Mating Game A Primer on Love Sex and Marriage 3rd edition Regan Test Bank

SKU: 9781483379210-TEST-BANK

Chapter 2

1. One of the first studies to document the impact of physical attractiveness on romantic attraction was the "computer dance" study conducted by Hatfield and colleagues (1966). What did the researchers find?
a) A matching effect such that people preferred partners at their own level of attractiveness
b) A mismatching effect such that highly attractive people preferred much less attractive partners
c) Men preferred highly attractive partners, whereas women preferred moderately attractive partners.
*d) Both men and women preferred highly attractive partners.
Answer Location: Physically Appealing Others
Cognitive Domain: Comprehension
Question Type: Multiple Choice

2. The mere exposure effect refers to the general finding that the more one is exposed to another person . . .
*a) The more one will like the person
b) The less one will like the person
c) The more important one's evaluation of the person will become
d) The less extreme one's evaluation of the person will become
Answer Location: Familiar Others
Cognitive Domain: Knowledge
Question Type: Multiple Choice

3. When Millie met Caryl for the first time, she liked her. Caryl is in two of Millie's classes this quarter, and Millie now sees her all the time. Which of the following is likely?
*a) Millie will like Caryl more as the result of increased familiarity.
b) Millie will like Caryl more as the result of increased responsiveness.
c) Millie will dislike Caryl more as the result of increased familiarity.
d) Millie will grow more neutral in her emotional responses to Caryl as the result of increased familiarity.
Answer Location: Familiar Others
Cognitive Domain: Application
Question Type: Multiple Choice

4. Which of the following conclusions about familiarity and interpersonal attraction can we draw?
a) Extreme familiarity usually decreases attraction.
*b) Repeated exposure to someone does not always increase positive responses to that person.
c) Familiarity always results in attraction.
d) Familiarity is not strongly associated with attraction.
Answer Location: Familiar Others
Cognitive Domain: Analysis
Question Type: Multiple Choice

5. Which of the following reasons have been proposed to explain why similarity might result in attraction?
a) Similar others are generally more responsive to us.
b) Similar others tend to be more physically attractive.

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*c) We assume that similar others will like us.
d) Similarity is socially desirable.
Answer Location: Similar Others
Cognitive Domain: Knowledge
Question Type: Multiple Choice

6. Eye contact, smiling, and leaning forward are all behaviors that indicate _____.
a) physical attraction
*b) responsiveness
c) similarity
d) familiarity
Answer Location: Responsive Others
Cognitive Domain: Comprehension
Question Type: Multiple Choice

7. Holling knows that responsiveness is an important factor in romantic attraction. He recently met Shelly and is hoping to have a relationship with her. During their next conversation, what should Holling do to demonstrate his responsiveness to Shelly and increase the likelihood that she will have a positive response to his overtures?
*a) Maintain eye contact, smile, and lean forward when speaking to her
b) Glance away and interrupt her frequently
c) Sit as close as possible and try to kiss her and fondle her breasts
d) Sit back in his chair, stare at her, and shake his head
Answer Location: Responsive Others
Cognitive Domain: Application
Question Type: Multiple Choice

8. Relationship scientists believe that people pay attention to an individual's responsiveness because it provides important information about _____.
a) the likelihood that he or she will act in a harmful or beneficial way
b) the possibility that the individual possesses similar attributes
c) the potential for interpersonal conflict
*d) the likelihood of a future relationship with that individual
Answer Location: Responsive Others
Cognitive Domain: Analysis
Question Type: Multiple Choice

9. The concept *field of availables* refers to _____.
a) the extent of a person's ties to the community
b) the number of sexual partners a person has
*c) other people who are available and accessible for interaction
d) the composition of an individual's social network
Answer Location: Accessible Others
Cognitive Domain: Knowledge
Question Type: Multiple Choice

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10. A person's *field of availables* is primarily influenced by _____.
a) his or her personal preferences
*b) the surrounding physical, virtual, and social environment
c) feelings of attraction
d) his or her own level of responsiveness
Answer Location: Accessible Others
Cognitive Domain: Comprehension
Question Type: Multiple Choice

11. Physical proximity may promote attraction between two people through which mechanisms?
a) Social networking
b) Interpersonal repulsion
*c) Familiarity and similarity
d) Virtual reality
Answer Location: Accessible Others
Cognitive Domain: Knowledge
Question Type: Multiple Choice

12. Physical proximity is most accurately viewed as which one of the following?
a) A social condition that facilitates attraction
*b) An environmental condition that facilitates interaction
c) A necessary condition for affiliation
d) A necessary condition for interaction
Answer Location: Accessible Others
Cognitive Domain: Analysis
Question Type: Multiple Choice

13. *Social proximity* refers to _____.
a) the physical closeness of two social networks
b) the closeness of two people in virtual space
c) how socially desirable two people are
*d) the extent to which two people's social networks overlap
Answer Location: Accessible Others
Cognitive Domain: Knowledge
Question Type: Multiple Choice

14. Person A sees Person B studying in the library. Models of affiliation suggest that Person A will be most likely to attempt to initiate an interaction with Person B when
(1) A's attraction to B is high
(2) B's perceived attraction to A is high
(3) A's receptivity to B is high
(4) B's perceived receptivity to A is high
a) 1, 3, and 4
b) 1 and 2
c) 3 and 4
*d) 1, 2, and 4

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Answer Location: Receptive Others
Cognitive Domain: Application
Question Type: Multiple Choice

15. In one early investigation conducted by Huston (1973), men were shown pictures of women of varying levels of physical attractiveness. Some of the men were told that each woman was available for a date, and some men were given no such reassurance. Men who were guaranteed a date tended to choose _____; the men who were not guaranteed a date selected _____.
*a) the most attractive women; less attractive women
b) moderately attractive women; highly attractive women
c) highly attractive women; highly attractive women
d) less attractive women; moderately attractive women
Answer Location: Receptive Others
Cognitive Domain: Knowledge
Question Type: Multiple Choice

16. In one early investigation conducted by Huston (1973), men were shown pictures of women of varying levels of physical attractiveness. Some of the men were told that each woman was available for a date, and some men were given no such assurance. Men who were guaranteed a date tended to choose the most attractive women; the men who were not guaranteed a date selected less attractive women. This finding demonstrated that . . .
a) Comparison level of alternatives plays a role in partner selection
b) Affiliation is dependent on physical attraction
*c) Attractiveness is not an essential determinant of affiliation
d) Insecurity plays a role in dating decisions
Answer Location: Receptive Others
Cognitive Domain: Comprehension
Question Type: Multiple Choice

17. Research suggests that people use which of the following nonverbal behaviors to convey romantic attraction or interest to another person in initial encounters?
a) Turning away
b) Frowning
*c) Smiling
d) Looking away
Answer Location: How Do We Convey Romantic Interest? Principles of Flirting
Cognitive Domain: Knowledge
Question Type: Multiple Choice

18. Which one of the following nonverbal behaviors does NOT convey romantic attraction or interest in initial encounters?
*a) Facing away from the partner
b) Gazing directly at the partner
c) Smiling at the partner
d) Facing toward the partner
Answer Location: How Do We Convey Romantic Interest? Principles of Flirting

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Cognitive Domain: Analysis
Question Type: Multiple Choice

19. At a party, Brian notices an attractive woman sitting alone at one of the tables. He approaches her and strikes up a conversation. What nonverbal behavior will be most effective in conveying his romantic interest to her?
a) Winking suggestively and leering at her
*b) Moving closer and gazing into her eyes
c) Picking his teeth
d) Flexing his biceps and grimacing with the effort
Answer Location: How Do We Convey Romantic Interest? Principles of Flirting
Cognitive Domain: Application
Question Type: Multiple Choice

20. Scientific research on flirting suggests which of the following conclusions?
a) There are large cross-cultural differences in flirting behavior.
b) Eye contact is used as a flirting behavior only in the U.S.
c) Smiling is among the least common flirting behaviors.
*d) Men and women use the same basic nonverbal behaviors to flirt.
Answer Location: How Do We Convey Romantic Interest? Principles of Flirting
Cognitive Domain: Comprehension
Question Type: Multiple Choice

21. Cross-cultural research on flirting has identified one particular behavior that does not appear to occur very often among U.S. populations. Which one?
a) Touch
b) Smiling
c) Eye contact
*d) Eyebrow flash
Answer Location: How Do We Convey Romantic Interest? Principles of Flirting
Cognitive Domain: Knowledge
Question Type: Multiple Choice

22. Based on your knowledge of flirting research, which of the following settings is the most likely to elicit flirting behavior from a group of single students?
a) The campus bookstore
b) The university library
*c) The local “hang out” bar
d) The college dining hall
Answer Location: Does Flirting Work?
Cognitive Domain: Application
Question Type: Multiple Choice

23. Four men are hanging out in a local club. Dalia enters the club. She is with some friends, and each man is very attracted to her. Which one of the men do you think has the highest chance of successfully initiating romantic contact with her?

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a) Eli, who sits alone by himself and never leaves his seat
*b) Frank, who directs frequent brief glances at Dalia and changes his location several times throughout the evening
c) Gerry, who engages in an extended sequence of self-touching behavior
d) Horatio, who stares at Dalia constantly and frequently hugs his male friends
Answer Location: Does Flirting Work?
Cognitive Domain: Analysis
Question Type: Multiple Choice

24. Leon met Martina in an online chat room. If he wants to convey his romantic attraction to her, which of the following should he do?
a) Use highly formal language—no sense in appearing overly friendly
b) Change the subject frequently and switch topics repeatedly
*c) Respond promptly and incorporate emoticons and acronyms into his messages
d) Wait a while before responding to Martina's messages so as not to appear "desperate"
Answer Location: E-Courtship: Attraction, Affiliation, and Flirting in Cyberspace
Cognitive Domain: Analysis
Question Type: Multiple Choice

25. Attitude surveys reveal that both men and women worry about _____ when considering an online romance.
*a) deception
b) rejection
c) falling in love
d) their own intentions
Answer Location: E-Courtship: Attraction, Affiliation, and Flirting in Cyberspace
Cognitive Domain: Comprehension
Question Type: Multiple Choice

26. Research on online romance reveals that people _____ in online dating forums.
*a) sometimes lie about their personal attributes and their intentions
b) are extremely truthful
c) rarely misrepresent their intentions
d) never lie about their personal characteristics
Answer Location: E-Courtship: Attraction, Affiliation, and Flirting in Cyberspace
Cognitive Domain: Comprehension
Question Type: Multiple Choice

27. One of the reasons online interactions may facilitate relationship formation is because they _____.
*a) increase people's feelings of anonymity
b) increase people's access to undesirable partners
c) reduce people's control over interactions
d) reduce people's reliance on similarity
Answer Location: E-Courtship: Attraction, Affiliation, and Flirting in Cyberspace
Cognitive Domain: Knowledge

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Question Type: Multiple Choice

28. One of the problems with using an online dating site to find a compatible mate is that users often evaluate each other's profiles _____.
a) deliberately and carefully
b) thoughtfully and holistically
c) completely and knowledgeably
*d) quickly and judgmentally
Answer Location: E-Courtship: Attraction, Affiliation, and Flirting in Cyberspace
Cognitive Domain: Comprehension
Question Type: Multiple Choice

29. Research on (heterosexual) first dates suggests that . . .
a) Women actually initiate first dates more frequently than men do
b) Women are generally more willing than men to initiate a first date
*c) Men and women believe that it is more appropriate for a man than for a woman to initiate a first date
d) People generally believe that men and women should both be responsible for initiating first dates
Answer Location: The First Date
Cognitive Domain: Comprehension
Question Type: Multiple Choice

30. Gremmie and Piper are in a class together. Piper likes Gremmie and wants to go out with him, and she's pretty certain that he feels the same way about her. According to research on first dates, which approach should Piper take in this situation?
a) She should demand that Gremmie stop playing "hard to get" and insist that he take her out.
*b) She should ask Gremmie out or hint to him that she is interested in going on a date.
c) She should passively wait for Gremmie to ask her out.
d) She should enroll in another class with Gremmie and hope he gets the hint and asks her out.
Answer Location: The First Date
Cognitive Domain: Application
Question Type: Multiple Choice

31. Research on heterosexual first dates suggests that most men prefer women to _____ for a date rather than _____ for a date.
a) wait to be asked; hint
b) hint; ask directly
c) wait to be asked; ask directly
*d) ask directly; wait to be asked
Answer Location: The First Date
Cognitive Domain: Comprehension
Question Type: Multiple Choice

32. Many potential relationships never even have the chance to develop; the two potential partners simply wait for the other to "make the first move," and the relationship never begins. Research suggests that this may happen because people tend to attribute their own inaction to _____ and the other

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person's inaction to _____.
*a) fear of being rejected; lack of romantic interest
b) pluralistic ignorance; individualistic ignorance
c) lack of romantic interest; fear of being rejected
d) attributional bias; pluralistic ignorance
Answer Location: The First Date
Cognitive Domain: Application
Question Type: Multiple Choice

33. Pluralistic ignorance can sometimes prevent a relationship from starting. Pluralistic ignorance occurs when . . .
a) We believe others are more romantically interested in us than they actually report
*b) We attribute our own failure to initiate interaction to fear of rejection and our partner's failure to initiate interaction to disinterest
c) Our own fear of rejection prevents us from initiating a relationship with someone
d) Someone we like does not return our feelings
Answer Location: The First Date
Cognitive Domain: Comprehension
Question Type: Multiple Choice

34. Fred really likes Wilma and would like to ask her out. At a party one night, he finds himself alone with Wilma. They talk for a while, and then Wilma leaves to rejoin her friends. As he's walking home, Fred thinks to himself, "I'd really like to ask her out, but I'd be so embarrassed if she turned me down. Besides, it's pretty clear that she's not interested in me, otherwise she'd probably have asked me out herself." Fred's thoughts reflect _____.
a) romantic disinterest
b) fear of rejection
c) utter stupidity
*d) pluralistic ignorance
Answer Location: The First Date
Cognitive Domain: Analysis
Question Type: Multiple Choice

35. The signal amplification bias occurs when . . .
a) We believe others are more romantically interested in us than they actually report
b) Our attempt to hide our fear of rejection interferes with receiving others' romantic signals
*c) We feel we are expressing more romantic interest to a potential partner than is actually the case
d) We would like to go out with someone who does not feel the same way about us
Answer Location: The First Date
Cognitive Domain: Knowledge
Question Type: Multiple Choice

36. Betty really likes Barney and would like to ask him out. At a party one night, she finds herself alone with him. They talk for a while about nothing in particular, and then both rejoin their friends. Later that evening, Betty thinks to herself, "I can't believe I threw myself at him like that. He probably doesn't want to go out with me—I mean, I made my feelings pretty clear. I feel like such a fool." Betty may have

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fallen prey to _____.
a) pluralistic ignorance
*b) signal amplification bias
c) unbelievable ignorance
d) fear of rejection
Answer Location: The First Date
Cognitive Domain: Analysis
Question Type: Multiple Choice

37. Research suggests that the essential features and format of first dates have _____ over time.
a) changed moderately around the world
b) changed only in U.S. samples
c) changed dramatically around the world
*d) remained largely the same in the U.S.
Answer Location: What Happens During a First Date?
Cognitive Domain: Knowledge
Question Type: Multiple Choice

38. Elaine and Jerry are on their first date. Based on your knowledge of research on first-date events, which of the following do you think is most likely?
a) Elaine is expecting a "goodnight kiss," but Jerry is not.
*b) Both Elaine and Jerry are anticipating a "goodnight kiss."
c) Neither Elaine or Jerry is expecting a "goodnight kiss."
d) Jerry is expecting a "goodnight kiss," but Elaine is not.
Answer Location: What Happens During a First Date?
Cognitive Domain: Analysis
Question Type: Multiple Choice

39. Research suggests that most men and women initiate romantic relationships in order to obtain _____.
a) sex
b) knowledge about dating
c) fun
*d) a loving relationship
Answer Location: What Happens During a First Date?
Cognitive Domain: Knowledge
Question Type: Multiple Choice

40. Relationship scientists have discovered several perceptual biases with regard to sexual attraction. In particular, men tend to _____ the extent of their partners' sexual interest, whereas women tend to _____ the extent of their partners' sexual interest.
a) misperceive, accurately judge
b) underestimate, overestimate
*c) overestimate, underestimate
d) accurately judge, misperceive
Answer Location: What Happens During a First Date?

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Cognitive Domain: Comprehension
Question Type: Multiple Choice

41. Investigations of the early stages of romantic relationships (e.g., Tolhuizen, 1989; Clark et al., 1999) generally reveal that men and women use which of the following strategies to promote or intensify their relationships?
*a) Increasing contact with the partner
b) Accepting a request for commitment from the partner
c) Begging the partner
d) Making direct threats to the partner
Answer Location: Beyond the First Date: Initiating a Romantic Relationship
Cognitive Domain: Analysis
Question Type: Multiple Choice

42. Several researchers have investigated the ways in which people attempt to intensify their romantic relationships. Which of the following strategies do people NOT commonly use?
*a) Threatening the partner
b) Increasing self-disclosure and communication
c) Increasing contact with the partner
d) Seeking support from social network members
Answer Location: Beyond the First Date: Initiating a Romantic Relationship
Cognitive Domain: Analysis
Question Type: Multiple Choice

43. Research on pathways to commitment among romantic partners suggests that couples . . .
*a) Vary in the amount of time they take to reach commitment
b) Generally follow the same developmental path toward commitment
c) Have difficulty retrospectively reporting on their feelings of commitment
d) Generally increase their levels of commitment at the same steady rate
Answer Location: Pathways to Commitment
Cognitive Domain: Comprehension
Question Type: Multiple Choice

44. Research conducted by Surra (e.g., 1985) reveals that couples on a(n) _____ courtship trajectory move smoothly and rapidly to marriage and spend relatively little time dating before becoming engaged.
a) prolapsed
*b) accelerated
c) prolonged
d) intermediate
Answer Location: Pathways to Commitment
Cognitive Domain: Knowledge
Question Type: Multiple Choice

45. Judy and Roger have been seriously dating for two years. Four weeks ago, they got engaged, and their wedding is planned for this week. If you had to label their courtship path or commitment trajectory, what would you call it?

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a) Intermediate
b) Arrested
*c) Prolonged
d) Accelerated
Answer Location: Pathways to Commitment
Cognitive Domain: Application
Question Type: Multiple Choice

46. Luis and Luisa got engaged two months after they first met. Three years later, they got married. If you had to label their courtship path or commitment trajectory, what would you call it?
a) Just plain weird
b) Prolonged
c) Accelerated
*d) Accelerated–arrested
Answer Location: Pathways to Commitment
Cognitive Domain: Application
Question Type: Multiple Choice

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