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CHAPTER 2—Culture and Nature

MULTIPLE CHOICE

1. The case of Little Brenda, who was born a biological male but raised as a girl, illustrates that ____.
   a. virtually all human behavior is determined by nature rather than culture
   b. gender identity is almost completely based on upbringing rather than biology
   c. socialization is a powerful force, but there are limits to how much it can influence people
   d. as people age, nature becomes increasingly less important and nurture becomes increasingly more important

   ANS: C DIF: Easy REF: Introduction KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

2. If a child who was born a biological male were raised as a girl, what would most likely happen?
   a. The child would probably grow up to be a lesbian.
   b. The child would probably feel "different" from other girls throughout childhood, and ultimately seek to live life as a male.
   c. The child would actually most likely grow up to be a "normal" woman.
   d. It is impossible to predict; there are no known "patterns."

   ANS: B DIF: Moderate REF: Introduction KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

3. Suppose that a child who was born a biological female were raised as boy (given a male name, dressed in male clothes, etc.). Based on similar cases that have occurred in the past, it would be reasonable to expect that the child would ____.
   a. grow up to be a "normal" man
   b. feel and act "different" from childhood on
   c. feel and act "different" starting in early adulthood
   d. feel and act "different" in childhood, but ultimately grow up to be a "normal" man

   ANS: B DIF: Moderate REF: Introduction KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

4. The term "psyche" refers to ____.
   a. the self-concept
   b. the conscious mind only
   c. the unconscious mind only
   d. both the conscious and unconscious mind

   ANS: D DIF: Moderate REF: Nature and Social Behavior KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

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5. Jim's therapist concluded that there was "a lot going on in his psyche last week." What did his therapist mean by this?
   a. Jim had a busy week last week.
   b. Jim had a lot on his mind last week.
   c. Jim had a lot going on last week in terms of his interpersonal relationships.
   d. Jim had a poor sense of reality last week (in terms of who he was, where he was, what the date was, and so forth).

   ANS: B DIF: Moderate REF: Nature and Social Behavior KEY: Bloom's: Apply
   OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

6. Understanding what the human psyche was designed to do can help us to understand human behavior in the same way that ____.
   a. reading a product manual can help us understand what a product will do, and how it will react when treated in different ways
   b. reading a book report can help to shed light on, and elaborate upon, the ideas presented in a book
   c. explaining an idea to someone else can help us to better understand the idea ourselves
   d. determining the character of a person is largely based upon what kinds of friends that person has

   ANS: A DIF: Difficult REF: Nature and Social Behavior KEY: Bloom's: Apply
   OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

7. What is the most accurate statement regarding psychological processes?
   a. They are mostly based on nature throughout a person's life.
   b. They are based on a complex interaction between nature and culture throughout a person's life.
   c. They are mostly based on nature in infancy, and mostly based on culture in childhood and adulthood.
   d. They are mostly based on culture in infancy and childhood, and mostly based on nature in adulthood.

   ANS: B DIF: Moderate REF: Nature and Social Behavior KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

8. In social psychology, the "nature versus nurture" debate ____.
   a. rages on with more fervor as more controversies arise about its essential premise
   b. has largely died out; most social psychologists maintain that human behavior is shaped mostly by social forces
   c. has largely died out; most social psychologists maintain that human behavior is shaped mostly by genetic forces
   d. has been reframed; the debate now concerns how nature and nurture interact with one another and influence one another

   ANS: D DIF: Moderate REF: Nature and Social Behavior KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

9. The theory of evolution as proposed by Charles Darwin focuses primarily on ____.
   a. how change occurs in nature

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b. how change occurs via nurture
c. reproduction
d. gene mutation

ANS: A DIF: Moderate REF: Nature and Social Behavior KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

10. Charles Darwin, the biologist who proposed the theory of evolution, was ____.
a. American
b. British
c. Dutch
d. Australian

ANS: B DIF: Easy REF: Nature and Social Behavior KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

11. In evolutionary theory, the process of natural selection MOST favors the ____.
a. genes of people who are most physically fit
b. genes of people who reproduce the most
c. genes of people who survive the longest (even if they don't reproduce)
d. most unique (uncommon) genes in a population

ANS: B DIF: Moderate REF: Nature and Social Behavior KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

12. According to evolutionary theory, the traits of which man should be most favored by natural selection?
a. Tom, who has one child, and dies when he is 100
b. Juan, who has two children, and dies when he is 50
c. Oded, who has four children, and dies when he is 25
d. There is no difference; the traits of all three men will be equally favored.

ANS: C DIF: Easy REF: Nature and Social Behavior KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

13. Natural selection is best summed up by which phrase?
a. The most advantageous genes will survive to subsequent generations.
b. Certain behaviors exist that are "natural."
c. The most physically fit people will always survive the longest.
d. If something is natural, then it's right.

ANS: A DIF: Moderate REF: Nature and Social Behavior KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

14. Which statement is true regarding the phrase "survival of the fittest"?
a. The term "survival" refers to survival of genes in a population's gene pool.
b. The term "fittest" refers to the physical fitness of individual organisms.
c. It applies only to animals that do not have a division of labor.
d. It applies only to animals that do not have culture.

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ANS: A DIF: Difficult REF: Nature and Social Behavior KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

15. According to the text, which of the following best describes "change" in the traits of living things?
    a. Nature plans ahead and designs certain kinds of changes.
    b. Nature allows for living things to remain essentially unchanged from one generation to the next.
    c. Nature produces changes in living things that are essentially random.
    d. Nature, through the process of reproduction, is guaranteed to produce predictable outcomes in the traits of offspring.

    ANS: C DIF: Moderate REF: Nature and Social Behavior KEY: Bloom's: Understand
    OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

16. Who coined the term "survival of the fittest"?
    a. Charles Darwin
    b. Herbert Spencer
    c. David Buss
    d. Roy Baumeister

    ANS: B DIF: Difficult REF: Nature and Social Behavior KEY: Bloom's: Remember
    OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

17. Which statement about survival is most accurate?
    a. Survival is based on individual fitness, not on situational constraints.
    b. Survival depends totally on circumstances, not on individual fitness.
    c. Survival depends in part on both individual fitness and on environmental circumstance.
    d. Survival depends on gene mutation.

    ANS: C DIF: Difficult REF: Nature and Social Behavior KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

18. Reproductive success is defined by biologists as the ability to have ____.
    a. offspring
    b. multiple offspring
    c. multiple offspring who survive
    d. multiple offspring who also reproduce

    ANS: D DIF: Difficult REF: Nature and Social Behavior KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did. NOTES: Modified

19. According to your text, what factor do biologists emphasize as the MOST important to natural selection?
    a. survival
    b. mutation
    c. situation
    d. reproduction

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ANS: D DIF: Difficult REF: Nature and Social Behavior KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did. NOTES: Modified

20. A characteristic that is innate ____.
    a. results from the influence of environment
    b. is often difficult to change
    c. typically varies from culture to culture
    d. is independent of genetics

    ANS: B DIF: Difficult REF: Nature and Social Behavior KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did. NOTES: New

21. A mutation is a(n) ____.
    a. new gene or combination of genes
    b. representation of the fittest genes in the current generation
    c. genetic defect
    d. change in genetic structure resulting from chemical exposure

    ANS: A DIF: Easy REF: Nature and Social Behavior KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

22. Consider a mutation of the gene that determines female lifespan. The lifespan of a female with this mutation will change from 75 to 150 years. This mutation would ____.
    a. definitely be passed on and increase over time in future generations
    b. probably remain rare and not be passed on
    c. possibly be passed on or not, depending on how it interacted with the woman's childbearing frequency
    d. increase the number of sex partners the woman will want to have

    ANS: C DIF: Moderate REF: Nature and Social Behavior KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

23. Most of the explanations for human behavior ultimately lead back to two basic ways of answering these fundamental questions: ____.
    a. nature and nurture
    b. genotype and phenotype
    c. dominant and recessive transmission
    d. culture and environment

    ANS: A DIF: Difficult REF: Nature and Social Behavior KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did. NOTES: New

24. "Social brain theory" states that ____.
    a. the human brain evolved to enable humans to have rich, complex social lives
    b. the human brain evolved to allow humans to develop language
    c. humans are born with access to a "collective unconscious" (certain types of cumulative

social knowledge)
d. unlike to the left and right hemispheres in the brains of other animals, the two hemispheres in the human brain are much more "social" (communicative) with one another

ANS: A DIF: Moderate REF: Nature and Social Behavior KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

25. Across evolution, humans have competed most with ____ when trying to pass their genes passed down to subsequent generations.
a. other opposite-sex humans
b. other same-sex humans
c. other animal species
d. natural environmental forces

ANS: B DIF: Difficult REF: Nature and Social Behavior KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

26. In recent years, evolutionary psychologists have focused most attention on which topic?
a. racial/ethnic differences
b. gender differences
c. age differences
d. language differences

ANS: B DIF: Moderate REF: Nature and Social Behavior KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

27. According to your text, a major and recent concern of evolutionary psychologists has been to understand gender differences in ____.
a. courtship and sexuality
b. work environments
c. parenting and transitions
d. correlation to animal behavior

ANS: A DIF: Easy REF: Nature and Social Behavior KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

28. According to evolutionary theory, men should generally be more interested in ____ than women.
a. short-term sexual relationships
b. same-sex sexual relationships
c. passing their genes down to future generations
d. same-sex friendships

ANS: A DIF: Easy REF: Nature and Social Behavior KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

29. According to evolutionary theory, the main reason that males and females have different approaches when it comes to dating and mating is because ____.
a. males can have many more offspring than females in their lifetimes, with minimal

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investments of time and energy per offspring
b. males are more visually-oriented than females
c. females are physically weaker and more prone to diseases, including sexually-transmitted diseases
d. females are naturally more nurturing and emotionally intelligent than males

ANS: A DIF: Easy REF: Nature and Social Behavior KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

30. Seahorses show a reversal of the usual sex roles; male seahorses invest more time and energy into offspring than female seahorses do. What would an evolutionary psychologist be MOST likely to say about this?
a. The females are nonetheless probably still more interested in long-term, monogamous relationships than the males.
b. The females are nonetheless probably still more interested in having offspring than the males.
c. The males are probably even more interested (than males of other species) in finding a female mate who is physically attractive.
d. The males are probably less interested (than the males of other species) in having multiple sex partners.

ANS: D DIF: Difficult REF: Nature and Social Behavior KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

31. Research on the brain sizes of various animals has indicated that brain size is MOST strongly linked to a species' ____.
a. complexity of social structures
b. emotional intelligence
c. lifespan
d. empathy

ANS: A DIF: Moderate REF: Nature and Social Behavior KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

32. The human brain evolved to be larger than other animals' brains because it allowed humans to ____.
a. evolve from a sustenance way of life to an agrarian way of life
b. domesticate and control other species that posed significant threats
c. have rich and complex interpersonal relationships
d. learn how to plant, harvest, and store food

ANS: C DIF: Moderate REF: Nature and Social Behavior KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

33. Consider the research on the brain sizes of different animals. According to this research, (domesticated) dogs should have ____ than (wild, pack-living) wolves after adjustment for differences in body weight.
a. larger frontal lobes
b. larger left hemispheres
c. larger brains in general

d. smaller brains in general

ANS: D DIF: Difficult REF: Nature and Social Behavior KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did. NOTES: Modified

34. Research on the brain sizes of different animals would suggest that (domesticated) cats have ____ than (wild, pride-living) lions after adjustment for differences in weight.
a. smaller brains
b. larger brains
c. more developed right hemispheres
d. more developed left hemispheres

ANS: A DIF: Difficult REF: Nature and Social Behavior KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did. NOTES: Modified

35. According to your text, the downside of being social is that ____.
a. increasing the capacity of your brain is critical
b. achieving a solitary life is more difficult
c. having additional social support is cumbersome
d. resolving conflict is a constant necessity

ANS: B DIF: Moderate REF: Nature and Social Behavior KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did. NOTES: Modified

36. Sickle cell disease is caused by a genetic mutation and, when untreated, results in disability and early death. However, the mutation that causes sickle cell disease is associated with protection against malaria, especially early in life. As a result, you would expect to see sickle cell disease ____.
a. eradicated as quickly as malaria is eradicated
b. occur predominantly in populations that have historically low rates of malaria and similar diseases
c. occur at similar rates in all populations, since malaria can be found anywhere mosquitoes, which transmit malaria, are found
d. occur at higher rates among populations whose genetic heritage can be traces to areas with a high incidence of malaria

ANS: D DIF: Difficult
REF: Nature and Social Behavior KEY: Bloom's: Analyze OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did. NOTES: New

37. Social animals need something akin to ____ to help them adjust to group life.
a. self-concept
b. self-control
c. self-esteem
d. self-awareness

ANS: B DIF: Easy
REF: Nature and Social Behavior KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did. NOTES: New

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38. People with bigger social networks have been found to be bigger in some key brain parts, notably the ____.
    a. amygdala
    b. orbital prefrontal cortex
    c. primary somatosensory cortex
    d. arcuate fasciculus

    ANS: B DIF: Easy
    REF: Nature and Social Behavior KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did. NOTES: New

39. The term "culture" originally referred to ____.
    a. the human propensity to seek connections with others
    b. artistic and musical achievements
    c. what a large group of people have in common
    d. a system of farming

    ANS: D DIF: Difficult REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

40. Joe is from a Baptist background. Sarah is from a Lutheran background. They are arguing about whether or not it is "right" to baptize infants into the Christian faith. Even though they disagree on infant baptism, their argument is based on their common belief that the Christian faith is truth. This feature that underlies their argument illustrates what element of culture?
    a. culture as system
    b. culture as shared ideas
    c. culture as praxis
    d. culture as information

    ANS: B DIF: Difficult REF: Culture and Human Social Life KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

41. What is the best example of a "system" as that term is defined in your text?
    a. A network of computers that are all connected to each other
    b. A classroom of students listening to a professor lecture
    c. A rainforest in which different species of plants and animals depend on each other
    d. A building in which all the different forms of structural support keep it standing

    ANS: C DIF: Difficult REF: Culture and Human Social Life KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

42. Consider the many steps involved in how most people get their food in modern societies (e.g., steps involving everything from farms to factories to stores). This process is a good example of ____.
    a. "the conscious override"
    b. "the selfish gene"
    c. "nature says go, culture says stop"
    d. "putting people first"

    ANS: D DIF: Moderate REF: Culture and Human Social Life

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KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

43. What makes humans most unique from other animals is ____.
    a. culture
    b. communication
    c. social bonding
    d. division of labor

    ANS: A DIF: Easy REF: Culture and Human Social Life
    KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

44. Culture is best defined as ____, involving both ____ that allows people to live together and satisfy each other's needs.
    a. an information-based system; shared ideas and praxis
    b. an information-based system; morals and customs
    c. a language-based system; praxis and laws
    d. a language-based system; shared ideas and customs

    ANS: A DIF: Difficult REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

45. The term praxis best describes ____.
    a. cultural diversity
    b. social hierarchies
    c. practical ways of doing things
    d. shared belief systems

    ANS: C DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

46. What is the best example of praxis in American culture?
    a. The practice of children sleeping in separate rooms from their parents
    b. The increasing gap between the rich and the poor
    c. The belief in freedom of religion
    d. America's intervention ("War on Terror") in Iraq

    ANS: A DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

47. Which of the following is an example of a French praxis?
    a. the French flag
    b. drinking wine with dinner
    c. believing in ethnic assimilation
    d. close ties with other European nations

    ANS: B DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices

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and behavior and make culture a better way of being social.

48. Money has been part of human culture since ____.
    a. the beginning of time
    b. early civilizations
    c. about three thousand years ago
    d. only the past few hundred years

    ANS: C DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

49. Money's relationship with human biology is BEST described as ____.
    a. a financial "instinct"
    b. one that is programmed into our DNA
    c. an innately desirable commodity
    d. a development that is too recent to have directly shaped human nature biologically

    ANS: D DIF: Difficult REF: Culture and Human Social Life
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50. What is the LEAST likely explanation for one's motivation to work in pursuit of money?
    a. Money operates as a kind of tool to get what one wants.
    b. Money is similar to a drug in that it is pleasurable for its own sake.
    c. Money is an innate need ingrained in human nature since its existence.
    d. Money helps people obtain things that they desire.

    ANS: C DIF: Easy REF: Culture and Human Social Life
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51. Marlena works and works to earn as much money as she can, but she will rarely spend it, even to get things that she really needs. Marlena's behavior illustrates which analogy that Lea and Webley proposed to explain human motivation with respect to money?
    a. instinct
    b. tool
    c. drug
    d. bank

    ANS: C DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

52. Kirk works hard to earn as much money as he can. He tries to be a good steward of his money, using it to buy a solid house for his family to live in, healthy food for them to eat, cars so they can get around town, and so forth. Kirk's approach to money is most consistent with which of the following metaphors that Lea and Webley proposed to explain the human motivation towards the pursuit of money?
    a. instinct
    b. tool
    c. drug

d. bank

ANS: B DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

53. Keith Chen's work with animals and money suggests which of the following conclusions?
a. Animals were unable learn to deal with money in any fashion.
b. Animals were capable of learning a rudimentary grasp of money handling.
c. Animals were capable of using money with each other but never with humans.
d. Animals were capable of learning all aspects of money.

ANS: B DIF: Moderate REF: Culture and Human Social Life
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54. Molly was born in September, and the age cutoff for going to kindergarten in her school district is turning 5 by August 1st. Based on the relative age effect, Molly will MOST likely be one of the ____.
a. youngest in her class and therefore have an advantage
b. oldest in her class and therefore have an advantage
c. youngest in her class and therefore have a disadvantage
d. oldest in her class and therefore have a disadvantage

ANS: B DIF: Difficult REF: Culture and Human Social Life KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social. NOTES: Modified

55. The relative age effect best illustrates ____.
a. culture as praxis
b. culture as a system
c. culture as shared ideas
d. culture interacting with nature

ANS: D DIF: Difficult REF: Culture and Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

56. Unlike virtually all other animals, humans ____.
a. feel bad when they do not have enough to eat
b. develop strong aversions to any foods that have previously made them ill
c. will eat or not eat certain foods because of ideas
d. sometimes eat up to four or five times per day

ANS: C DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

57. Among animal species that are meat-eating, ____.
a. humans are the only species in which some individuals choose to be vegetarian
b. about 5% of the population of most species choose to be vegetarian
c. about 50% of the population of most species choose to be vegetarian
d. the tendency to follow a mostly vegetarian (rather than meat-eating) diet appears to be

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largely genetic

ANS: A DIF: Difficult REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

58. Vegetarianism is best described as an example of ____.
a. ideas, or culture, impacting human behavior
b. social, rather than cultural, behavior
c. a genetic mutation
d. an American praxis

ANS: A DIF: Moderate REF: Culture and Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

59. Research indicates that, across all contemporary human cultures, ____.
a. homosexuality is looked upon with disapproval
b. sex outside of marriage is illegal
c. women are expected to be virgins when married
d. men desire more sexual partners than women

ANS: D DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

60. Research on cross-cultural differences in sexuality has found that sex manuals written thousands of years ago in China covered ____ techniques that one would find in a sex manual today.
a. almost exactly the same
b. very little, and did not discuss almost any of the
c. a great deal more than the relatively simple
d. completely different techniques than the

ANS: A DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

61. In all contemporary human cultures, homosexual behavior is ____.
a. generally upon with disapproval
b. now accepted
c. viewed differently, in that it is accepted in some cultures and not accepted in others
d. generally looked down upon for males, but sometimes tolerated or even encouraged for females

ANS: C DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

62. Which of the following is one of the ways that cultural animals differ from social animals?
a. Only cultural animals help kin.
b. Only cultural animals can communicate with one another.

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c. Only cultural animals live in large groups.
d. Only cultural animals have complex divisions of labor.

ANS: D DIF: Difficult REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

63. In general, it would be most accurate to say that humans are ____, while other animals are ____.
a. social and cultural; just social
b. social and cultural; social and moral
c. just cultural; just moral
d. just cultural; social and cultural

ANS: A DIF: Easy REF: Culture and Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

64. Unlike social animals, cultural animals ____.
a. coordinate their actions to act together as a mass
b. copy things that they see each other doing
c. communicate with each other
d. sometimes help complete strangers

ANS: D DIF: Difficult REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

65. Which of the following is a cultural act (rather than just a social act)?
a. A group of ants working together to carry a piece of watermelon across the street
b. A group of baby ducks imitating the walk of an older duck
c. Two dogs aggressively barking at one another
d. A group of citizens obeying the state's laws about littering

ANS: D DIF: Easy REF: Culture and Human Social Life KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

66. Humans are different from other animals in several different ways. For example, unlike other animals, humans ____.
a. typically help next-of-kin in emergency situations
b. communicate about events or entities that are present in the moment
c. are able to form groups with multiple roles
d. prefer to take on one primary social role in their group

ANS: C DIF: Difficult REF: Culture and Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

67. Humans today still benefit from the famous invention of Alexander Graham Bell (the telephone). Even though Bell has been dead for generations, the basic technology he invented still lives on, and modern telephone systems have built off of and elaborated upon his invention. What best describes this?
a. generational division of labor

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b. network of trade and exchange
c. praxis of creativity
d. progress through preservation of knowledge

ANS: D DIF: Easy REF: Culture and Human Social Life KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

68. Humans today still benefit from the famous invention of the Wright brothers (the airplane). Even though they have been dead for generations, their basic technology still lives on, and modern aircrafts have built off of and elaborated upon their invention. What best describes this?
a. generational division of labor
b. network of trade and exchange
c. praxis of creativity
d. progress through preservation of knowledge

ANS: D DIF: Easy REF: Culture and Human Social Life KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

69. Unlike other animals, humans are able to continually build off of the knowledge and achievements of past generations. The textbook refers to this ability as ____.
a. progress
b. systematic culture
c. praxis
d. a network of exchange

ANS: A DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

70. One of the things that sets culture apart, and is one of its major advantages, is ____.
a. progress—the ability to store and build upon the knowledge and achievements of previous generations
b. communication—the ability to convey thoughts and preferences, even if just in one-word utterances or grunts
c. coordination—the ability for organisms to act together in a unified, organized fashion
d. the ability for organisms to engage in mutually beneficial actions—even if these actions are just between two relatives of the same species

ANS: A DIF: Difficult REF: Culture and Human Social Life KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

71. Which statement is true regarding division of labor and the exchange of goods and services?
a. These concepts are, by and large, unique to humans.
b. All cultural animals and social animals incorporate these concepts.
c. All cultural animals, but only some social animals, incorporate these ideas.
d. Not social animals naturally incorporate these ideas, but all social animals can learn them through imitation.

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ANS: A DIF: Moderate REF: Culture and Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

72. Which statement is most accurate regarding communication?
    a. Nonhuman species communicate visually and physically, but not aurally.
    b. Nonhuman and human species communicate to relate past events.
    c. All cultural animals use language to communicate.
    d. Most social animals have as complex a set of communication mechanisms as that of human language.

    ANS: C DIF: Difficult REF: Culture and Human Social Life
    KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

73. Which statement is MOST accurate?
    a. Non-human animals do not communicate with one another at all.
    b. Non-human animals communicate with one another, but they do not naturally have anything approximating human language.
    c. A few non-human animals have language in the same way that humans do, but most only communicate in very basic ways.
    d. While no non-human animals naturally have language in the same way that humans do, a few are capable of learning human language as well as humans.

    ANS: B DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

74. Social animals will generally help ___.
    a. anyone in need
    b. relatives
    c. other members of their community
    d. total strangers

    ANS: B DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

75. When a tornado hit Joplin, Missouri, many people from all over the United States donated money and time to help the individuals in need due to that disaster. This tendency to help even total strangers illustrates the textbook's classification of humans as ____.
    a. social animals
    b. unconditionally generous
    c. cultural animals
    d. conflict-driven animals

    ANS: C DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

76. When it comes to conflict, social animals tend to use ____ to resolve conflict.
    a. aggression

b. laws
c. moral codes
d. mediation

ANS: A DIF: Easy REF: Culture and Human Social Life KEY: Bloom's: Remember
OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

77. Social animal is to cultural animal as ____ is to ____.
a. compromise; moral principles
b. law; aggression
c. aggression; compromise
d. moral principles; law

ANS: C DIF: Difficult REF: Culture and Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

78. If biology measures success in terms of survival and reproduction, human culture ____.
a. has struggled over many years
b. has had some successes but an equal amount of failures
c. has had moderate success
d. has been very successful

ANS: D DIF: Moderate REF: Culture and Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

79. Which of the following is evidence of the success of human culture in biological terms?
a. Humans have tripled their average lifespan largely by virtue of research.
b. Humans are been able to stop migration and locate in the most temperate geographic locations.
c. Humans have increased their happiness levels through higher levels of social cognition.
d. Humans have decreased their population to improve conditions for more of the population.

ANS: A DIF: Moderate REF: Culture and Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

80. Collectivist cultures tend to be found in places where there are ____ pathogens; individualist cultures tend to be found in places where there are ____.
a. many; few
b. few; many
c. few; few
d. many; many

ANS: A DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Remember
OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

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81. Why are collectivist cultures found in places where there tend to be many pathogens?
    a. Cultures that are collectivist carry more disease.
    b. Cultures that are collectivist tolerate nonconformity more, thereby creating more pathogens in the environment.
    c. Cultures that develop in places with more pathogens put more pressure on people to conform in order to reduce the risk for disease.
    d. Cultures that develop in places with more pathogens do not have the proper social structures to combat pathogens.

    ANS: C DIF: Difficult REF: Culture and Human Social Life
    KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

82. The fact that collectivist cultures tend to spring up in places with abundant pathogens but individualist cultures tend to flourish in places with few pathogens best illustrates ____.
    a. culture influencing nature
    b. nature influencing culture
    c. genetic mutation influencing evolution
    d. evolution influencing the development of mutations

    ANS: B DIF: Difficult REF: Culture and Human Social Life
    KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

83. The idea that nature and culture changed together and shaped each other is known as ____.
    a. cooperation
    b. competition
    c. evolution
    d. co-evolution

    ANS: D DIF: Easy REF: Culture and Human Social Life KEY: Bloom's: Remember
    OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

84. Are social psychologists concerned with cross-cultural differences in behavior?
    a. In general, no—because cross-cultural questions are usually left to cultural psychologists and anthropologists.
    b. In general, no—because there are almost no cross-cultural differences in basic social psychological phenomena.
    c. Somewhat—most social psychologists are cautious about generalizing their findings to different cultures, but the majority of research is still done only in the U.S.
    d. In general, yes—most social psychologists are cautious about generalizing their findings to different cultures, and the majority of research is now replicated in at least one other culture before it is ever published.

    ANS: C DIF: Moderate REF: Culture and Human Social Life
    KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

85. When it comes to cross-cultural differences in behavior, people of all cultures ____.

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a. regard sleeping with one's children as morally wrong
b. are more aggressive when they are insulted than when they are praised
c. avoid sex with minors
d. drink coffee

ANS: B DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

86. When it comes to differences in familial sleeping arrangements across cultures, ____.
a. Japan is the only culture where young children sleep with their parents
b. the U.S. is the only culture where young children sleep alone
c. there are essentially no differences across cultures
d. there are a variety of different sleeping arrangements across cultures

ANS: D DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

87. The view that evolution shaped the human psyche so as to enable humans to create and take part in complex, advanced ways of being social is referred to as the ____ theory.
a. complex animal
b. duplex brain
c. social brain
d. cultural animal

ANS: D DIF: Easy
REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social. NOTES: New

88. Suppose you are a human resources professional and you employer has just imposed a number of new workplace conduct policies ranging from how phones and e-mails are to be answered to what is permitted on desks and cubicle walls. Based on what you know about how people learn, you would expect to find the best learning ____.
a. when individuals complete an online training alone
b. when individuals watch a video with coworkers they know from their own work group
c. when individuals watch a video with coworkers they do not know from other work groups
d. under any circumstances, as long as the material is clearly presented

ANS: B DIF: Difficult
REF: Culture and Human Social Life KEY: Bloom's: Analyze OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social. NOTES: New

89. Suppose someone has given you $1000 to spend. In general, you will get the most enjoyment if you spend it on ____.
a. an object you can only use alone
b. an object you can use with others
c. a solitary experience

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d. an experience you share with others

ANS: D DIF: Difficult
REF: Culture and Human Social Life KEY: Bloom's: Analyze OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social. NOTES: New

90. Research about the sex and sexuality has demonstrated that ____.
a. contraception is a relatively new idea
b. women often desire more sexual partners than do men
c. prostitution is found in most large cultures
d. male virginity is more prized than female virginity

ANS: C DIF: Easy
REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social. NOTES: New

91. Research on cultural differences indicates that ____.
a. they are far greater, especially with respect to essentials like eating and reproduction, than previously believed
b. they more often reflect differences in degree, such as the extent to which formal education is valued, than opposites
c. they are predominantly related to economic development and lessen as individual wealth increases
d. they are becoming increasingly wide and increasingly divisive, as communication across cultures increases

ANS: B DIF: Moderate
REF: Culture and Human Social Life KEY: Bloom's: Analyze OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social. NOTES: New

92. How does the modern notion of the automatic system relate to the Freudian idea of the unconscious mind?
a. They are completely unrelated ideas because of the physiological versus psychological bent of each.
b. They address opposite but complementary parts of the mind.
c. They both address the same part of the mind, but differ in their view of how this part functions.
d. They describe the exact same construct physiologically and psychologically.

ANS: C DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

93. The modern notion of the automatic system is BEST understood as ____.
a. a kind of conscious mind that warns you of danger based on immediate cognitive processes
b. a kind of conscious mind that helps you in decision-making
c. a kind of unconscious that is there to make your life easier

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d. a Freudian kind of unconscious full of repressed urges and thoughts that you are afraid to think

ANS: C DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

94. The automatic system in the duplex mind is BEST characterized as ____.
a. a little devil that often prompts you to "misbehave"
b. a diary that keeps a record of all of your secret fantasies and fears
c. a computer that faithfully records each and every experience you have ever had
d. a team of little robots doing lots of simple jobs to make your life easier

ANS: D DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

95. Which of the following is a deliberate process for MOST people?
a. driving
b. reciting the alphabet
c. reciting the numbers 1 through 10 in alphabetical order
d. walking

ANS: C DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

96. In the duplex mind, what is one way in which the automatic system differs from the deliberate system?
a. The automatic system is more flexible.
b. The automatic system is more precise.
c. The automatic system can only do one thing at a time.
d. The automatic system is faster.

ANS: D DIF: Difficult REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

97. The automatic system is to ____ as the deliberate system is to ____.
a. life-sustaining; life-enhancing
b. intuition; reasoning
c. planned; spontaneous
d. mental; physical

ANS: B DIF: Difficult REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

98. The automatic system is to quick feelings as the deliberate system is to ____.
a. full-blown emotions
b. unconscious emotions
c. uncontrollable emotions

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d. lack of emotions

ANS: A DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

99. Suppose that you were shown the calculation $5,672 + $2,004 + $2,744, and needed to calculate the sum quickly. How would your automatic system handle this information?
a. It would quickly see that the sum is about $10,000, but would not calculate the exact amount.
b. It would calculate the exact sum, but would take a few moments.
c. It would not process this information at all, since only the deliberate system deals with calculations.
d. It would store the numbers and operators separately to pass along to the deliberate system for calculation.

ANS: A DIF: Difficult REF: Important Features of Human Social Life
KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

100. The automatic system is ____.
a. incapable of experiencing emotions or having thoughts
b. incapable of experiencing emotions but is capable of having thoughts
c. capable of experiencing emotions but is incapable of having thoughts
d. capable both of experiencing emotions and of having thoughts

ANS: D DIF: Difficult REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

101. Suppose that you are in the market for a new car, and are having trouble deciding between two different models. If you ultimately decide to "go with your gut," then you are making a decision ____.
a. as a social animal (rather than a cultural animal)
b. based on the automatic system (rather than the deliberate system)
c. based on nurture (rather than nature)
d. based on the "bad is stronger than good" principle

ANS: B DIF: Difficult REF: Important Features of Human Social Life
KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

102. Suppose that you are in the market for a new car, and are having trouble deciding between two different models. If you ultimately decide to make your purchase based on the evaluations you read in *Consumer Reports*, then you are making a decision ____.
a. as a social animal (rather than a cultural animal)
b. based on the deliberate system (rather than the automatic system)
c. based on nature (rather than nurture)
d. based on the "bad is stronger than good" principle

ANS: B DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

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103. Devin claims that she does not have any negative stereotypes about women. But last week, when she called a technician to help her with a problem she was having with her computer, and the technician turned out to be a woman, a negative thought flashed through Devin's mind before she could stop herself ("Oh no," she thought, "a woman! A woman won't be able to help me with my problem!"). Devin surprised herself with this thought, and immediately tried to suppress it. What was going on here?
a. Devin's deliberate system was engaging in stereotyping.
b. Devin's deliberate system was engaging in prejudice.
c. Devin was showing a weak delay of gratification.
d. Devin's deliberate and automatic systems were "thinking" different things.

ANS: D DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

104. Psychologists who study the automatic versus deliberate systems have recently begun to conclude that the automatic mind does ____ than previously thought and is probably ____ than the conscious mind.
a. much more; much bigger
b. much more; much smaller
c. much less; much bigger
d. much less; much smaller

ANS: A DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

105. In general, social psychologists who research the duplex mind now believe that the automatic system is ____.
a. much bigger than the deliberate system
b. much smaller than the deliberate system
c. much more widely used in humans than in non-human animals
d. much more widely used by humans today than it was by humans in the past

ANS: A DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

106. Which statement is MOST accurate?
a. It would be impossible to function effectively in society without both the deliberate system and the automatic system.
b. It would be impossible to function effectively in society without the deliberate system, though one could function without the automatic system.
c. It would be impossible to function effectively in society without the automatic system, though one could function without the deliberate system.
d. Neither the automatic system nor the deliberate system is necessary to function effectively in society.

ANS: A DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

107. If humans had an automatic system but not a deliberate system, then it would probably be impossible for them to ____.
a. have children
b. learn how to bathe
c. think about the meaning of life
d. determine whether or not they were sexually attracted to someone

ANS: C DIF: Easy REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

108. In order for humans to function effectively in society, ____.
a. the automatic mind often needs to override the deliberate system
b. the deliberate mind often needs to override the automatic system
c. they need to focus on training the automatic system
d. they need to allow the deliberate system to operate more emotionally

ANS: B DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

109. Suppose that Ricardo is sitting in class, that he is extremely hungry, and that he spots his neighbor munching on a tempting snack. If Ricardo is like MOST people, then his automatic system would ____.
a. not even notice
b. notice but would not have any thoughts about it
c. prompt him to snatch the snack away from the neighbor
d. prompt him to think of a more socially acceptable way to get a snack

ANS: C DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Apply BJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

110. If a stranger provoked you by saying something to you that was highly offensive, and you experienced a strong, immediate urge to get violent with the stranger. What would the origin of the impulse most likely be?
a. The automatic system, because it is a "gut reactor"
b. The automatic system, because it is guided by intention
c. The deliberate system, because the person who provoked her was a stranger
d. The deliberate system, because the stranger's provocation was verbal

ANS: A DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

111. According to the textbook, compared to animals such as birds, humans ____ the acceptance of others in their social group.
a. must work much harder to gain
b. are completely uninterested in gaining
c. are much less interested in gaining
d. are equally interested in gaining

ANS: A DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.04: Describe how inner processes

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serve interpersonal functions.

112. Compared to animals such as birds, humans have ____.
a. to figure out what others in their species prefer and expect of them
b. straightforward rules on how to find a mate
c. to struggle more to find sustenance
d. a simpler time finding a place to live among others

ANS: A DIF: Easy REF: Important Features of Human Social Life
KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

113. Living in a culture offers ____ in comparison to living in a social group.
a. advantages and demands
b. advantages but not demands
c. demands but not advantages
d. neither advantages nor demands

ANS: A DIF: Easy REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

114. What do people have to do to obtain social acceptance?
a. Have generally good etiquette.
b. Be themselves, first and foremost.
c. Comply with the laws and regulations of society.
d. Fit the social requirements of their specific culture and era.

ANS: D DIF: Easy REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions. NOTES: Modified

115. Research suggests that humans evolved large brains not to better understand the environment around them, but rather to increase the capability for interpersonal relations. This idea is known as ____
a. social brain theory
b. relational cortex theory
c. the interpersonal brain hypothesis
d. the relational brain hypothesis

ANS: A DIF: Easy REF: Important Features of Human Social Life
KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

116. Research suggests that humans evolved relatively large brains in order to ____.
a. increase their capacity for complex interpersonal relationships
b. allow them to more effectively navigate complicated terrain
c. allow them to outsmart predators
d. allow them to develop language

ANS: A DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve

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interpersonal functions.

117. Which of the following best illustrates the theme "inner processes serve interpersonal functions"?
a. In conversation, people learn that they share similar feelings and a bond develops.
b. A man recognizes that he is feeling angry.
c. A child realizes that he is hungry.
d. A jogger starts to feel thirsty.

ANS: B DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

118. Humans most likely evolved the capacity for interpersonal affection and love ____.
a. because these traits improved their ability to find meaning in life
b. because these traits made life more enjoyable
c. simply as a byproduct of other evolved traits
d. because these traits improved their ability to connect with one another

ANS: D DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

119. According to social brain theory, what enables humans to connect with one another?
a. availability of essential needs
b. mating rituals
c. adaptive skills
d. psychological traits

ANS: D DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

120. The automatic system is to ____ as the deliberate system is to ____.
a. nature; culture
b. culture; nature
c. natural selection; mutation
d. mutation; natural selection

ANS: A DIF: Easy REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

121. Which saying is a general theme that emerges in research on human nature and culture?
a. "Nature wants war; culture wants peace"
b. "Nature wants a little; culture wants a lot"
c. "Nature says tomorrow; culture says today"
d. "Nature says go; culture says stop"

ANS: D DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

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122. In general, ____ psychologists believe that natural selection happens at the individual level. And in general, ____ psychologists believe that it can happen at the group level as well.
a. virtually all; a few
b. virtually all; zero
c. a few; a few
d. a few; zero

ANS: A DIF: Difficult REF: Important Features of Human Social Life
KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

123. The notion of "group selection" has mostly been ____.
a. accepted by biologists
b. accepted by some biologists and rejected by others
c. debated, but not resolved
d. rejected by biologists

ANS: D DIF: Difficult REF: Important Features of Human Social Life
KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

124. In general, social psychologists believe that natural selection happens at a(n) ____.
a. group level rather than an individual level
b. individual level rather than a group level
c. cultural level rather than a group level
d. group level rather than a cultural level

ANS: B DIF: Difficult REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

125. In general, one could accurately say that humans have evolved to ____.
a. be selfish rather than to care about other people
b. care about their families more than they care about themselves
c. care about their large social networks just as much as they care about their families
d. care about themselves more than others—though only in life-or-death situations

ANS: A DIF: Easy REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

126. Natural selection *least* favors people caring about the ____.
a. past
b. present
c. future
d. distant future

ANS: D DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

127. When researchers have studied delay of gratification using simple tasks with food rewards, they have found that chimpanzees are ____.
   a. far better at it than humans
   b. far worse at it than humans
   c. about the same at it as humans
   d. about the same at it as humans, though they are more capable than humans of improving their ability to delay gratification

   ANS: B DIF: Moderate REF: Important Features of Human Social Life
   KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

128. Dr. Snooky is administering a psychological test to a group of children. She is offering them one cookie now, or three cookies if they can wait 20 minutes. Dr. Snooky is probably testing the children's' ____.
   a. locus of control
   b. delay of gratification
   c. self-monitoring
   d. possible selves

   ANS: B DIF: Easy REF: Important Features of Human Social Life
   KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

129. Which statement is the most descriptive shorthand term for the trade-off involved in "delay of gratification" research?
   a. "Now versus tomorrow"
   b. "Nature versus culture"
   c. "Stop versus go"
   d. "Self versus society"

   ANS: A DIF: Moderate REF: Important Features of Human Social Life
   KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

130. Researchers who study "delay of gratification" are essentially studying ____.
   a. time trade-offs
   b. the automatic versus conscious system
   c. networks of trade and exchange
   d. praxis

   ANS: A DIF: Easy REF: Important Features of Human Social Life
   KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

131. For most people, going to college requires sacrificing immediate comforts and pleasures for the sake of a better future life. That is, for most people, college is ____.
   a. an exercise in delay of gratification
   b. a way to avoid natural selection
   c. an example of how the automatic mind supersedes the conscious mind
   d. an example of "peace versus war" psychology

   ANS: A DIF: Moderate REF: Important Features of Human Social Life

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KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

132. When faced with a time trade-off, nature tends to ____.
a. care more about the present than the future
b. care more about the past than the present
c. care more about the past than the future
d. care more about the future than the present

ANS: A DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

133. Do politicians acknowledge the trade-offs that are inherent to political decisions?
a. No; politicians appear to be unaware of these trade-offs.
b. Yes; politicians appear to hyper-aware of trade-offs, and acknowledge them much more than the average person.
c. Politicians tend to be upfront about these trade-offs when running for office, but generally fail to acknowledge trade-offs once they are in office.
d. Politicians tend to downplay or ignore trade-offs when running for office, though they seem to acknowledge trade-offs once they are in office.

ANS: D DIF: Difficult REF: Important Features of Human Social Life
KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

134. In speeches about political policies, politicians tend to ____.
a. grossly overemphasize trade-offs when they are running for office
b. ignore trade-offs when they are running for office
c. grossly overemphasize trade-offs once they are in office
d. ignore trade-offs once they are in office

ANS: B DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

135. Politicians frequently face the trade-off of ____ to help assure that they will get elected versus ____ and possibly jeopardizing their chances of getting reelected.
a. oversimplifying issues; being honest about the complexity of issues
b. being honest about the complexity of issues; oversimplifying issues
c. acting based on the automatic system; acting based on the conscious system
d. acting based on the conscious system; acting based on the automatic system

ANS: A DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

136. If Barack Obama is like most politicians, then he probably ____.
a. overemphasized political trade-offs the first time he ran for office, but disregarded them when he was running for reelection
b. overemphasized political trade-offs when he was running for reelection, but disregarded

them the first time he ran for office
c. disregarded political trade-offs the first time he ran for office as well as when he was running for reelection
d. disregarded political trade-offs when in office as well as when running for reelection

ANS: C DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

137. Olivia is thinking about applying to law school, but doesn't have a good feeling for how much she would enjoy it and whether law would be the right career path for her. If she is like most people, she will be most likely to start exploring the idea of law school by ____.
a. observing other law students or lawyers, to see whether she can identify with them, or see herself in their shoes
b. reflecting upon personal experiences she has had that might be relevant to law school (e.g., the time she spent on the debate team in high school), and thinking about how much she got out of those experiences
c. talking to friends, family, and fellow students to solicit their input and advice
d. going online or to the library and looking at hard core demographic statistics, to see whether she fits the "right" demographic profile

ANS: C DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

138. Suppose that you were trying to find of a good place to eat. Research suggests that if you were a dog, you would ____, but that if you were a human you would ____.
a. look to the environment (e.g., walk around and try to find something good); look to other humans (e.g., ask a friend)
b. look to the environment (e.g., walk around and try to find something good); also look to the environment
c. look to other dogs (e.g., look to see what other dogs were up to); look to other humans (e.g., ask a friend)
d. look to other dogs (e.g., look to see what other dogs were up to); look to the environment (e.g., drive around and try to find something good)

ANS: A DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

139. In describing general patterns in human nature, the textbook discusses the notion of "putting people first." This is the idea that most of the time, ____.
a. people act in an altruistic (charitable) way toward others
b. people act in a self-interested way
c. people look to other people (rather than the environment) for information
d. people have more respect for other people than they do for themselves

ANS: C DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

140. One of the ways that humans are different from other species is that our sensory organs are ____.

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a. focused more on resolution than on detection
b. focused more on detection than on resolution
c. focused more on visual stimuli than auditory stimuli
d. focused more on visual stimuli than tactile stimuli

ANS: A DIF: Difficult REF: Important Features of Human Social Life
KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

141. Compared to the sensory organs of other animals, humans' sensory organs are particularly well-suited for ____.
a. perceiving things distinctly or accurately
b. perceiving a range of different stimuli
c. perceiving objects that are up close
d. perceiving objects that are far away

ANS: A DIF: Difficult REF: Important Features of Human Social Life
KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

142. Compared to other animals' sensory organs, humans' sensory organs are especially good at ____.
a. noticing right away if there is a person in the distance, even if that person is very far away
b. distinguishing the faces of two very similar-looking people
c. hearing sounds that are very high or low frequency
d. remembering sensory information

ANS: B DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

143. Compared to most animals, when humans need information they show a strong tendency to look ____.
a. at their own past experience
b. toward the physical world
c. to each other
d. toward other species

ANS: C DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

144. If culture were a business, it would probably make the MOST sense to think of it as ____.
a. a general store
b. an exclusive health club
c. a pharmaceutical company
d. an advertising agency

ANS: A DIF: Easy REF: Important Features of Human Social Life
KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

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145. Recall Solomon Asch's famous line-judging studies. In these studies, research subjects were asked to make judgments about unambiguous stimuli. They were asked to do this while in the presence of confederates who consistently gave incorrect responses. According to the textbook, one of the important conclusions to be drawn from Asch's research is that ____.
    a. people look to authority figures for information—rather than to the environment
    b. people look to authority figures for information—rather than to one another
    c. people look to the environment for information—rather than to one another
    d. people look to one another for information—rather than to the environment

    ANS: D DIF: Moderate REF: Important Features of Human Social Life
    KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

146. Which famous social psychological study best illustrates the idea that humans tend to "put people first"?
    a. Philip Zimbardo's "Stanford prison" research on the power of the situation in affecting human behavior
    b. Stanley Milgram's "shocking" research on obedience to authority
    c. Solomon Asch's "line judgment" research on conformity
    d. Claude Steele's research on "stereotype threat"

    ANS: C DIF: Moderate REF: Important Features of Human Social Life
    KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

147. According to your text, which of the following makes us most human?
    a. The size of our brain size relative to our body size
    b. The fact that we walk upright
    c. The fact that we communicate by talking
    d. The degree to which our life is enmeshed with culture

    ANS: D DIF: Difficult
    REF: What Makes Us Human? Putting the Cultural Animal in Perspective KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

148. Some of the problems that are unique to humans, like suicide and genocide, are due to ____.
    a. nature
    b. culture
    c. evolution
    d. mutation

    ANS: B DIF: Easy
    REF: What Makes Us Human? Putting the Cultural Animal in Perspective KEY: Bloom's: Understand
    OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

TRUE/FALSE

1. Understanding how the human psyche works can help us to understand human behavior.

    ANS: T DIF: Easy REF: Nature and Social Behavior KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the

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way it did.

2. The two ways of prolonging life are mutation and reproduction.

   ANS: F DIF: Easy REF: Nature and Social Behavior KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

3. Culture is simply a shared way of doing things.

   ANS: F DIF: Difficult REF: Culture and Human Social Life KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

4. Driving on the right-hand side of the road in the United States is an example of praxis.

   ANS: T DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

5. Keith Chen's work on money use in monkeys indicates that monkeys were able to learn rudimentary aspects of money handling.

   ANS: T DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

6. Humans appear to be the only animals that make decisions about what to eat or not eat for ideological reasons.

   ANS: T DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

7. Research suggests that everywhere in the world, there is a cultural norm for women to remain virgins until married.

   ANS: F DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

8. Homosexual activity is looked upon as abnormal in all contemporary societies.

   ANS: F DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

9. The automatic system (not the deliberate system) runs almost everything we do.

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ANS: T DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

10. The automatic system and the deliberate system operate almost completely independently of one another.

ANS: F DIF: Difficult REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

11. Research indicates that humans and other primates (e.g., chimpanzees) evolved to care more about the future than about immediate costs and benefits.

ANS: F DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

12. A tradeoff is a choice in which choosing in one direction will maximize one benefit, but force you to sacrifice another benefit.

ANS: T DIF: Easy REF: Important Features of Human Social Life
KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

13. Research on delay of gratification looks at how people make tradeoffs between "now versus tomorrow."

ANS: T DIF: Difficult REF: Important Features of Human Social Life
KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

14. Research suggests that people would prefer to gain money over social acceptance.

ANS: F DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

15. An important finding in Solomon Asch's research (where people were asked to judge unambiguous stimuli while in the presence of confederates who consistently gave the wrong response) was that we often look to others for information instead of looking to the environment.

ANS: T DIF: Moderate REF: Important Features of Human Social Life
KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

COMPLETION

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1. Just as the user's manual for a new electronic device explains what the device can do, how it will respond when treated in certain ways, and how it will interface with other devices, information about the _____ provides us with important information about how humans will behave and interact in different situations.

   ANS: psyche

   DIF: Difficult REF: Nature and Social Behavior KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

2. According to evolutionary theory, if a(n) _____ leads to greater reproductive success in an organism, then it should become more prevalent in the population.

   ANS: trait

   DIF: Easy REF: Nature and Social Behavior KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

3. In recent years, evolutionary psychologists have begun to stress that _____ is more important than _____ in driving natural selection.

   ANS: reproduction survival

   DIF: Difficult REF: Nature and Social Behavior KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

4. A(n) _____ is a new gene or combination of genes that can introduce new traits into a population.

   ANS: mutation

   DIF: Difficult REF: Nature and Social Behavior KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

5. While many animals can be accurately described as social animals, only humans can additionally be described as _____ animals.

   ANS: cultural

   DIF: Easy REF: Culture and Human Social Life KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

6. Another term for "culturally shared ways of doing things" is _____.

   ANS: praxis

   DIF: Difficult REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

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7. Culture is a(n) _____ system involving shared understandings and praxis, enabling people to live together in an organized fashion to get what they need.

   ANS: information-based
   information based

   DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

8. The tendency for children who started school later to be more likely to be considered "gifted" is an example of the _____.

   ANS: relative age effect

   DIF: Moderate REF: Culture and Human Social Life KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

9. More diseases cause people to be more _____, especially toward people who look different, as if the body automatically suspects strange-looking people of carrying illness.

   ANS: prejudiced

   DIF: Difficult REF: Culture and Human Social Life KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

10. The two systems in the duplex mind are called the _____ system and the _____ system.

    ANS: automatic deliberate
    deliberate automatic

    DIF: Moderate REF: Important Features of Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

11. In order for people to operate successfully in culture, the relatively impulsive automatic system often needs to be overridden by the more rational _____ system.

    ANS: deliberate

    DIF: Easy REF: Important Features of Human Social Life KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

12. Culture primarily serves to teach people _____.

    ANS: restraint
    self-control
    self control

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DIF: Difficult REF: Important Features of Human Social Life KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

13. The idea that the human brain has evolved specifically to enhance humans' ability to form relationships, interact, and—ultimately—develop culture is known as _____.

ANS: social brain theory

DIF: Moderate REF: Important Features of Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

14. When people have a problem or need, they most often look to _____ for help.

ANS: other people
people

DIF: Moderate REF: Important Features of Human Social Life KEY: Bloom's: Remember OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

15. Having a smaller car improves your gas mileage and is better for the environment, but you may get a more severe injury in an accident or feel a little cramped. This statement illustrates a(n) _____.

ANS: tradeoff

DIF: Easy REF: Important Features of Human Social Life KEY: Bloom's: Apply OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

ESSAY

1. The text discusses the notion of natural selection. Explain how this works and elaborate on how natural selection led to gender differences in mating strategies.

ANS:
- Possible response points:
  - The process of natural selection is the process by which nature "chooses" which genes/traits will be passed down to future generations. People with genes/traits that are best suited to successfully reproduce within a given environment will (naturally) be those who will reproduce the most and thus pass down their genes at a relatively high rate. To the extent that certain genes/traits are "selected" at high rates, a greater and greater percentage of subsequent generations will end up possessing those genes/traits, until—ultimately—the population can be said to have "evolved" completely.
  - Natural selection operates on the basis of two main criteria: survival and reproduction; in order for an organism's traits to be passed down to future generations, the organism must survive long enough to successfully reproduce.
  - Evolutionary psychologists argue that males and females faced different selective pressures during the course of human evolution, as a consequence of their different

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capacities for passing on their genes (men can theoretically pass on their genes to hundreds of offspring with very little investment, while for women there is a much lower upper limit on the number of children that are possible, and each child requires a large investment of time and energy). It appears that natural selection therefore operated differently on the two sexes—leading men to be relatively more interested in short-term relationships with many mates, and women to be relatively interested in long-term and secure relationships with fewer mates.

DIF: Difficult REF: Nature and Social Behavior KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

2. Explain the fundamental principles behind social brain theory.

ANS:

- Possible response points:
  - Social brain theory begins with comparing the brain size of different species to see what behavioral differences go with larger brains.
  - Such comparisons of brain size usually have to adjust for the proportion of the brain size with respect to body size.
  - In general, research in this area has revealed that larger brains tend to be found in more social species. Bigger brains tend to go with having to live in larger and more complex social groups.
  - The implication of social brain theory is that our brain is primarily for understanding each other, not just the world around us.

DIF: Difficult REF: Nature and Social Behavior KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.01: Explain how and why the human brain evolved the way it did.

3. The text distinguishes between social animals and cultural animals. Identify and discuss three important differences between social animals and cultural animals.

ANS:

- Possible response points:
  - Social animals work together side by side; cultural animals employ divisions of labor.
  - Social animals may learn small things from one another; cultural animals deliberately share information and ways of doing things.
  - Social animals communicate about the here and now using grunts and barks; cultural animals use language to communicate about events far removed from the here and now.
  - Social animals help immediate kin; cultural animals have a broader sense of community.
  - Social animals rely on aggression to resolve conflicts; cultural animals also rely on laws and ethics.

DIF: Difficult REF: Culture and Human Social Life KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

4. Discuss the general notion of culture. What is it? What kinds of things does it include? What are its key advantages and disadvantages?

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ANS:

- Possible response points:
  - Culture is an information-based system in which many people work together to help satisfy people's social and biological needs.
  - It includes shared beliefs, meanings, values, and ways of doing things.
  - Some advantages are:
    - Language (increasing knowledge)
    - Progress (allowing for cumulative achievements)
    - Division of labor (increasing productivity)
    - Network of trade and exchange (allowing for mutually beneficial transactions)

DIF: Difficult REF: Culture and Human Social Life KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

5. Explain how nature and culture might interact using the relative age effect.

ANS:
- Possible response points:
  - The relative age effect is the observation that children with birthdays that "just missed" the cutoff to start kindergarten--and thus are the oldest in their classes--tend to do better athletically, scholastically, and in a variety of ways.
  - This happens in hockey, for example, because these older children in their "age group" tend to be bigger, stronger, and faster. Therefore, they get more coaching time and tend to have greater success in the hockey arena. Over time, this success, due to their physical nature, reinforces them for participating in sports and makes them want to persist. The younger, smaller children tend to be more likely to drop out of hockey participation.
  - Yet this effect is also due to culture. Cultural practice is what created a date cutoff for starting school in the first place. Indeed, the fact that there is a school at all is a cultural practice. Culture created the date cutoff, nature created the size differentials around that date.
  - Social animals help immediate kin; cultural animals have a broader sense of community.
  - Social animals rely on aggression to resolve conflicts; cultural animals also rely on laws and ethics.

DIF: Difficult REF: Culture and Human Social Life KEY: Bloom's: Understand OBJ: SOCP.BAUM.17.02.02: Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

6. The so-called duplex mind is made up of the automatic system and the deliberate system. Compare and contrast these two systems. What are their different capabilities? What are their strengths and weaknesses? What are different examples of automatic versus deliberate processes?

ANS:

- Possible response points:
  - The automatic system is unconscious and relatively effortless.

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- The automatic system is faster.
- The automatic system can perform multiple processes simultaneously.
- The automatic system is less flexible.
- The automatic system is less precise (makes estimates rather than calculations; is relatively poor at combining information).
- The automatic system is less able to handle complex operations.
- The automatic system relies on intuition (rather than reason) and on simpler emotions (rather than complex ones).
- The automatic system would handle activities like walking, perceiving visual and auditory stimuli, reciting the alphabet, scratching an itch, and forming first impressions of people; the deliberate system would handle activities like solving a calculus problem, thinking about what car to buy, or preparing a tax return.

DIF: Difficult REF: Important Features of Human Social Life KEY: Bloom's: Understand
OBJ: SOCP.BAUM.17.02.03: Summarize how the two system of the duplex mind differ and work together.

7. The text talks about the importance of tradeoffs in human choices. Explain the role of time in many of these tradeoffs, and what portion of time (present or future) nature and culture have built us to favor in such situations.

ANS:
- Possible response points:
  - Time often forces humans to choose between something that is immediately gratifying, and something that is less gratifying in the present but will produce more gratification in the long run.
  - The tradeoff that time forces us to make has been called "delay of gratification", because it centers on whether we will select the immediately satisfying (but less beneficial) choice or if we will choose the initially more difficult path that will pay dividends down the road.
  - Nature had built us to favor the present over the future. Sensory organs and emotions tell us what is immediate, not what might be in the future.
  - Yet in spite of nature, humans are routinely able to think ahead to the future. Our culture helps us overcome our natural tendency to make choices about the future.

DIF: Difficult REF: Important Features of Human Social Life KEY: Bloom's: Understand
OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

8. The textbook argues that humans have been shaped by culture to participate in culture. How has this shaping process occurred?

ANS:
- Possible response points:
  - Humans have a uniquely strong ability to form interpersonal relationships, operate within complex social systems, and effectively communicate with one another.
  - It seems that forming and maintaining social relationships is what sets us apart from other animals.
  - It also appears that many of the skills and abilities humans possess evolved in order for humans to better form and maintain social relationships.
    - Evidence of this comes from the fact that people (more often than other animals)

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look to one another for information rather to the environment.
- Evidence for this also comes from the fact that human sensory organs seem to be designed for accurate interpersonal perception.

DIF: Difficult REF: Important Features of Human Social Life KEY: Bloom's: Understand
OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

9. Jonathon starts to feel angry at his roommate for some inconsiderate behavior. His anger causes him to speak in a short, clipped tone to his roommate, and their interaction becomes tenser from there. Both of them dislike the tenseness of the interaction, and eventually these feelings become so uncomfortable that they clear the air through discussion. Explain which theme from the text best illustrates this scenario and why.

ANS:
- Possible response points:
  - This scenario illustrates the "inner processes serve interpersonal functions" theme.
  - In this scenario, Jonathon experiences a couple of inner processes that determine what happens interpersonally with his roommate. First, he is angry, which makes him interact in a less than kind way. Secondly, the tense nature of the interaction creates a sense of discomfort in him internally (another inner process) that drives him to clear the air with his roommate.
  - The text has other themes, but they do not fit this scenario as well. "Nature says go, culture says stop" doesn't fit, because this does not particularly show Jonathon or his roommate "holding back" a natural response due to cultural norms.
  - "Putting people first" is also not well illustrated in this scenario. This scene does not really pit Jonathon seeking information from a person versus another source, which is what would illustrate this particular theme.

DIF: Moderate REF: Important Features of Human Social Life KEY: Bloom's: Apply
OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

10. Describe a tradeoff you have had to make in your life.

ANS:
- Possible response points:
  - Answers may vary, but all responses should address dual nature of the tradeoff--with one "path" leading to maximizing one benefit while sacrificing another, and the second path reversing this pattern.
  - Some common responses may include the student decision to attend college. Attending college results in sacrificing immediate income earned for future earnings. Going to college early means earning less now but earning more later. Not attending college means greater earnings in one's youth, but less earning potential in the future.
  - Another common response may be romantic relationships. Entering into a committed relationship provides all kinds of social security to the partners, but it sacrifices the potential to keep searching for a more interesting or attractive partner in the future. Alternately, one could keep searching and "dating around" but would have to sacrifice the benefits that come with a committed relationship.

DIF: Easy REF: Important Features of Human Social Life KEY: Bloom's: Apply

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OBJ: SOCP.BAUM.17.02.04: Describe how inner processes serve interpersonal functions.

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