds of a feather flock together” and suggests he would be happier with Adriana. This illustrates the notion that common sense is _____.

a) identical to social psychology
b) unreliable and contradictory ✓ correct
c) always false
d) based on scientific research

Q76. *[Multiple Choice]*

Dr. Hough is developing a study to determine the role that genes play in an individual’s sexual identity, She is most likely a _____.

a) behavioral geneticist ✓ correct
b) evolutionary psychologist
c) biopsychologist
d) behavioral economist

Q77. *[Multiple Choice]*

Dr. Jones believes that men's attraction to women's body types has evolved over time to favor those that can effectively support pregnancy or reproduction. His stance most aligns with _____.

a) behavioral genetics
b) evolutionary psychology ✓ correct
c) sociology
d) social psychology

Q78. *[Multiple Choice]*

Dr. Kim is a physician and early test results suggest her patient has prostate cancer. However, after several diagnostic tests and a biopsy that came back negative, Dr. Kim reevaluates her original diagnosis. She acknowledges that she was mistaken and conducts further research to determine the correct diagnosis. In this case, what was her motivated reasoning?

a) accuracy ✓ correct
b) feeling good about herself
c) meaning
d) control

Q79. *[Multiple Choice]*

Dr. Malory, an economist, and Dr. Anderson, a social psychologist, are researching why people believe tickets to a concert are worth more when they already own them versus when they do not own them but have the chance to purchase them. Of what subfield would this study be an example?

a) sociology
b) behavioral genetics
c) behavioral economics ✓ correct
d) evolutionary psychology

Q80. *[Multiple Choice]*

Georgie's research primarily focuses on how romantic partners acquire, analyze, and make choices based on information about each other. Her research primarily falls within the domain of _____.

a) sociology
b) social cognition ✓ correct
c) evolutionary psychology
d) behavioral genetics

Q81. *[Multiple Choice]*

In which study does culture play a significant role in understanding the purpose of the research?

a) a study examining how graduate school impacts students' levels of depression and anxiety over time
b) a study examining how students from different socioeconomic backgrounds feel about their college majors ✓ correct
c) a study examining students' adjustment to college both before and after the COVID-19 pandemic
d) a study examining whether students' academic success in high school predicts career success

Q82. *[Multiple Choice]*

Janice wants to break curfew to catch a late movie by herself, but then she thinks about what her parents would say and decides to go home. Would a social psychologist be interested in this kind of behavior?

a) No, because there is no social context, as Janice is alone.
b) Yes, because Janice's behavior was influenced by imagining her parents. ✓ correct
c) No, because why people behave the way they do is not related to social psychology.
d) Yes, because social psychologists focus on adolescent misbehavior in their research.

Q83. *[Multiple Choice]*

Jason made a joke that hurt Molly's feelings, and so she tells him that his joke was hurtful. If Jason's motivated reasoning prioritizes feeling good over accuracy, how would he respond?

a) "You're right, that was hurtful."
b) "C'mon, Molly, it was just a joke." ✓ correct
c) "Okay, I won't say that again."
d) "I'm sorry, Molly."

Q84. *[Multiple Choice]*

Josiah usually maintains polite, distant boundaries with strangers and keeps to himself. Kendall routinely interacts with strangers by expressing gratitude and exchanging brief remarks. Who is more likely to report feeling happy after a social interaction with a stranger?

a) Josiah, because research shows happy people do not engage with strangers
b) Kendall, because research shows happy people talk to strangers on a regular basis
c) Josiah, because research shows his behavior has beneficial effects on happiness
d) Kendall, because research shows their behavior has beneficial effects on happiness ✓ correct

Q85. *[Multiple Choice]*

Keisha's great-grandfather has shown worsening signs of depression ever since the COVID-19 pandemic began because he now spends much of his time alone at home. With the proper precautions, how can Keisha best help her grandfather?

a) She can encourage him to spend more time with his friends and family. ✓ correct
b) She can go on walks with him, since the endorphins will improve his mood.
c) She can take him to a doctor, who can prescribe him medication.
d) She can move him to a nursing home so that he is not alone at home.

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Q86. *[Multiple Choice]*

Kobe is a recent graduate of a social psychology program. What is one type of place he could work that would put his degree to good use?

a) a medical center ✓ correct
b) a pet-sitting agency
c) a transcription servicer
d) a truck driving company

Q87. *[Multiple Choice]*

Maggie wonders what role genes play in extroversion and introversion. This research question is most characteristic of what field?

a) evolutionary psychology
b) biopsychology
c) cognitive psychologist
d) behavioral genetics ✓ correct

Q88. *[Multiple Choice]*

Megan just finished a painting and is very proud of her work. She knows she should ask her art teacher for some constructive feedback to improve it but chooses not to because she is afraid of endangering her sense of accomplishment. In this case, what was her motivated reasoning?

a) belonging
b) accuracy
c) feeling good about herself ✓ correct
d) affiliation

Q89. *[Multiple Choice]*

Regina bought a new dress and tried it on for her friend Kelsey to see what she thinks. Kelsey thinks the dress is awful but does not want to hurt her friend's feelings. She also knows Regina values her honest opinion. If Kelsey's motivated reasoning ultimately prioritizes accuracy over feeling good, for the sake of her friendship, what is the best way for her to respond?

a) "Wow, Kelsey, you look fabulous!"
b) "You know, I don't love the dress." ✓ correct
c) "That dress is ugly!"
d) "I cannot believe you would buy something like that."

Q90. *[Multiple Choice]*

Which is an example a study within the subfield of behavioral genetics?

a) the social influences on sexual identity
b) the effects of evolutionary factors on family dynamics
c) the extent to which political attitudes are inherited or not ✓ correct
d) the perceived worth of a lottery ticket

Q91. *[Multiple Choice]*

Which is an example of integrating "hot" and "cold" perspectives?

a) how unconscious feelings of superiority affects how you think about others ✓ correct
b) how decision-making is influenced by authority figures
c) how sexual attraction relates to love
d) how beliefs about fairness are related to political ideologies

Q92. *[Multiple Choice]*

Which profession does Dr. Garcia most likely belong to, considering her interest in documenting how the poverty within families contributes to adolescent crime rates?

a) clinical psychologist
b) economist
c) philosopher
d) sociologist ✓ correct

Q93. *[Multiple Choice]*

Which question exemplifies one topic of study in social psychology related to new communication technologies?

a) How are virtual reality environments created?
b) How was the internet invented?
c) What are factors that contribute to cyberbullying? ✓ correct
d) What will the features of the next iPhone be?

Q94. *[Multiple Choice]*

Which statement best characterizes the relationship between fast and slow thinking?

a) Fast thinking always overrides slow thinking in decision-making.
b) Fast and slow thinking can work together or separately in decision-making. ✓ correct
c) Slow thinking is more vulnerable to external influences than fast thinking.
d) Slow thinking is more effective and accurate than fast thinking.

Essay (6)

Q95. *[Essay]*

Consider the following situation: Lajuan does very poorly on an exam. If Lajuan is motivated by the need to feel good about himself (the self-esteem approach), what are some examples of what he could say to himself and others about his exam performance?

Suggested answer: *Sample response: Above all, Lajuan would try to make himself feel better about his performance. He may claim that he just did not care that much about the paper. Or he may claim that the instructor did not grade it fairly. Another possibility is that he will say that he did not try that hard on the paper, and the grade does not really reflect his abilities.*

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Q96. *[Essay]*

Describe how sociology and social psychology vary in their preferred level of analysis when tackling questions of interest. Provide a question or topic that is most suitable for a sociologist and explore how that question or topic can be adjusted to be addressed by a social psychologist.

Suggested answer: *Sample response: Disciplines differ in their preferred level of analysis when addressing questions of interest, reflecting their unique perspectives and methodologies. Sociologists tend to focus on the study of large social units such as institutions, organizations, and societies. In contrast, social psychologists concentrate on understanding individual behavior within social contexts. A question that aligns well with the sociological perspective is the examination of social inequality in educational institutions. Sociologists are interested in understanding how factors such as race, socioeconomic status, and gender influence access to quality education, educational outcomes, and the reproduction of social hierarchies. They may investigate patterns of educational attainment, educational disparities across different social groups, and the role of structural factors in perpetuating inequality. To address this question from a social psychological perspective, a social psychologist would shift the focus to understanding the psychological processes and interpersonal dynamics that contribute to educational inequalities. Instead of examining large-scale structural factors, the social psychologist would investigate the individual experiences, attitudes, and behaviors that perpetuate or challenge educational disparities. They might explore how stereotypes, implicit biases, or self-perceptions affect academic performance, motivation, and educational aspirations. By shifting the focus to the individual level, the social psychologist can delve into the cognitive, affective, and behavioral processes that underlie educational inequality. By understanding the psychological mechanisms at play, social psychologists can provide insights into interventions and strategies that can mitigate educational disparities and promote equitable outcomes.*

Q97. *[Essay]*

Discuss the impact of social belonging interventions on the academic success and long-term well-being of underrepresented students. Provide two examples from studies conducted by Gregory Walton and his colleagues.

Suggested answer: *Sample response: The social nature of individuals plays a significant role in shaping their experiences and outcomes, with even subtle cues about social connection having a profound effect on their lives. Social psychological research, such as the work conducted by Gregory Walton and his colleagues, has shed light on the detrimental impact of these concerns on academic performance and has explored the effectiveness of interventions aimed at improving social belonging. One noteworthy study conducted by Walton and his team focused on enhancing the academic success of women in a prestigious engineering school via a belongingness intervention, where the majority of students in their majors were men. Women in such fields often report feeling unwelcome and disrespected, which can hinder their performance. In this study, the researchers implemented an experiment involving a brief intervention aimed at countering these concerns. Surprisingly, with this brief intervention, the women achieved GPAs comparable to those of the men, effectively eliminating the gender gap. This study exemplifies the influential role of the perceived social context in real-world outcomes and highlights the power of interventions that address social belonging concerns. Furthermore, similar positive results have been observed for underrepresented Black students in predominantly White institutions through social-belonging interventions. Walton and his colleagues conducted a study where Black students received interventions aimed at enhancing their feelings of social belonging during their first year of college. The interventions had a profound impact on the students' academic performance throughout their college years. Notably, in a follow-up study conducted about a decade later, the Black participants who had received the intervention reported greater career satisfaction and overall well-being compared to those who had not received the intervention. These long-term positive effects demonstrated the enduring benefits of the social-belonging intervention, which continued to shape the participants' lives even years after its implementation.*

Q98. *[Essay]*

Eddie’s doctor recently told him that his cholesterol and blood pressure are too high and so he should consider some dietary and lifestyle changes. If this is fair advice and Eddie is motivated by the need for accuracy, which thoughts would he likely think, and which behaviors would he likely enact after this visit?

Suggested answer: *Sample response: If Eddie is motivated by the need for accuracy, Eddie might research healthy habits and nutrition information. He would likely then implement these behaviors, as he believes his doctor is correct and wants to improve his cholesterol and blood pressure levels.*

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Q99. *[Essay]*

How have advancements in technology impacted the field of social psychology?

Suggested answer: *Sample response: Advancements in technology have significantly impacted the field of social psychology. Researchers now have the ability to observe the brain in action through noninvasive procedures and measure health-related variables with ease. Techniques like positron emission tomography (PET), event-related potential (ERP), transcranial magnetic stimulation (TMS), and functional magnetic resonance imaging (fMRI) allow social psychologists to study the interplay between the brain and specific thoughts, feelings, and behaviors. These technologies enable researchers to identify immediate perceptions of threat or reward in individuals. Additionally, virtual reality has emerged as a valuable tool, facilitating high-tech experiments on teamwork, aggression, prejudice, altruism, and eyewitness testimony. By immersing participants in a virtual reality environment, researchers can explore questions that would otherwise be impractical, impossible, or unethical to investigate. These technological advancements have revolutionized the field of social psychology, making communication, collaboration, and participant access more efficient and accessible on a global scale.*

Q100. *[Essay]*

What is the open science movement in social psychology, and what do you believe are the most important ways it has influenced research practices?

Suggested answer: *Sample response: The open science movement in social psychology refers to a collective effort to promote transparency, accessibility, and reproducibility in research. It emphasizes the sharing of research materials, methods, hypotheses, and data to enhance scientific integrity and collaboration. Researchers involved in the open science movement strive to make their work more transparent and easily accessible to other researchers, allowing for greater scrutiny, replication, and extension of findings. The movement has had a profound impact on research practices in social psychology. It has led to the adoption of new standards and practices, such as larger sample sizes, pre-registration of studies, and the use of open-access journals. These changes aim to reduce biases, increase the reliability of research findings, and address issues related to publication bias and questionable research practices. Furthermore, the open science movement has promoted the use of open data repositories and encourages researchers to share their data and materials with others. This fosters collaboration, enables secondary analyses, and ensures that research findings can be verified and built upon by the scientific community. Overall, the open science movement in social psychology has transformed research practices by promoting transparency, accountability, and collaboration, ultimately enhancing the credibility and rigor of the field.*