# *Social Psychology 1st edition Paolini Test Bank*

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# MCQs

## Chapter 1: History and research methods

1. What is an operational definition in research?

a. A broad concept or theory

b. A measurable and observable representation of a concept

c. A set of hypotheses

d. An untested idea or assumption

**Ans:** B. A measurable and observable representation of a concept

2. In research design, what does internal validity refer to?

a. The size of the research sample

b. The repeatability of the research results

c. The extent to which the research results can be generalized

d. The extent to which the research design properly tests the hypothesis

**Ans:** D. The extent to which the research design properly tests the hypothesis

3. What is the aim of statistical analysis in social psychology research?

a. To validate the researcher's opinion

b. To prove the research hypothesis

c. To manipulate research data

d. To accurately interpret research data and draw conclusions

**Ans:** D. To accurately interpret research data and draw conclusions

4. In the context of experimental design, what is counterbalancing?

a. Increasing the number of variables for testing

b. Randomly assigning subjects to different treatment orders

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c. Manipulating the dependent variable

d. Reducing the number of test subjects

**Ans:** B. Randomly assigning subjects to different treatment orders

5. In research, what does ‘Big Data’ refer to?

a. Massive volumes of data that need special analytical methods

b. Specific data needed for hypothesis testing

c. All types of research data

d. Only numerical data in research

**Ans:** A. Massive volumes of data that need special analytical methods

6. What is the primary advantage of field experiments in social psychology?

a. Lower research costs

b. Large data volumes

c. More natural behaviour of subjects

d. Less ethical considerations

**Ans:** C. More natural behaviour of subjects

7. In correlational research, what does a positive correlation imply?

a. As one variable increases, the other decreases

b. As one variable increases, so does the other

c. One variable directly causes changes in the other

d. Variables are unrelated

**Ans:** B. As one variable increases, so does the other

8. What is the main strength of qualitative interviews in social psychology research?

a. Large number of participants

b. In-depth understanding of individual experiences

c. Quick data collection

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d. Straightforward data analysis

**Ans:** B. In-depth understanding of individual experiences

9. In social psychology research, what does a p-value signify?

a. Probability of a hypothesis being correct

b. Probability of a research finding occurring by chance

c. The sample size required for a study

d. The level of research bias in a study

**Ans:** B. Probability of a research finding occurring by chance

10. What does 'cross-sectional design' denote in social psychology research?

a. Data collected over a long period

b. Data collected from multiple sources

c. Data collected at one specific point in time

d. Data collected using only one research method

**Ans:** C. Data collected at one specific point in time

# Chapter 2: Self and identity

1. Which theory focuses on how people strive to validate their self-concept?

a. Uncertainty-Identity Theory

b. Self-Verification Theory

c. Self-Affirmation Theory

d. Optimal Distinctiveness Theory

**Ans:** B. Self-Verification Theory

2. What is the term used to describe how individuals might constructively confront information that threatens their self-esteem or self-concept?

a. Self-enhancement

b. Self-affirmation

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c. Self-verification

d. Self-concept clarity

**Ans:** B. Self-affirmation

3. What theory stresses the importance of groups as a source of identity and self-definition?

a. Sociometer Theory

b. Social Identity Theory

c. Uncertainty-Identity Theory

d. Self-Affirmation Theory

**Ans:** B. Social Identity Theory

4. Which theory suggests that self-esteem functions as a psychological meter to gauge degree of social inclusion or exclusion?

a. Sociometer Theory

b. Self-Affirmation Theory

c. Social Identity Theory

d. Uncertainty-Identity Theory

**Ans:** A. Sociometer Theory

5. What term describes an individual's perception of their social identities and how they overlap?

a. Self-Verification

b. Social Identity Complexity

c. Self-Concept Clarity

d. Uncertainty-Identity

**Ans:** B. Social Identity Complexity

6. Which concept in social psychology proposes that people need to feel both included in groups and distinct within those groups?

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a. Uncertainty-Identity Theory
b. Optimal Distinctiveness Theory
c. Sociometer Theory
d. Self-Verification Theory
**Ans:** B. Optimal Distinctiveness Theory

7. What is the term for the criteria that individuals use to evaluate their self-worth?
a. Self-Enhancement
b. Self-Concept Clarity
c. Self-Complexity
d. Contingencies of Self-Worth
**Ans:** D. Contingencies of Self-Worth

8. Which is the theory that suggests that people strive to maintain and bolster a positive self-image?
a. Optimal Distinctiveness Theory
b. Self-Affirmation Theory
c. Uncertainty-Identity Theory
d. Self-Enhancement Theory
**Ans:** B. Self-Affirmation Theory

9. What is the term for the degree to which an individual perceives their self-knowledge as clear, coherent and consistent?
a. Social Comparison
b. Self-Concept Clarity
c. Self-Complexity
d. Contingencies of Self-Worth
**Ans:** B. Self-Concept Clarity

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10. What theory proposes that people seek to preserve their self-concept by resisting challenges and threats to their view of self?

a. Uncertainty-Identity Theory

b. Optimal Distinctiveness Theory

c. Self-Verification Theory

d. Self-Affirmation Theory

**Ans:** C. Self-Verification Theory

# Chapter 3: Affiliation, friendship and love

1. What does the term 'interpersonal relationships' refer to?

a. Relationships with oneself

b. Relationships with one's surroundings

c. Relationships with other people

d. Relationships with non-human entities

**Ans:** C. Relationships with other people

2. What is the importance of attachment theory?

a. It emphasizes the importance of physical appearance

b. It emphasizes the importance of personal interests

c. It focuses on the emotional bond between a child and its caregiver

d. It promotes the idea of solitude

**Ans:** C. It focuses on the emotional bond between a child and its caregiver

3. What does the mere exposure effect refer to?

a. The tendency to develop a preference for things merely because they are familiar

b. The tendency to be attracted to the unknown

c. The tendency to be attracted to danger

d. The tendency to be attracted to things because they are rare

**Ans:** A. The tendency to develop a preference for things merely because they are familiar

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4. What is the self-fulfilling prophecy?
a. When our beliefs about someone lead us to treat them in a way that confirms those beliefs
b. When we are attracted to people who share our beliefs
c. When we disclose personal information to others
d. When we form friendships based on shared beliefs
**Ans:** A. When our beliefs about someone lead us to treat them in a way that confirms those beliefs

5. What does reciprocity refer to in the context of interpersonal attraction?
a. Being attracted to people who are physically attractive
b. Being attracted to people who are dissimilar to us
c. Being attracted to people who share our beliefs
d. Tending to like people who like us
**Ans:** D. Tending to like people who like us

6. What is the term used to describe the intense longing for a romantic partner?
a. Passionate love
b. Companionate love
c. Romantic attraction
d. Platonic love
**Ans:** A. Passionate love

7. What does the Equity Theory propose?
a. Importance of cost/benefits analysis in romantic relationships
b. Importance of shared interests in romantic relationships
c. Importance of physical attractiveness in romantic relationships
d. Importance of similar backgrounds in romantic relationships
**Ans:** A. Importance of cost/benefits analysis in romantic relationships

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8. What is ‘singlism’?

a. The practice of being single by choice

b. The belief that being single is superior

c. The stigmatization of adults who are single

d. The process of choosing a partner through the internet

**Ans:** C. The stigmatization of adults who are single

9. What is ‘phubbing’?

a. Ignoring a companion in order to pay attention to one’s phone or other device

b. Being addicted to social media

c. Distraction caused by technology

d. Obsession with devices

**Ans:** A. Ignoring a companion in order to pay attention to one’s phone or other device

10. What is the belief that heterosexuality is the default and preferred expression of sexual orientation is called?

a. Heteronormativity

b. Homophobia

c. Heterosexism

d. Heterosexual bias

**Ans:** A. Heteronormativity

# Chapter 4: Social emotions

1. According to the chapter, what is the definition of emotions?

a. Flexible responses elicited by important challenges or opportunities

b. Physiological reactions to events or stimuli

c. Mental states accompanied by changes in the body, thoughts and actions

d. All of these

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**Ans:** D. All of these

2. What are moods?
a. General, stable and ambiguous affective states
b. Emotions focused on a specific target
c. Emotions experienced in group contexts
d. None of these
**Ans:** A. General, stable and ambiguous affective states

3. What are group-based emotions?
a. Emotions felt by a person as a result of perceived belongingness to a certain group
b. Emotions shared by a large number of people in a group
c. Emotions that provide social information to observers
d. None of these
**Ans:** A. Emotions felt by a person as a result of perceived belongingness to a certain group

4. Which theory suggests that aggression is influenced by individual traits and ideologies?
a. Social learning theory
b. Authoritarian personality theory
c. Operant conditioning theory
d. Social categorization theory
**Ans:** B. Authoritarian personality theory

5. Which approach to explaining aggression focuses on learning from observing others' behaviour?
a. Biological theories
b. Personality-based theories
c. Situation-centred theories
d. Social learning theory

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**Ans:** D. Social learning theory

6. What is the relationship between aggression and intergroup conflict?
a. Aggression is a common outcome of intergroup conflict
b. Aggression can lead to the escalation of intergroup conflict
c. Aggression can be influenced by intergroup attitudes and norms
d. All of these
**Ans:** D. All of these

7. What is the role of culture in aggression?
a. Culture can influence the endorsement and discouragement of aggressive behaviour
b. Culture has no impact on aggression
c. Aggression is solely determined by individual traits
d. None of these
**Ans:** A. Culture can influence the endorsement and discouragement of aggressive behaviour

8. How does social media influence aggression?
a. It rewards and punishes aggressive behaviour depending on the observed consequences of aggression
b. It promotes positive social interactions
c. It has no impact on aggression
d. None of these
**Ans:** A. It rewards and punishes aggressive behaviour depending on the observed consequences of aggression

9. What is the term for the perception or treatment of people as less than fully human?
a. Outgroup derogation
b. Social devaluation
c. Dehumanization

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d. Inhumanity

**Ans:** C. Dehumanization

# Chapter 5: Social cognition

1. What is the preferred definition of social cognition adopted in the chapter?

a. The study of how people perceive other people

b. An approach to understand social psychological phenomena

c. The study of mental processes

d. The study of how people form impressions of others based on facial cues

**Ans:** B. An approach to understand social psychological phenomena

2. How does the principle of naive realism affect our understanding of the world?

a. It makes us believe our perceptions are inherently objective

b. It makes us aware of our cognitive biases

c. It increases our susceptibility to social influence

d. It undermines our confidence in our judgements

**Ans:** A. It makes us believe our perceptions are inherently objective

3. What does the term ‘priming’ refer to in social cognition?

a. The activation of mental contents

b. The initial stage of processing visual information

c. The tendency to perceive a certain trait in others

d. The formation of first impressions about others

**Ans:** A. The activation of mental contents

4. What does the term ‘dual-process models’ refer to in social cognition?

a. It refers to models with a conscious and an unconscious processing mode

b. It refers to models with a cognitive and an emotional processing mode

c. It refers to models that draw a distinction between individual and social processes

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d. It refers to the models that draw a distinction between perception and action

**Ans:** A. It refers to models with a conscious and an unconscious processing mode

5. What is the role of conscious thoughts in automatic processes?

a. Conscious thoughts have no influence on automatic processes

b. Conscious thoughts can modify automatic processes

c. Conscious thoughts always override automatic processes

d. Conscious thoughts are necessary for the initiation of automatic processes

**Ans:** B. Conscious thoughts can modify automatic processes

6. What did Shah, Friedman, and Kruglanski (2002) find about the mental representation of goals?

a. Goals are always consciously controlled

b. Goals are connected via inhibitory pathways that lower the activation of alternative goals

c. Goals are stored in short-term memory

d. Goals are unrelated to cognitive processes

**Ans:** B. Goals are connected via inhibitory pathways that lower the activation of alternative goals

7. What did Custers and Aarts (2005) demonstrate about the link between positive affect and goal-pursuit?

a. Positive affect makes people complacent

b. Positive affect has no impact on goal pursuit

c. Positive affect increases ‘wanting’

d. Positive affect only influences short-term goals

**Ans:** C. Positive affect increases ‘wanting’

8. Why is the perspective of social cognition important in survey and questionnaire design?

a. It improves statistical analysis

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