Social Beings 4th edition Fiske Test Bank

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Chapter 1: Introduction: Adaptive Motives for Social Situations, via Cultures and Brains

1) What is the classic definition of social psychology?
- **The scientific attempt to explain how people's thoughts, feelings, and behaviors are influenced by the actual, imagined or implied presence of others**

2) The scientific belief in the significance of context in shaping people's thoughts, feelings and behaviors is known as what?
- **Situationism**

3) Ordinary people _____ personalities in shaping behavior and _____ situations in shaping behavior.
- **Overemphasize, underemphasize**

4) According to evolutionary psychology, what is the term used to emphasize the idea that some social groups survive better than others?
- **Group selection**

5) What are the five core social motives? List all five and define one in a sentence.
- **Belonging (the need for strong stable relationships)**
- **Understanding (the need for shared meaning and prediction)**
- **Controlling (the need for perceived contingency between behavior and outcomes)**
- **Enhancing Self (the need for viewing the self as basically worthy or improvable)**
- **Trusting Others (the need for viewing others as basically benign)**

6) Personality cannot be the whole explanation for behavior because it does not usually predict what?
- Specific behavior in a random situation

7) Which core social motive comprises people's desire to make sense of their environment in order to predict what will happen next?
- **Understanding**

8) When people attempt to make sense of their world, they often share their theories with other people, in an effort to reach agreement. What is another name for these shared understandings?
- **Social representations** or **Group meaning**

9) Which core social motive most represents a need for strong, stable relationships?
- **Belonging**

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10) Trauma caused by other people poses the gravest threat to which core social motive?
- **Trusting others**

11) Which core social motive corresponds to Robert White's (1959) concept of effectance?
- **Controlling**

12) Which core social motive includes the need to maintain self-esteem?
- **Enhancing self**

13) The need to perceive the social world as a benevolent place reflects which core social motive?
- **Trusting others**

14) What are the differences between individualist and collectivist cultures?
- **Individualist cultures emphasize the autonomous person while collectivist cultures emphasize groups (such as the family, the community, the organization, and the country).**

15) Cultural psychologists identify Asian, African, and South American cultures as more generally _____, while North American and European cultures are more _____ on the whole.
- **Collectivist, individualist**

16) The statement, "Sometimes when I am with others, I seem to lose track of what I personally want" reflects which cultural phenomenon?
- **Harmony control**

17) Sherif's (1935) experiment involving the autokinetic effect demonstrated the power of which general social psychological phenomenon?
- **Social influence** or **Norms**

18) Which branch of psychology takes into account Darwinian notions of inheritance and applies them to the design of the mind?
- **Evolutionary psychology**

19) Cultures that tend to emphasize power differentials between those at the top and bottom of a hierarchy are said to have high ____.
- **Power distance**

20) What is the social psychology term for all the action in communication that is made without words?
- **Nonverbal behavior**