

Chapter 1

Introducing Social Psychology

Total Assessment Guide (TAG)

Topic	Question Type	Remember the Facts	Understand the Concepts	Apply What You Know	Analyze It
Introduction	Multiple Choice				
	Essay				
Defining Social Psychology	Multiple Choice	2, 11, 12, 13, 19, 26, 29, 30, 31, 41, 43, 58, 59, 60	1, 3, 4, 6, 7, 10, 14, 15, 16, 17, 18, 20, 23, 24, 25, 32, 33, 34, 46, 52, 53, 55, 57, 63	5, 8, 9, 21, 22, 27, 28, 35, 38, 39, 40, 42, 44, 47, 48, 49, 50, 51, 54, 56, 61, 62	36, 37, 45
	Essay		176, 177, 180	178, 179	
The Power of the Situation	Multiple Choice	64, 66, 70, 71, 72, 78, 79, 84, 89, 95, 98, 104, 107, 113, 114, 115, 116, 117, 118, 120, 124	74, 80, 86, 87, 93, 94, 110, 111, 119, 125	65, 67, 68, 69, 73, 75, 77, 81, 82, 83, 85, 88, 90, 91, 92, 96, 97, 99, 100, 101, 102, 103, 105, 106, 108, 109, 121, 122, 123, 126	76, 112
	Essay		181, 182, 183,	185	184
Where Construals Come From: Basic Human Motives	Multiple Choice	127, 129, 133, 135, 136, 137, 149, 154, 156, 157, 161	130, 143, 148, 150, 151, 155, 158, 159, 160, 163, 164, 166, 167	128, 131, 132, 134, 138, 139, 140, 141, 142, 144, 145, 146, 147, 152, 153, 162, 165	
	Essay		187, 189	188	186
Why Study Social Psychology?	Multiple Choice	168, 172	169, 170, 171, 173, 175	174	
	Essay		190		

CHAPTER 1 INTRODUCING SOCIAL PSYCHOLOGY

Multiple Choice

Choose the one alternative that best completes the statement or answers the question.

1. In the introduction to Chapter 1, you read about a number of social phenomena: a young man broadcast his suicide live online; a sister and brother disagreed on the attractiveness of the same fraternity; and more than 800 people committed mass suicide in Jonestown, Guyana. What do these examples have in common?
- They defy explanation.
 - They describe socially deviant behavior.
 - They reveal the power of social influence.
 - They reflect the operation of deliberate persuasion attempts.

Answer: C

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

2. The scientific study of the way in which people's thoughts, feelings, and behaviors are influenced by the real or imagined presence of other people is the definition of _____.
- psychology
 - personality psychology
 - social psychology
 - sociology

Answer: C

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

3. According to the definition of social psychology presented in your text, social psychology is the study of how _____ affect(s) the thoughts, feelings, and behaviors of humans.
- live social interactions with other humans
 - the presence of real or imagined others
 - other living things
 - perceptions of the social world

Answer: B

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

4. Which of the following is an example of social influence?
- You feel guilty because you lied to your trusting professor about your assignment.
 - When you get hungry, you have trouble concentrating.
 - You didn't do well on the test because you stayed up all night cramming.
 - You almost fall asleep at the wheel, so you pull off the road to take a short nap.

Answer: A

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

5. Aya is eight months old, and her mother pretends her baby food is a train in order to convince her to eat it. Aya's mother is using a rather creative form of _____.
- social influence
 - explicit values
 - social cognition
 - implicit values

Answer: A

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

6. Which of the following is an example of a direct persuasion attempt?
- A bully threatens Billy and steals his lunch money.
 - Ramona works hard in school to make her mother proud.
 - Marianne thinks of her ex-boyfriend and becomes sad.
 - Jason moves from New York to Atlanta and picks up a Southern accent.

Answer: A

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

7. Not all social influence is direct or deliberate. Which of the following is the best example of more indirect or subtle social influence?
- An advertising campaign is launched to promote a new soft drink.
 - A senatorial candidate delivers a speech to convince voters that she is not really liberal.
 - A parent disciplines his child by taking away her favorite toy.
 - A child sees other kids wearing their sweatshirts inside out and starts wearing his the same way.

Answer: D

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

8. From across the room, J.T. sees his mother sigh, and he approaches to give her a hug in hopes of cheering her up. In this case, J.T.'s behavior is an example of a(n) _____ social influence attempt.
- direct
 - ineffective
 - indirect
 - unintended

Answer: A

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

9. Jada gives William her dessert at lunch in the hope that he will like her. Jada's behavior is an example of _____.

- a. social cognition
- b. a direct social influence attempt
- c. a construal
- d. the fundamental attribution error

Answer: B

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

10. Which of the following is an example of social influence?

- a. A boy plays basketball in the school yard.
- b. Your child tells you she likes participating in art at school, but she doesn't like participating in math.
- c. You cover your nose when you sneeze because you don't want to spread germs.
- d. You perceive the bathwater as hot when you first get in, but don't notice the heat ten minutes later.

Answer: C

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

11. When social psychologists do research, they seek to answer questions with experimentation and measurement. By doing so, they are asking _____ questions.

- a. empirical
- b. esteem
- c. common sense
- d. social influence

Answer: A

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

12. Rather than relying on personal opinion, Dr. Walsh wants to answer his questions using experimentation and measurement. He is interested in asking _____ questions.

- a. intuitive
- b. rhetorical
- c. empirical
- d. scholarly

Answer: C

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

13. Philosophers provide insight into _____.

- a. human nature.
- b. mental processes

- c. behavior
- d. learning and memory

Answer: A

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

14. After the mass suicide related to the cult at Jonestown, people tended to blame the victims and accuse them of being psychologically unstable or deranged. Social psychologists are more likely to explain these mass suicides as being due to _____.
- a. individual differences, such as antisocial personality
 - b. mental illness in most of the cult members
 - c. the social influence of cult leaders
 - d. the imagined presence of an all-powerful deity

Answer: C

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

15. Spinoza (1663) proposed the idea that when you love someone whom you used to hate, you _____.
- a. love him or her more strongly than if hatred had not preceded the love
 - b. love him or her less strongly because hatred preceded the love
 - c. cannot ever love that person fully
 - d. will always question the love

Answer: A

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

16. Juan thinks the idea that “birds of a feather flock together” has more merit than “opposites attract.” So he designs an experiment to test his hypothesis. Juan is most likely a _____.
- a. personality psychologist
 - b. social psychologist
 - c. sociologist
 - d. journalist

Answer: B

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

17. Social psychology is set apart from other ways of interpreting social behavior, such as folk wisdom or literature, because it is _____.
- a. based on observations of human nature
 - b. an experimental science
 - c. a theoretical approach
 - d. reliant on objective measurement

Answer: B

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

18. How do social psychologists differ from those who rely on common sense or folk wisdom in answering questions about human nature? Social psychologists _____.
- seldom disagree with one another
 - ignore the notion of human consciousness
 - use science to test hypotheses about the social world
 - rely primarily on insight

Answer: C

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

19. Folk wisdom is considered to be _____.
- empirical research
 - self-consciousness
 - common sense
 - scientific explanation

Answer: C

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

20. According to the authors of your text, when faced with a puzzling social question, it may be tempting to ask people why they behaved as they did. Why is this not always the best way to understand social behavior?
- People almost always lie when they are interviewed.
 - People would feel defensive, even when asked benign questions.
 - People would not necessarily know why they behaved as they did.
 - People would simply answer randomly.

Answer: C

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

21. Jamal was confused by his sister's relationship with her boyfriend. They just didn't seem to have anything in common. "Oh well," Jamal figured, "I guess opposites really do attract." Jamal's explanation is an example of _____.
- folk wisdom
 - philosophy
 - sociology
 - social psychology

Answer: A

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

22. Justin isn't sure if he wants to date Mary, with whom he shares many similarities, or Emma, who is very different from him. His friend says, "Opposites attract," and advises him to date Emma. But his brother says, "Birds of a feather flock together," and suggests that he pursue Mary. This best exemplifies that _____.
- folk wisdom is often full of contradictions
 - folk wisdom is usually wrong
 - folk wisdom oversimplifies complex situations
 - common sense is an individual difference
- Answer: A
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.
23. What is the role of folk wisdom in social psychology?
- It is unrelated.
 - It provides many ideas or hypotheses for scientific investigation.
 - It has been completely disproven by scientific research.
 - It tends to be more accurate and useful than social psychological research.
- Answer: B
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.
24. Why is a scientific approach preferable to reliance on folk wisdom and common sense?
- Common sense approaches focus on the situation and not on personality.
 - Nothing useful can be learned from journalists, philosophers, or social critics.
 - Science has tested and debunked most folk wisdom.
 - Folk wisdom and common sense are filled with contradictions.
- Answer: D
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.
25. Why is conducting research in social psychology so challenging?
- Research rarely allows social psychologists to draw conclusions about behavior.
 - Psychologists cannot study common sense because it is rarely expressed in an observable behavior.
 - Research in social psychology relies on self-report data, which is inherently inaccurate.
 - Psychologists are attempting to predict the behavior of highly sophisticated organisms in complex situations.
- Answer: D
Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.
Topic: Defining Social Psychology
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.
26. Amber and Jules are friends but differ in how neat they keep their rooms. According to personality psychologists, the distinction between the friends can be referred to as a(n) _____.
- hypothesis

- b. social influence
- c. direct persuasion attempt
- d. individual difference

Answer: D

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

27. Professor Takahami is a personality psychologist interested in divorce. Which question is she most likely to investigate?
- a. Have the changing roles of women contributed to divorce?
 - b. How does relationship satisfaction relate to divorce?
 - c. Are some types of people more likely to divorce than others?
 - d. Do children reduce the odds of divorce?

Answer: C

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

28. How would a personality psychologist most likely explain the mass suicide in Jonestown?
- a. An increasingly complex and mobile society creates confusion and the need to belong to a group at any cost.
 - b. People who have traits of being unstable are more likely to join cults.
 - c. She wouldn't try to explain it; personality psychologists are not interested in suicide.
 - d. The leader's control over his followers increased slowly over time.

Answer: B

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

29. Compared to social psychologists, personality psychologists are more likely to focus their attention on _____.
- a. subjective construals
 - b. positive behaviors
 - c. individual differences
 - d. rewards and punishments

Answer: C

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

30. When a social psychologist discusses individual differences, she is discussing _____.
- a. genetic variation
 - b. differences in how people respond in different situations
 - c. aspects of personality that make people differ from one another
 - d. differences within a person in how to behave publicly versus privately

Answer: C

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

31. Social psychologists, as compared with personality psychologists, believe that by only paying attention to the influence of personality traits on behavior, one is ignoring what?
- Genetic variation
 - The role of social influence
 - Individual differences
 - Common sense

Answer: B

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

32. Like social psychologists, personality psychologists focus on _____.
- individuals rather than collectives or institutions
 - the cultural context
 - individual differences
 - the power of construals to shape human behavior

Answer: A

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

33. Social psychologists and personality psychologists share what common goal?
- Understanding individual differences
 - Understanding how the presence of others influences people
 - Understanding people who are mentally ill
 - Understanding causes of human behavior

Answer: D

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

34. Sometimes when we encounter behavior that is unpleasant or unexpected, we assume that something about the person—and not the situation—caused the behavior. In this sense, lay people are most like _____.
- sociologists
 - personality psychologists
 - social psychologists
 - philosophers

Answer: B

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

35. “Are some people just better leaders than others?” Such a question about human nature is most likely to be asked by a _____.
- personality psychologist
 - social psychologist
 - philosopher
 - sociologist

Answer: A

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.2 Develop a working knowledge of psychology’s content domains.

36. Although the fields of personality psychology and social psychology are related, what distinguishes social psychology from the other?
- It uses rigorous scientific methods; the other does not.
 - It examines how social situations impact individual’s lives, whereas the other examines only the individual.
 - It examines the individual, whereas the other examines broader societal issues.
 - It examines social situations, but not the individuals in them.

Answer: B

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.2 Develop a working knowledge of psychology’s content domains.

37. Although the fields of sociology and social psychology are related, what distinguishes social psychology from the other?
- It uses rigorous scientific methods; the other does not.
 - It examines how social situations impact individual’s lives, whereas the other examines only the individual.
 - It examines the individual in the situation, whereas the other examines broader societal issues.
 - It examines social situations, but not the individuals in them.

Answer: C

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.2 Develop a working knowledge of psychology’s content domains.

38. Which of the following questions is most likely to be asked by a social psychologist?
- Are some kinds of people more susceptible to recruitment into cults?
 - Do some types of people make better leaders than others?
 - Are some characteristics genetically determined?
 - What situations cause people to behave rudely?

Answer: D

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.2 Develop a working knowledge of psychology’s content domains.

39. Rahid’s server in the restaurant just can’t seem to get his order right. If Rahid has just read Chapter 1 on social influence and is thinking more like a social psychologist than before, what would he be most likely to think?

- a. "This person is a chronic dolt."
- b. "Our educational system is failing us."
- c. "This person must have had a bad morning."
- d. "Human beings are inherently lazy."

Answer: C

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

40. Shanika is an executive, and asked her assistant repeatedly to make some copies for her. The assistant repeatedly failed to successfully complete the assignment. If Shanika is thinking like a social psychologist about this situation, what is she most likely to think about her assistant?
- a. "My assistant is incompetent and I should fire him immediately."
 - b. "All of my subordinates are incompetent."
 - c. "I am the only intelligent person in this office."
 - d. "Perhaps the only assistant is under stress from something else."

Answer: D

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

41. Social psychologists tend to be more focused on _____, and personality psychologists tend to focus more on _____.
- a. global issues; mental health
 - b. societal problems; therapies for psychological disorders
 - c. how people are unique; how people are similar
 - d. the influence of the situation; individual differences

Answer: D

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

42. Which of the following statements most reflects a social psychological point of view?
- a. I'll hire Justin to house-sit because he seems like a trustworthy type.
 - b. Sara won the competition because she is a hard-working person.
 - c. Fred offered to help because there was a certain someone watching whom he wanted to impress.
 - d. Janet's love for Jessica is an unconscious reflection of her childhood idealization of her mother.

Answer: C

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

43. Dr. Rakim is interested in why a particular culture produces different levels of kindness in its members. Dr. Rakim is most likely a _____.
- a. social psychologist
 - b. personality psychologist
 - c. philosopher
 - d. sociologist

Answer: D

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

44. Thomas is scrupulously honest when it comes to not cheating on his tests and papers, but when a cashier accidentally gives him back too much change, he is likely to keep the extra money. A social psychologist would most likely say that Thomas's behavior _____.
- reflects an immaturity because of its inconsistency
 - must be responding to factors in the situation that affect his honesty
 - is chaotic and unpredictable
 - reflects his true immoral nature

Answer: B

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

45. By degree of their level of analysis, which of the following reflects the narrowest to broadest focus?
- Personality psychology, social psychology, sociology
 - Personality psychology, sociology, social psychology
 - Sociology, personality psychology, social psychology
 - Social psychology, sociology, personality psychology

Answer: A

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

46. Which of the following social phenomena would be of interest to both social psychologists and sociologists?
- The variation in homicide rates between China and the U.S.
 - The role of competition between groups in increasing aggression
 - The relation between murder and social class
 - Teaching frustrated people alternatives to aggression

Answer: B

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

47. Consider the following research question: "Have no-fault divorce laws increased the rate of divorce in the United States?" This question is most likely to be asked by a _____.
- personality psychologist
 - sociologist
 - social psychologist
 - philosopher

Answer: B

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

48. Consider the following research question: "How has new computer technology changed the U.S. educational system?" This question is most likely to be asked by a(n) _____.
- social psychologist
 - personality psychologist
 - sociologist
 - anthropologist

Answer: C

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

49. Professor Hume has spent the last ten years studying the effects of people's levels of self-esteem on their tendency to discriminate against others. She is most likely to be a _____.
- social psychologist
 - sociologist
 - personality psychologist
 - political scientist

Answer: A

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

50. Both social psychologists and sociologists are interested in aggression. Compared with a sociologist, a social psychologist is most likely to ask which of the following questions?
- What is the effect of handgun laws on homicide rates in different states?
 - When does anger lead to aggression?
 - Are homicide rates higher among members of the lower socioeconomic class?
 - Do prisons deter homicide?

Answer: B

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

51. Which question about romantic relationships is a sociologist most likely to ask?
- Why does absence make the heart grow fonder?
 - Do outgoing people make better romantic partners?
 - Is the capacity to love one of humanity's greatest achievements?
 - Why are marriage rates decreasing in the lower socioeconomic classes?

Answer: D

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

52. The major difference between sociology and social psychology is the _____.
- kinds of topics studied

- b. level of analysis used
- c. methods of research used
- d. ability to apply knowledge to address social problems

Answer: B

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

53. One common goal of sociology and social psychology is to understand _____.
- a. how individuals function in modern society
 - b. the processes of society at large
 - c. how individuals are influenced by other people
 - d. the influence of social factors on human behavior

Answer: D

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

54. Dr. Diehl and Dr. Jzreck both study aggression. However, Dr. Diehl studies the topic from the standpoint of society at large; Dr. Jzreck studies it from the standpoint of the individual. Who is most likely to be the social psychologist?
- a. Dr. Diehl, because she is studying a societal problem
 - b. Dr. Jzreck, because he focuses on individuals
 - c. They could both be social psychologists, since they both study aggression.
 - d. Neither one is a social psychologist.

Answer: B

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

55. Social psychologists differ from sociologists in that social psychologists _____.
- a. are interested in how people are influenced by their social environments
 - b. are concerned with people's perspectives on their social environments
 - c. advocate the use of common sense
 - d. are reliant on the insights of philosophers

Answer: B

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

56. Which of the following is most likely to be studied by a social psychologist?
- a. Differences in nonverbal behavior between members of different cultures
 - b. The effects of social class on religious beliefs
 - c. The effects of occupational segregation on income
 - d. Sex differences in self-concepts

Answer: D

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

57. Social psychologists are interested in cross-cultural research because it _____.
- helps to understand the differences between societies
 - demonstrates which aspects of human behavior are universal
 - provides information about individual differences
 - ultimately will lead to a better understanding of the causes of mental illness

Answer: B

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

58. With regard to cross-cultural research in social psychology, which of the following is NOT true?
- Social psychologists find cross-cultural studies of social behavior valuable because these provide a test of the universality of laws of human behavior.
 - Social psychologists have only recently expanded their research beyond the United States.
 - Social psychologists find cross-cultural studies of social behavior valuable because these allow the use of research methods deemed unethical in the United States.
 - Social psychologists find cross-cultural studies of social behavior valuable because these allow the discovery of additional variables that enable more accurate prediction.

Answer: C

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

59. Social psychologists sometimes draw on evolutionary theory. Evolutionary theory is used to _____.
- explain social behavior in terms of genetic factors that have evolved over time
 - explain how humans utilize societies to target changes in their behaviors
 - explain how the brain drives changing behaviors in a hostile environment
 - explain how personality remains the same throughout the lifespan

Answer: A

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

60. A social psychologist asks, "Are there social behaviors that have genetic determinants that evolve through the process of natural selection?" This question is using the _____ perspective.
- sociologist's
 - personality psychologist's
 - evolutionary
 - biologist's

Answer: C

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

61. Dr. Hazan believes that, over time, men have developed an attraction to women with a body type that will successfully support pregnancy or reproduction. Dr. Hazan is most likely taking a(n) _____ perspective on social psychology.

- a. biological
- b. evolutionary
- c. personality
- d. sociological

Answer: B

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

62. What is the best way to apply evolutionary theory to social psychology today?

- a. Create novel hypotheses that can be tested experimentally
- b. Use intricate brain-scanning techniques to view perceptions
- c. Understand how personality drives decisions we make when with others
- d. Test how environmental cues affect how we behave in groups

Answer: A

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

63. What is a limitation of applying evolutionary theory to social psychology?

- a. Evolutionary psychology is not a widely accepted field in psychology.
- b. Some believe that evolution is not related to social behavior.
- c. Evolutionary psychology can only predict changes in genetics.
- d. There are debates about whether or not it is actually testable in the experimental method.

Answer: D

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

64. The tendency most people have to discount situational explanations of behavior in favor of personality characteristics or traits is called the _____.

- a. character bias
- b. discounting effect
- c. fundamental attribution error
- d. blame assignment bias

Answer: C

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

65. Sheila shows up for a blind date with her hair disheveled and her clothes a mess. Her date, Jamal, thinks, "She must be a total slob!" Jamal's thought about Sheila is an example of _____.

- a. individual differences
- b. the fundamental attribution error

- c. a strong social situation
- d. gender differences in perception

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

66. Which of the following is the best definition of the fundamental attribution error?
- a. People's strong need to see themselves as reasonably good, competent, and decent
 - b. The subjective way in which an object appears in people's minds
 - c. The influence of the real or imagined presence of others
 - d. The tendency to underestimate the power of situational factors in people's behavior

Answer: D

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

67. Nanami and April were playing in the den when April's mother entered the room and scolded them for making a mess. Nanami decided then and there that April's mother was a grouch. Nanami's inference is an example of _____.
- a. the fundamental attribution error
 - b. availability
 - c. automatic thinking
 - d. a self-fulfilling prophecy

Answer: A

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

68. Which of the following people have fallen prey to the fundamental attribution error?
- a. Cindy, who explains her poor exam performance by pointing out how hard the questions were
 - b. Tim, who points to a person who fell down and says, "What a clumsy oaf!"
 - c. Guillermo, who explains his girlfriend's tears by saying, "She didn't get enough sleep last night"
 - d. Dien, who points to an erratic driver and says, "Look at that! The roads are slick tonight"

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

69. When Professor McDonald starts class, a student rushes in late, making a lot of noise and disrupting the entire classroom. Professor McDonald immediately labels the student as irresponsible. This is an example of _____.
- a. a self-fulfilling prophecy
 - b. a fundamental attribution error

- c. an intrinsic error
- d. prejudice

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

70. When we commit the fundamental attribution error, we _____ the power of _____.
- a. overestimate; the situation
 - b. overestimate; personal influence
 - c. underestimate; personality characteristics
 - d. underestimate; personal motivations

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

71. Which of the following is a consequence of underestimating the power of social influence?
- a. We perceive people as more inconsistent and variable than they really are.
 - b. We overestimate our vulnerability to social situations.
 - c. We tend to overcomplicate simple situations.
 - d. We tend to oversimplify complex situations.

Answer: D

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

72. Ross and colleagues (2004) found that people playing the Wall Street Game were _____ competitive than people playing the Community Game, _____ of individual differences in competitiveness and cooperativeness.
- a. more; because
 - b. more; regardless
 - c. less; because
 - d. less; regardless

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

73. Jake had a hypothesis about the outcome of the Ross and colleagues (2004) study about the Wall Street Game and the Community Game. Jake hypothesized that the players would respond based on their personalities, not just the name of the game they played. His hypothesis is most likely based on which tendency?
- a. The self-fulfilling prophecy

- b. Construals
- c. Direct social influence
- d. The fundamental attribution error

Answer: D

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

74. In the Wall Street Game and Community Game research, the personality traits of the student participants _____.

- a. determined how participants played the game
- b. had no measurable effect on the participants' behavior
- c. caused them to commit the fundamental attribution error
- d. mean the more competitive students did better on the Community Game

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

75. Ross and colleagues (2004) randomly assigned participants previously identified as either competitive or cooperative to one of two games: the Wall Street Game or the Community Game. They found that two-thirds of the players in the Wall Street Game behaved competitively, compared with one-third of the people who played the Community Game. What do these findings suggest?

- a. True personality differences do not exist.
- b. It is not important to study individual differences in personality.
- c. Seemingly minor aspects of a social situation can override personality differences.
- d. All the competitive people ended up playing the Wall Street Game.

Answer: C

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

76. Liberman, Samuels, and Ross (2004) randomly assigned participants previously identified as cooperative or competitive to play a game that was labeled either the Wall Street Game or the Community Game. If their results had indicated that, no matter what the game, participants who were identified as competitive behaved more competitively in both groups than did participants who were identified as cooperative, these findings would have suggested that _____.

- a. seemingly minor aspects of a social situation can override personality differences
- b. cooperation and competition are based on personality characteristics that are consistent across social situations
- c. competitive participants in the Wall Street Game caused their partners to respond in kind
- d. cooperative participants in the Community Game caused their partners to respond in kind

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

77. When Monique plays checkers with her younger sister, she lets her sister win. When she plays with her older brother, she does everything she can to beat him. A social psychologist would suggest that _____.

- a. Monique's personality is unstable
- b. Monique is ambivalent in how she feels about her siblings
- c. Monique is responding to different social situations
- d. Monique is blindly obedient to the rules of the game

Answer: C

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

78. Behaviorists believe that all learning is a result of _____.

- a. reinforcement and punishment
- b. interpretation
- c. emotion
- d. Gestalt principles

Answer: A

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

79. Which of the following relatively "famous" psychologists is a behaviorist?

- a. Wolfgang Kohler
- b. Lee Ross
- c. B. F. Skinner
- d. Kurt Lewin

Answer: C

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

80. In discussing the issue of parental discipline, which of the following professionals would be LEAST likely to remind parents that it is important to consider how the child views being punished?

- a. A behaviorist
- b. A social psychologist
- c. A philosopher
- d. A journalist

Answer: A

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

81. Linda tells her professor that her dog is very smart. Every time he hears the word “walkies,” he runs to get his leash and stands in front of the door. Linda’s professor tells her that her dog has learned to do this because, in the past, pleasant walks always followed the word “walkies.” Linda’s professor is most likely endorsing a _____ explanation.
- behaviorist
 - cognitive
 - Gestalt
 - comparative

Answer: A

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others’ behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

82. Professor Jaffrey believes that children learn to be polite when they are rewarded for saying things like “please” and “thank you.” Professor Jaffrey is most likely a _____ psychologist.
- Gestalt
 - personality
 - behavioral
 - cognitive

Answer: C

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others’ behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

83. Professor Srinivasan is a psychologist, yet she does not study cognition, thoughts, or feelings because she claims that they are not rooted in observable behavior. Professor Srinivasan is most likely a _____.
- Gestalt psychologist
 - personality psychologist
 - clinician
 - behaviorist

Answer: D

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others’ behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

84. The behaviorist approach _____.
- has its historical roots in Gestalt psychology
 - revolutionized psychology by introducing cognitive concepts
 - claims that all learning occurs through reinforcement and punishment
 - claims that although thinking and feeling cannot be directly observed, such concepts are essential for a complete understanding of human behavior

Answer: C

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others’ behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

85. In trying to make sense of the mass suicide in Jonestown, a behaviorist would probably examine the _____.

- a. rewards and punishments that Jim Jones used to influence his followers
- b. prior mental health of the people who committed suicide
- c. attitudes and values of the people who committed suicide
- d. contents of the speeches that Jim Jones delivered to his followers

Answer: A

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

86. In explaining why so many people watching on the Internet failed to come to the aid of Abraham Biggs, who committed suicide, a behaviorist would most likely address the _____.

- a. viewers' interpretations of the video
- b. danger or inconvenience that faced anyone who intervened
- c. conflicting feelings of the viewers
- d. relationships between the viewers and Abraham

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.3 Describe applications of psychology.

87. "To understand humans, one needs only to know about environmental rewards and punishments." This statement would most likely be endorsed by a strict _____.

- a. behaviorist
- b. Gestaltist
- c. environmental psychologist
- d. social psychologist

Answer: A

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

88. Which of the following questions is a behaviorist most likely to ask?

- a. How does the person construe this situation?
- b. Are some types of people more likely to find praise reinforcing?
- c. Why is a smile perceived as a reward?
- d. What are the external rewards in this situation?

Answer: D

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

89. A behaviorist would be most likely to focus on the role of _____ in influencing behavior.
- reasoning and problem solving
 - emotion and affect
 - objective properties of the environment
 - individual differences

Answer: C

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

90. Amani raises her hand in class. Her answer is wrong, and the teacher scolds her. After that, Amani doesn't participate much in class. This situation is most compatible with a _____ approach to understanding and predicting behavior.
- social cognition
 - behaviorist
 - self-esteem
 - Gestalt

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

91. When baby Lexi smiles, her mother claps her hands, sings her praises, and smiles back. According to the _____ perspective, Lexi will smile more in the future.
- Gestalt
 - social psychological
 - behavioral
 - social cognitive

Answer: C

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

92. When Suzie whines in a supermarket, her father gives her candy to keep her quiet. After a while, Suzie whines more often in the market because her father has "rewarded" her whining with candy. This explanation is more compatible with a _____ approach.
- cognitive
 - Gestalt
 - construal-based
 - behaviorist

Answer: D

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

93. Which of the following is a likely criticism of the behaviorist approach?
- Concepts like reinforcement and punishment are too vague.
 - Behaviorist explanations are too simplistic to explain all human social behavior.
 - Terms like "cognition" and "thinking" and "feeling" are too vague to be studied.
 - Scientists cannot deal with concepts like "thinking" and "feeling" in an objective way.

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

94. According to the authors of your text, why did behaviorists not incorporate cognition, thinking, and feeling into their theory?
- There was no empirical support that these concepts mattered.
 - They used strictly animal models for most of their theories.
 - They considered the concepts too vague and difficult to observe.
 - The theory could become too complex to study empirically.

Answer: C

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

95. The word "construal" refers to _____.
- objective reality
 - information provided by other people
 - imagined events
 - personal interpretations

Answer: D

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

96. Jeremy is in love with Carol and views her temper as an endearing example of her "feistiness." Her coworkers, however, interpret Carol's temper as rude and insensitive. The difference between Jeremy and the coworkers illustrates the power of love to influence our _____.
- construals
 - behaviors
 - influence attempts
 - relationships

Answer: A

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

97. Which of the following is the best example of a construal?
- a. Sam, who attends a showing of *The Jerry Springer Show*
 - b. Sarah, who registers to vote at age eighteen
 - c. John, who believes people born under the sign of Taurus are stubborn
 - d. Kerry, who decides to marry Ryan

Answer: C

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

98. Which of the following is the best synonym for “construal”?
- a. conclude
 - b. believe
 - c. interpret
 - d. judge

Answer: C

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

99. Last weekend, Paula smiled politely while Lance talked to her for several hours. “Wow,” thinks Lance to himself, “she was so nice. Paula must really like me—she was so friendly!” Lance’s interpretation of Paula’s behavior is an example of _____.
- a. a direct persuasion attempt
 - b. an indirect persuasion attempt
 - c. explicit values
 - d. a construal

Answer: D

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

100. Lisa and Melissa were comparing grades on their chemistry exam. Lisa was disappointed when she first saw that she had received a grade of 76 percent, but when she saw that Melissa (the class valedictorian in high school) had earned a grade of 78 percent, she felt much better about her grade. What is most likely to be a reason that Lisa changed her perspective?
- a. She had a different construal of her grade.
 - b. She was directly persuaded.
 - c. She used an explicit value.
 - d. She exerted social influence on Melissa.

Answer: A

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

101. Karen returns home from her first year of college and is very proud of her first-year GPA. She earned a 3.0 (B) average. She's unhappily surprised to discover that her parents are disappointed that she didn't perform better. This difference in interpretation illustrates the power of _____ in explaining social behavior.
- interpersonal conflict
 - construals
 - achievement motivation
 - socialization

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

102. Ted likes Jim and smiles at him every chance he gets. Jim wonders why Ted is always smirking at him sarcastically and studiously avoids him. Ted thinks he's being friendly and cannot understand Jim's standoffishness; Jim thinks Ted is a jerk for continuing to smirk at him without explanation. This difference illustrates the role of _____ in explaining social behavior.
- power
 - construals
 - the need for affiliation
 - persuasion

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

103. Dan likes his new roommate, Tim. He invites Tim to go everywhere with him—parties, lunch, even to the grocery store. Dan feels he's being warm and welcoming to his new friend. Tim, however, doesn't understand why it seems that Dan can't do anything on his own, and seems to need his companionship constantly. The difference in how Dan and Tim perceive Dan's actions is an illustration of _____ in explaining social behavior.
- explicit values
 - naïve realism
 - the need to belong
 - construals

Answer: D

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

104. Social psychologists use the term _____ to describe the way in which people perceive, comprehend, and interpret their social worlds.
- perspective
 - social psychology

- c. construal
- d. assumption

Answer: C

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

105. At a dinner party, Marcia spilled wine on her boss's Persian rug. If Marcia is like most social psychologists who study construals, what will she ask herself in predicting how her boss will respond?
- a. "How much does the rug cost?"
 - b. "Did anyone witness the spill?"
 - c. "Will my boss think I am drunk?"
 - d. "Is my boss a gracious hostess?"

Answer: C

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

106. Jill is eating dinner at her fiancé Rob's parents' house, and barely touches her food. Jill is aware that his parents could make different construals of this behavior, such as _____.
- a. Jill is a polite person
 - b. Rob and Jill make a cute couple
 - c. Jill must not like the food served at dinner
 - d. Rob treats Jill very well

Answer: C

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

107. Social psychologists' emphasis on construals of social situations has its roots in _____ psychology.
- a. personality
 - b. cognitive
 - c. Gestalt
 - d. behavioral

Answer: C

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

108. In trying to make sense of the mass suicide in Jonestown, a Gestaltist would probably _____.
- a. examine the external rewards and punishments used by Jim Jones
 - b. consult a social psychologist
 - c. ponder the subjective meaning of the act to Jim Jones's followers
 - d. ask about the traumatic events in the lives of Jones's followers

Answer: C

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

109. Marta left a party feeling very upset. Rather than trying to recall each conversation she had during the party, Marta tried to explain her feelings by reflecting on the party as a whole. The process Marta used resembles the approach used by _____ psychologists.
- behavioral
 - social
 - personality
 - Gestalt

Answer: D

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

110. The whole is different from the sum of its parts. This statement reflects a tenet of _____ psychology.
- cognitive
 - Gestalt
 - behavioral
 - physiological

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

111. Complete the following analogy, based on information from your text: behaviorism is to _____ as Gestalt psychology is to _____.
- rewards; perceptions
 - perceptions; interpretations
 - observable behavior; reinforcement
 - mental behavior; interpretations and construals

Answer: A

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

112. Which of the following would most likely be an article written by a Gestaltist?
- "The Influence of Subjective Reality on Roommate Disagreements"
 - "The Role of Reinforcements in Childhood Eating Behaviors"
 - "Personality Influences on Job Performance in Fast Food Restaurants"
 - "Social Class and Voting Behavior in the Midwest"

Answer: A

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

113. The authors of your text suggest that in the 1930s and 1940s, the most influential person in social psychology was _____.

- a. Kurt Lewin
- b. John Watson
- c. Lyndon Johnson
- d. B. F. Skinner

Answer: A

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

114. Most of the early social psychologists arrived in the U.S. from _____.

- a. Asia
- b. Europe
- c. Australia
- d. South America

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

115. In commenting on the development of social psychology in the U.S., Dorwin Cartwright (1979) wrote, "If I were required to name the one person who has had the greatest impact on the field, it would have to be Adolf Hitler." By this he meant that _____.

- a. Hitler's *Mein Kampf* was a philosophical treatise that influenced psychology
- b. Gestalt psychology came to the U.S. when Gestalt psychologists fled the Nazi regime
- c. Hitler used social-psychological principles to control the citizens of Germany
- d. World War II stimulated the U.S. economy, and there was more research funding for psychologists

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

116. One of Kurt Lewin's boldest intellectual contributions to social psychology was _____.

- a. applying Gestalt principles to social perception
- b. applying behavioral principles to the topic of social influence
- c. reminding social psychologists that objective physical attributes of a social stimulus are important
- d. promoting the use of observational methods

Answer: A

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

117. The "father" of modern experimental social psychology, Kurt Lewin, pointed out the importance of understanding how people _____ their social environments.

- a. control
- b. construe
- c. manipulate
- d. structure

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

118. In their approach to understanding social behavior, social psychologists are most similar to _____.

- a. behaviorists
- b. Gestalt psychologists
- c. sociologists
- d. personality psychologists

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

119. Because their intellectual roots lie more in Gestalt psychology than in _____, social psychologists tend to focus less on objective aspects of a social situation and more on _____.

- a. behaviorism; people's perceptions
- b. sociology; rewards and punishments
- c. behaviorism; irrationality
- d. personality psychology; rewards and punishments

Answer: A

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

120. Which of the following psychologists is considered the founding father of modern experimental social psychology?

- a. Gordon Allport
- b. Kurt Lewin
- c. B. F. Skinner
- d. Leon Festinger

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

121. When Maria's father asks her how her day was at school, she says, "Great!" When he asks for details, she explains that she did well on her spelling test and made a new friend, but injured herself in gym class and was late for soccer practice. Maria's summary of the day's events as "Great!" best exemplifies a _____ perspective.

- a. Gestalt
- b. behaviorist
- c. cognitive
- d. personality

Answer: A

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

122. When Mark goes to give Sven a congratulatory pat on the back after a job well done, he jumps and turns away. Mark has just read Chapter 1 and fancies himself something of a Gestalt psychologist. What is he likely to think about Sven's behavior?

- a. "Sven must have been abused as a child."
- b. "What's his problem? A pat on the back is a reinforcer."
- c. "Sven must have interpreted my gesture differently than I intended."
- d. "Sven must have low self-esteem."

Answer: C

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

123. From the perspective of Fritz Heider, you're not only reacting to the behavior of your roommate but also _____.

- a. planning on how to reward or punish the roommate's behavior
- b. perceiving the individual components of your roommate's behavior to determine how to respond
- c. reacting to what you think your roommate is perceiving, thinking, and feeling
- d. you aren't concerned with what your roommate thinks

Answer: C

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

124. Lee Ross describes the idea of "naïve realism" as the _____.

- a. conviction we all have that we perceive things "as they really are"
- b. scientific study of the way in which people's thoughts, feelings, and behaviors are influenced by the real or imagined presence of other people

- c. way in which people perceive, comprehend, and interpret the social world
- d. aspects of people's personalities that make them different from other people

Answer: A

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

125. Research by Lee Ross suggests that even when people recognize that others perceive information differently, they persist in thinking that others are biased, while they themselves are objective. This illustrates the idea of _____.

- a. social psychology
- b. naïve realism
- c. individual differences
- d. implicit values

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

126. One application of Ross's idea of naïve realism is to assist in negotiations between longtime adversaries such as Palestinians and Israelis. How would understanding naïve realism potentially help these parties negotiate more successfully?

- a. They would understand their religious differences and be able to communicate effectively.
- b. Both sides would understand that their perceptions are biased and try to be more objective.
- c. The Palestinians would come to understand the historical occupation of Israel and leave the West Bank.
- d. Both sides would understand the role of culture in forming construals and use conflict resolution skills appropriately.

Answer: B

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

127. Social psychologists have identified two motives that are of primary importance in explaining our thoughts and behaviors. According to your textbook authors, these are the need to _____ and the need to _____.

- a. enhance our power; be as accurate as possible
- b. be as accurate as possible; feel good about ourselves
- c. feel good about ourselves; belong
- d. be as accurate as possible; maintain social control

Answer: B

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

128. In which of the following examples does the need for accurate information most conflict with the need for self-esteem?
- Carla has to decide whether to read the detailed red-ink comments on the D paper she just spent weeks writing.
 - Joy has to decide whether to examine her job review file after receiving a promotion.
 - Isabel has to decide whether to pay attention to her coach's evaluation of her performance after they have won the semi-final.
 - Troy has to decide whether to read his opening night reviews after the play's producer has promised that the play will have at least a six-week run.

Answer: A

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

129. Several presidents have been given conflicting advice during wartime. Some advisers urged the president to pursue a peaceful solution; others urged him to escalate bombing to overcome the enemy. These presidents did not want to go down in history as the first U.S. president to lose a war, so they chose to escalate, thereby prolonging the war. According to your text, this decision was most likely a consequence of the motive to _____.
- perceive the situation as accurately as possible
 - save as many lives as possible
 - justify previous actions
 - convince the taxpayers that a tax increase was necessary

Answer: C

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

130. What is the take-home message of the authors' description of the presidents' decisions to continue and even escalate wars?
- The need to be accurate and the need to feel good about ourselves are often compatible.
 - The need to be accurate is stronger than the need to feel good about ourselves.
 - The need to be accurate and the need to feel good about ourselves are always in conflict.
 - When we forego accuracy in the interest of feeling good about ourselves, there are sometimes serious consequences.

Answer: D

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

131. George just finished a poem and is very proud of his work. He knows he should ask his instructor for some constructive feedback to improve it, but chooses not to because he is afraid of losing his sense of accomplishment. In this case, which basic motive did George give in to?
- The need to belong
 - The need for accuracy
 - The need to feel good about oneself

d. The need for affiliation

Answer: C

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

132. Garry is a physician and is convinced that his patient Mr. Mraz has cancer. However, after several diagnostic tests and a biopsy that came back negative, Garry rethinks his original diagnosis. He admits that he was wrong and does more research to find the correct diagnosis. In this case, which basic motive did Garry give in to?

- a. The need for accuracy
- b. The need to feel good about oneself
- c. The need for meaning
- d. The need for control

Answer: A

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

133. People often construe the world as they do in order to maintain a favorable image of themselves. This assumption underlies the _____ approach.

- a. self-esteem
- b. public image
- c. accuracy motive
- d. self-perception

Answer: A

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

134. When asked why she is always losing things, Veronique replies, "I'm not careless. It's just that I have more important things to think about." This response would be predicted by a social psychologist who understands Veronique's _____ motive.

- a. social cognition
- b. Gestalt
- c. self-esteem
- d. self-perception

Answer: C

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

135. Given the choice between distorting the world in order to enhance their self-esteem or viewing the world accurately, people often _____.

- a. completely distort reality
- b. choose accuracy and thereby suffer from low self-esteem
- c. put a slightly different spin on things in order to feel good about themselves
- d. refuse to make a choice, behaving erratically

Answer: C

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

136. According to the authors of your text, why do people sometimes construe information to feel good about themselves?

- a. Only narcissists do this.
- b. They are committing the fundamental attribution error.
- c. People have a strong need to maintain their self-esteem.
- d. Because it is important to be accurate perceivers of reality.

Answer: C

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

137. According to the authors of your text, people's evaluations of how good, competent, and decent they are is the definition of _____.

- a. self-evaluation
- b. self-efficacy
- c. self-monitoring
- d. self-esteem

Answer: D

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

138. Jacob was pouring gravy when he dropped the ladle and splattered it all over the tablecloth. In order to maintain his self-esteem, Jacob decided that _____.

- a. he was a clumsy person
- b. spilling the gravy was embarrassing to his family
- c. the ladle was slippery and anyone would have dropped it
- d. he would be more careful next time

Answer: C

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

139. Jordan's lover of four years just left him. He is hurt, angry, and confused, and says to himself, "He never did understand my need for independence." This explanation for the break-up best reflects which human motive?
- Protecting one's self-esteem
 - Sacrificing happiness in the interest of accuracy
 - Deserting reality under stress
 - Justifying our suffering
- Answer: A
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.
140. Rashim is viewed by most people he knows as rude, brusque, and completely unconcerned with other people's feelings. He, in contrast, describes himself as efficient and task-oriented. Rashim's self-description best reflects the motive to _____.
- justify our failed efforts
 - justify our past behavior
 - perceive the world accurately
 - succeed at any cost
- Answer: B
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.
141. Which of the following is NOT a likely consequence of the human tendency to prefer self-justifying information to accurate information?
- People maintain their level of self-esteem.
 - People become less likely to learn from their experiences.
 - People may make faulty decisions about future behavior.
 - People gain feedback that makes for better decisions.
- Answer: D
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.
142. Mikaela justifies her past behaviors to protect her self-esteem. What is most likely to happen to Mikaela?
- She will not learn from past experiences.
 - She will totally distort reality.
 - She will show a decrease in her self-esteem.
 - She will show a decrease in her self-confidence in social situations.
- Answer: A
Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.
Topic: Where Construals Come From: Basic Human Motives
Difficulty Level: Difficult
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

143. One potential problem of justifying past behavior in order to protect our self-esteem is that _____.
- people tend to become narcissistic
 - people distort reality and deny any negative information about themselves
 - it hinders people from learning from their past mistakes
 - it leads people to present themselves as being better than they really are

Answer: C

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

144. Josh and his friends have just started up a new fraternity on campus, and want to recruit men who will be loyal and love it. Based on the self-esteem approach, which initiation strategy would you recommend to Josh?
- Make it easy: let any pledge in who can pay for good parties throughout the year.
 - Make it very easy: let in the most desperate pledges.
 - Make them suffer a little: ride backwards in elevators all week.
 - Make it fun: let in the pledges who like to hang out and party.

Answer: C

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

145. Tom saw a weight-loss program advertised on late-night television. The ad claimed that deep breathing exercises would speed up metabolism, causing people to lose weight. He mailed a check for \$99.95. When the plan arrived, Tom rearranged his day so that he could complete the breathing exercises as scheduled. They made him nauseated and dizzy, and before long, Tom's friends began to think that he was going overboard with the program, and they began to avoid him. After the end of the ten-week program, Tom got on the scale and saw that he hadn't lost an ounce! Still, he remained enthusiastic and thought, "I may not have lost any weight, but I feel so much healthier!" This situation is best explained by _____.
- the justification of suffering
 - the self-fulfilling prophecy
 - delusional thinking
 - accurate self-perceptions

Answer: A

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

146. Many fraternities, sororities, and sports teams have initiation rituals. For example, at one school, all the members of the soccer team must wear unusual clothing everywhere on campus for an entire day and then have embarrassing haircuts. These rituals try to capitalize on the role of _____ in increasing commitment via self-justification.
- suffering
 - the affiliation motive
 - reinforcement
 - social power

Answer: A

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

147. Melissa, Sally, Kathleen, and Lynne went mountain climbing. According to the self-justification approach, which one of the women would most appreciate the view from the top of the mountain?
- Melissa, who climbed while listening to arousing music on her headphones
 - Sally, who pulled a muscle and got scratched by thorns
 - Kathleen, who enjoyed seeing the different types of trees on the mountain
 - Lynne, who daydreamed about her husband while she climbed

Answer: B

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

148. You might have heard the old Groucho Marx quip, "I wouldn't belong to any club that would have me for a member." From a self-esteem perspective in social psychology, what would be a more accurate—if less humorous—statement?
- "I would most want to belong to any club that would have me."
 - "I would most want to belong to a club that made me suffer to get into it."
 - "I wouldn't want to join any club at all."
 - "I would want to avoid a club that would have me."

Answer: B

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

149. Social psychological research has convincingly demonstrated that the _____ the initiation to join a group, the _____ the initiates like the group.
- milder; more
 - more severe; more
 - more severe; less
 - longer; more

Answer: B

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

150. Assume that, contrary to research findings, people who undergo a severe initiation to join a group actually like the group less than do people who undergo a mild initiation. If these findings were true, they would provide support for a _____ approach to social influence.
- social cognitive
 - self-esteem

- c. Gestalt
- d. behaviorist

Answer: D

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

151. Julie and Tina have a very exclusive club. In order to make new members loyal and really enjoy being part of the club, Julie says new members should be rewarded for their good behaviors in the club. Tina, however, suggests that they use an embarrassing initiation. In this example, Julie is taking a _____ approach, while Tina is taking a _____ approach.
- a. behaviorist; self-esteem
 - b. self-esteem; Gestalt
 - c. Gestalt; behaviorist
 - d. self-esteem; behaviorist

Answer: A

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

152. Dimitri went through a lot of hard work during Basic Training in the Army. At times, drill sergeants yelled at him; he was physically exhausted and emotionally distressed. But, at the end of Basic Training, he felt that joining the Army had been a very good decision. The self-esteem explanation for Dimitri's feelings about Basic Training is that _____.
- a. Dimitri is delusional for deriving meaning from the horrible experience he just endured
 - b. Dimitri has to somehow justify his suffering while maintaining his self-esteem
 - c. Dimitri's self-esteem increased every day that he survived in Basic Training
 - d. Dimitri's justification for joining the Army was strong enough to see him through to finishing Basic Training

Answer: B

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

153. Leslie cannot say no to anyone. Consequently, she takes on too much and doesn't fulfill her commitments as promptly as she might. Assume that when asked to explain these behaviors, Leslie is motivated to be accurate in her self-perceptions. What would she be most likely to say?
- a. "I would have gotten everything done if my sister hadn't come to visit."
 - b. "You know me. I'm a go-getter who can't stand being bored."
 - c. "I guess I'm a bit of a pushover, and take on more than I can responsibly handle."
 - d. "I guess you can't teach an old dog new tricks."

Answer: C

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

154. The social cognition approach is based on the notion that humans are often motivated to _____.
- be accurate in their perceptions and inferences
 - enhance their self-esteem
 - seek out reinforcers and avoid punishers
 - justify their behaviors

Answer: A

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

155. Human beings are often motivated to construe themselves and the social world accurately. The _____ approach is based on this assumption.
- behaviorist
 - social cognition
 - self-esteem
 - social psychological

Answer: B

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

156. Social cognition is the study of how people _____.
- solve societal problems
 - think about themselves and the social world
 - behave in groups
 - actually behave toward outgroup members

Answer: B

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

157. How people select, interpret, remember, and use information to make judgments and decisions is called _____.
- self-esteem
 - social psychology
 - behaviorism
 - social cognition

Answer: D

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

158. Which of the following statements is NOT consistent with the social cognition approach to social psychology?

- a. Human thinking and reasoning abilities involve numerous decisions every day.
- b. People try to view the world as accurately as possible.
- c. People tend to distort reality to make themselves look good.
- d. People make errors because there is too much information to be able to process optimally.

Answer: C

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

159. The _____ approach portrays humans as akin to Sherlock Holmes, who tries his best to accurately make sense of the facts.

- a. esteem enhancement
- b. self-esteem
- c. social cognition
- d. rational-economic

Answer: C

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

160. The social cognition approach compares people to amateur _____.

- a. detectives
- b. lawyers
- c. artists
- d. accountants

Answer: A

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

161. According to social cognition researchers, we sometimes have difficulty making sense of the social world because we _____.

- a. are inherently flawed in our reasoning
- b. choose to ignore the relevant facts
- c. ignore simple decisions in favor of complex decisions
- d. lack the stamina to seek out all the relevant facts

Answer: D

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

162. Julia eats granola bars and avoids chocolate bars, even though the granola bars contain 50 percent more fat and 15 percent more sodium than the chocolate bars. According to a social cognition approach, why might Julia do that?

- a. She is motivated to see herself as a healthy person.
- b. She is motivated to convince her friends that she is a healthy person.
- c. She failed to seek out all the relevant facts about the nutritional value of those snacks.
- d. She needs to justify paying more for the granola bar.

Answer: C

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

163. Which of the following questions would be of most interest to a social cognition researcher?

- a. How does the motive to control the environment influence social behaviors?
- b. Why are people motivated to maintain their self-esteem?
- c. What factors prevent people from reasoning accurately?
- d. Why is the whole different from the sum of its parts?

Answer: C

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

164. Della is interested in the ways in which romantic partners think about each other. Her research most neatly fits the realm of _____.

- a. personality psychology
- b. social cognition
- c. sociology
- d. behaviorism

Answer: B

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

165. Aidan is trying to decide who would be the better roommate, Yushi or Lamar. Yushi has lots of money and a flat-screen TV to add to the apartment, but Lamar is really fun to hang out with. Aidan doesn't know other things, such as how tidy they are or how loud they are at night, but has to make his decision soon. This best illustrates which challenge of accurate social cognition?

- a. People usually make emotional decisions.
- b. People usually don't know all of the facts.
- c. People are rarely motivated to be accurate.
- d. People are more concerned with self-esteem.

Answer: B

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

166. The authors of your text discuss three snares in people's ability to reason accurately. Which of the following is NOT a challenge to reasoning accurately?
- People rarely know all of the facts.
 - People are seldom motivated to be accurate.
 - People often lack time or stamina to reason well.
 - People often generalize based on superficial information.

Answer: B

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

167. In the long run, which will help you determine what steps you need to take to improve your study skills for your social psychology class?
- The need for accuracy
 - The need for self-esteem
 - The fundamental attribution error
 - The need for self-construal

Answer: A

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

168. Which of the following is true about social psychologists' interest in social problems?
- Contemporary social psychologists are not interested in social problems.
 - Interest in social problems has arisen only in the last decade.
 - Social problems have been a concern since the beginning of social psychology.
 - Social problems are too complex to be addressed by social psychologists.

Answer: C

Learning Objective: 1.4 Explain why the study of social psychology is important.

Topic: Why Study Social Psychology?

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

169. After reading Chapter 1, if you were to advise producers of a safe-sex television campaign, what would you tell them?
- Remember that sometimes people would rather feel good than be accurate.
 - AIDS is more likely to be transmitted via intravenous drug use than via sex.
 - Beware of the fundamental attribution error.
 - Remember to provide complete information and get your facts right.

Answer: A

Learning Objective: 1.4 Explain why the study of social psychology is important.

Topic: Why Study Social Psychology?

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.3 Describe applications of psychology.

170. According to your text, one reason why social psychologists study the causes of social behavior is to _____.
- gain political power
 - contribute to the solution of social problems
 - understand psychological disorders
 - comprehend individual differences
- Answer: B
Learning Objective: 1.4 Explain why the study of social psychology is important.
Topic: Why Study Social Psychology?
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.
171. Of the following, which question is LEAST likely to be asked by a social psychologist?
- Why are we attracted to some people and not others?
 - How can we influence others to think like we do?
 - At what age do we gain the ability to walk?
 - How might advertising be used to get more people to recycle?
- Answer: C
Learning Objective: 1.4 Explain why the study of social psychology is important.
Topic: Why Study Social Psychology?
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.
172. According to the text, at the founding of social psychology, _____, having escaped Nazi Germany, brought a passionate interest in understanding social behavior.
- James Watson
 - Leon Festinger
 - Kurt Lewin
 - Lee Ross
- Answer: C
Learning Objective: 1.4 Explain why the study of social psychology is important.
Topic: Why Study Social Psychology?
Difficulty Level: Easy
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.
173. Which of the following represents a potential contribution by a social psychologist?
- Being able to reduce the age at which children first read
 - Being able to condition someone to work longer through rewards and punishments
 - Reducing memory loss in the elderly
 - Reducing prejudice and violence
- Answer: D
Learning Objective: 1.4 Explain why the study of social psychology is important.
Topic: Why Study Social Psychology?
Difficulty Level: Moderate
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.
174. Jerrika researched and developed a program to reduce high school dropout rates among minorities. Jerrika is most likely a _____.
- social psychologist
 - biological psychologist
 - evolutionary psychologist
 - behaviorist

Answer: A

Learning Objective: 1.4 Explain why the study of social psychology is important.

Topic: Why Study Social Psychology?

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

175. Which of the following would most likely be an added benefit of studying social psychology?
- You could identify and change your own self-defeating behaviors.
 - You could find a better match for a relationship.
 - Studying social psychology can lead to better jobs.
 - Studying social psychology will make you a better parent.

Answer: A

Learning Objective: 1.4 Explain why the study of social psychology is important.

Topic: Why Study Social Psychology?

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

Essay

176. What does social psychology have in common with folk wisdom? How does social psychology differ from folk wisdom?

Answer: Both ask and answer questions about human social behavior. They seek to explain why it is that people think or feel or behave as they do. Compared to social psychology, folk wisdom is often oversimplified in its explanations, is replete with incompatible contradictory explanations, and often blames individuals for their plights. Social psychology is a science that relies on such empirical methods as experimentation.

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

177. Explain what the role of common sense is (and is not) in social psychology.

Answer: Common sense can be used as a springboard for formulating new research ideas. Common sense is not a substitute for using the scientific method because it is filled with contradictions and is subject to biases in thinking.

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

178. Few would disagree that human aggression is a very pressing social problem that leads to violent criminal acts, and that it is important to understand the causes of aggression before we can intervene to reduce it. How would a social psychologist approach this phenomenon? How would a social psychologist's approach differ from the approach of a personality psychologist or a sociologist?

Answer: First, like a personality psychologist, a social psychologist would focus on the individual, instead of on larger structural variables like socioeconomic status or the availability of handguns. Unlike a personality psychologist, however, a social psychologist would be more likely to focus on specific social

situations or on people's construals of those specific situations. Social psychologists put far less emphasis on enduring personality characteristics or traits, and are more interested in how people are like one another in those situations. This approach also differs from a sociologist's approach. Sociologists—unlike social psychologists—tend to focus not on the individual, but on larger segments of society. Still, like social psychologists—and unlike personality psychologists—sociologists would consider how people in different groups are different from one another when it comes to aggressive behaviors.

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

179. Suppose that in a restaurant, a waiter grows impatient with a customer, rolls his eyes, taps his pencil impatiently on his order book, and finally snaps, "I haven't got all day, you know." Compare and contrast how a personality psychologist and a social psychologist would attempt to explain such behavior.

Answer: Both personality and social psychologists would use an individual level of analysis rather than a larger, broader level that focuses on economic, political, or historical forces. Personality psychologists, however, would focus on the kinds of characteristics in which people differ; for example, they would focus on enduring characteristics like the hostility or impulsivity of the waiter. In contrast, although social psychologists would also focus on the individual, they would attend to ways in which the waiter is like other people; for example, social psychologists might turn their attention to the waiter's situation and in particular, his construal of the situation with the customer.

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

180. The chapter emphasizes that disciplines differ in their level of analysis of important questions. Describe a question or topic that would be best answered by a sociologist, and explain how that question or topic might be modified to be answered by a social psychologist.

Answer: Sociologists are interested in the study of larger social units such as groups, organizations, and societies. They might be interested in the role of marriage in American families or the number of divorces in cultures with arranged marriages. Social psychologists could examine these topics by focusing on the individuals in those situations. For example, how do husbands communicate happiness in marriages in America or how do individuals think about one another in arranged marriages?

Learning Objective: 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

181. Define the term "fundamental attribution error" and provide an example of this phenomenon that might occur in daily life.

Answer: The fundamental attribution error is defined as the tendency to overestimate the extent to which people's behavior is due to internal dispositional factors, and to underestimate the role of situational factors. One example of this is when you see someone trip and fall, you might assume that person is clumsy and may not take into account that it is icy outside.

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

182. What are the risks of making the fundamental attribution error?

Answer: When people ignore the potential influence of the situation and assign blame to internal dispositional factors, it can lead to greater amounts of frustration, anger, and aggression. If you make a negative attribution of someone, you are also less likely to develop a relationship with that person. It can also give us a sense of false security, allowing us to assume that we would never do the same behaviors. Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

183. Describe how people tend to interpret the behaviors of themselves and others.

Answer: People may consider the situation that led to the behavior, but often they deny the power of the situation, committing the fundamental attribution error. In these cases, they attribute the behavior to a fundamental flaw in the character of the individual. It is important as well to understand not only how situations influence individuals, but also how people perceive and interpret the social world and the behavior of others. These perceptions are often more influential than the characteristics of the situation itself. This interpretation of the world is called a "construal."

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

184. Compare the importance that behaviorist and Gestalt approaches attach to such "mentalistic" concepts as thoughts and feelings. To which of these schools of thought is contemporary social psychology more closely related and why?

Answer: Behaviorists have historically believed that to understand human behavior, there is no need to consider such subjective internal states as thinking or feeling; instead, they have focused on characteristics of the external environment (e.g., punishment and reinforcement). In contrast, Gestalt psychologists assert that it is not enough to understand the objective characteristics of the situation; one must understand how people perceive and interpret the situation. Given social psychology's focus on social cognition and subjective construals, it shares more in common with Gestalt psychology. Social psychologists often view behaviorist concepts as simplistic.

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Moderate

Skill Level: Analyze It

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

185. Two groups at your university are at odds. Design an intervention based on the research by Ross and colleagues regarding "naïve realism" that might get them to change their opinions of the other group.

Answer: Ross and colleagues showed people opinions that were labeled as the other side's opinions, and people automatically didn't like them. However, the opinions had really come from the same side of the political argument. Perhaps by doing this, then showing both sides both sets of arguments, the conflict can be resolved. The book text says, "The hope is that once negotiators on both sides become fully aware of this phenomenon and how it impedes conflict resolution, a reasonable compromise will be more likely."

Learning Objective: 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

186. Consider the following situation: Madeline does very poorly on a term paper she has written. If Madeline is motivated by the need to feel good about herself (the self-esteem approach), what kinds of construals might she make about this?

Answer: Madeline would try to make herself feel better about her performance. She may claim that she just did not care that much about the paper. Or she may claim that the instructor did not grade it fairly. Another possibility is that she will say that she did not try that hard on the paper, and the grade does not really reflect her abilities.

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

187. Compare the self-esteem approach and the social cognition approach in terms of the motivations assumed to underlie human behavior.

Answer: The self-esteem approach explains human social cognition and human social behavior with reference to the basic motive to preserve or enhance one's self-esteem, even at the expense of accuracy. The social cognition approach views humans as motivated to perceive themselves and the world accurately, sometimes at the expense of their self-esteem.

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

188. Jason's doctor recently told him that he needs to start eating healthier and lose some weight. If Jason is more motivated by the need for accuracy (social cognition approach), what would he likely think and do after this visit?

Answer: Jason might start by assessing his lifestyle. He may stop eating candy and junk food and begin eating a healthier diet. He might seek information about how to eat well. Jason also may limit his food intake in an effort to lose a few pounds. Additionally, he may begin an exercise program. Jason would seek information, and try to make the most accurate decision about his lifestyle.

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

189. Jacqui is fired by her employer because she just can't seem to learn the tasks her job involves. If Jacqui is motivated by the self-esteem approach, how will she respond to the firing?

Answer: Jacqui is likely to blame her lack of performance on her situation or on the person training her. She will try to attribute the lack of performance to anything but her. She may declare that the job is too hard for anyone to learn or that the expectations of the employer are just too high.

Learning Objective: 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

190. What makes social psychologists want to understand social influence?

Answer: Social psychologists are fascinated by human social behavior and want to understand it on the deepest possible level. Many social psychologists want to contribute solutions to social problems. Many of the investigations of social psychologists will examine causes and potential solutions to problematic social behaviors.

Learning Objective: 1.4 Explain why the study of social psychology is important.

Topic: Why Study Social Psychology?

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

Revel Quizzes

The following questions appear at the end of each module and at the end of the chapter in Revel for *Social Psychology*, Tenth Edition.

Quiz 1.1: Defining Social Psychology

EOM_Q1.1.1

A social psychologist would tend to look for explanations of a young man's violent behavior primarily in terms of _____.

- a) his aggressive personality traits

Consider This: We are often influenced merely by the presence of other people, including perfect strangers who are not interacting with us. LO 1.1 Define social psychology and distinguish it from other disciplines.

- b) possible genetic contributions

Consider This: We are often influenced merely by the presence of other people, including perfect strangers who are not interacting with us. LO 1.1 Define social psychology and distinguish it from other disciplines.

- c) how his peer group behaves

- d) what his father taught him

Consider This: We are often influenced merely by the presence of other people, including perfect strangers who are not interacting with us. LO 1.1 Define social psychology and distinguish it from other disciplines.

Answer: c

Learning Objective: LO 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Apply What You Know

EOM_Q1.1.2

The topic that would most interest a social psychologist is _____.

- a) how the level of extroversion of different presidents affected their political decisions

Consider This: We are governed by the imaginary approval or disapproval of our parents, friends, and teachers and by how we expect others to react to us. LO 1.1 Define social psychology and distinguish it from other disciplines.

b) whether people's decision about whether to cheat on a test is influenced by how they imagine their friends would react if they found out

- c) the extent to which people's social class predicts their income

Consider This: We are governed by the imaginary approval or disapproval of our parents, friends, and teachers and by how we expect others to react to us. LO 1.1 Define social psychology and distinguish it from other disciplines.

- d) what passers-by on the street think of global warming

Consider This: We are governed by the imaginary approval or disapproval of our parents, friends, and teachers and by how we expect others to react to us. LO 1.1 Define social psychology and distinguish it from other disciplines.

Answer: b

Learning Objective: LO 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Apply What You Know

EOM_Q1.1.3

Which of the following is true about evolutionary psychology?

- a) Natural selection works differently in humans than other animals.

Consider This: Evolutionary theories are difficult to test. LO 1.1 Define social psychology and distinguish it from other disciplines.

- b) It is easy to test evolutionary hypotheses by doing experiments.

Consider This: Evolutionary theories are difficult to test. LO 1.1 Define social psychology and distinguish it from other disciplines.

c) Most social behaviors are genetically determined with little influence by the social environment.

d) Evolutionary approaches can generate novel hypotheses about social behavior that can then be tested with experiments.

Consider This: Evolutionary theories are difficult to test. LO 1.1 Define social psychology and distinguish it from other disciplines.

Answer: c

Learning Objective: LO 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOM_Q1.1.4

How does social psychology differ from personality psychology?

a) Social psychology focuses on individual differences, whereas personality psychology focuses on how people behave in different situations.

Consider This: The goal of social psychology is to identify properties of human nature that make almost everyone susceptible to social influence, regardless of social class or culture. LO 1.1 Define social psychology and distinguish it from other disciplines.

b) Social psychology focuses on the shared processes that make people susceptible to social influence, whereas personality psychology focuses on individual differences.

c) Social psychology provides general laws and theories about societies, whereas personality psychology studies the characteristics that make people unique.

Consider This: The goal of social psychology is to identify properties of human nature that make almost everyone susceptible to social influence, regardless of social class or culture. LO 1.1 Define social psychology and distinguish it from other disciplines.

d) Social psychology focuses on individual differences, whereas personality psychology provides general laws and theories about societies.

Consider This: The goal of social psychology is to identify properties of human nature that make almost everyone susceptible to social influence, regardless of social class or culture. LO 1.1 Define social psychology and distinguish it from other disciplines.

Answer: b

Learning Objective: LO 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOM_Q1.1.5

What is the “level of analysis” for a social psychologist?

a) the individual in the context of a social situation

b) the social situation itself

Consider This: Although social psychologists would agree that personalities vary, they explain social behavior in terms of the power of the social situation to shape how one acts. LO 1.1 Define social psychology and distinguish it from other disciplines.

c) a person’s level of achievement

Consider This: Although social psychologists would agree that personalities vary, they explain social behavior in terms of the power of the social situation to shape how one acts. LO 1.1 Define social psychology and distinguish it from other disciplines.

d) a person’s level of reasoning

Consider This: Although social psychologists would agree that personalities vary, they explain social behavior in terms of the power of the social situation to shape how one acts. LO 1.1 Define social psychology and distinguish it from other disciplines.

Answer: a

Learning Objective: LO 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOM_Q1.1.6

Which of the following research topics about violence is one that a social psychologist might investigate?

a) how rates of violence change over time within a culture

Consider This: The laws governing the relationship between frustration and aggression, for example, are hypothesized to be true of most people in most places, not just members of one gender, social class, culture, age group, or ethnicity. LO 1.1 Define social psychology and distinguish it from other disciplines.

b) why murder rates vary across cultures

Consider This: The laws governing the relationship between frustration and aggression, for example, are hypothesized to be true of most people in most places, not just members of one gender, social class, culture, age group, or ethnicity. LO 1.1 Define social psychology and distinguish it from other disciplines.

c) brain abnormalities that produce aggression when a person is provoked

Consider This: The laws governing the relationship between frustration and aggression, for example, are hypothesized to be true of most people in most places, not just members of one gender, social class, culture, age group, or ethnicity. LO 1.1 Define social psychology and distinguish it from other disciplines.

d) why some situations are more likely to provoke aggression than others

Answer: d

Learning Objective: LO 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Analyze It

Quiz 1.2: The Power of the Situation

EOM_Q1.2.1

The fundamental attribution error is best defined as the tendency to _____.

- a) explain our own and other people's behavior entirely in terms of personality traits, thereby underestimating the power of social influence
- b) explain our own and other people's behavior in terms of the social situation, thereby underestimating the power of personality factors

Consider This: Ironically, this way of thinking actually increases our vulnerability to destructive social influences by making us less aware of our own susceptibility to them. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

- c) believe that people's group memberships influence their behavior more than their personalities

Consider This: Ironically, this way of thinking actually increases our vulnerability to destructive social influences by making us less aware of our own susceptibility to them. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

- d) believe that people's personalities influence their behavior more than their group memberships

Consider This: Ironically, this way of thinking actually increases our vulnerability to destructive social influences by making us less aware of our own susceptibility to them. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Answer: a

Learning Objective: LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

EOM_Q1.2.2

What does the Wall Street Game reveal about personality and situation?

- a) Competitive people will compete fiercely no matter what a game is called.

Consider This: When it was called the Wall Street Game, approximately two thirds of the students responded competitively; when it was called the Community Game, only a third responded competitively. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

- b) Cooperative people will try hard to get competitive opponents to work with them.

Consider This: When it was called the Wall Street Game, approximately two thirds of the students responded competitively; when it was called the Community Game, only a third responded competitively. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

- c) The name of the game makes no difference in how people play the game.

Consider This: When it was called the Wall Street Game, approximately two thirds of the students responded competitively; when it was called the Community Game, only a third responded competitively. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

- d) The name of the game strongly influences how people play the game.

Answer: d

Learning Objective: LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Analyze It

EOM_Q1.2.3

A stranger approaches Emily on campus and says he is a professional photographer. He asks if she will spend 15 minutes posing for pictures next to the student union. According to social psychologists, Emily's decision will depend on which of the following?

- a) how well dressed the man is

Consider This: We are busy guessing all the time about the other person's state of mind, motives, and thoughts. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

b) whether the man offers to pay her

Consider This: We are busy guessing all the time about the other person's state of mind, motives, and thoughts. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

c) how Emily construes the situation

d) whether the man has a criminal record

Consider This: We are busy guessing all the time about the other person's state of mind, motives, and thoughts. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Answer: c

Learning Objective: LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Moderate

Skill Level: Apply What You Know

EOM_Q1.2.4

Social psychology had its origins in _____.

a) Gestalt psychology

b) Freudian psychology

Consider This: First proposed as a theory of how people perceive the physical world, Gestalt psychology holds that we should study the subjective way in which an object appears in people's minds (the gestalt, or whole) rather than the way in which the objective, physical attributes of the object combine. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

c) behavioral psychology

Consider This: First proposed as a theory of how people perceive the physical world, Gestalt psychology holds that we should study the subjective way in which an object appears in people's minds (the gestalt, or whole) rather than the way in which the objective, physical attributes of the object combine. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

d) biological psychology

Consider This: First proposed as a theory of how people perceive the physical world, Gestalt psychology holds that we should study the subjective way in which an object appears in people's minds (the gestalt, or whole) rather than the way in which the objective, physical attributes of the object combine. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Answer: a

Learning Objective: LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Easy

Skill Level: Remember the Facts

EOM_Q1.2.5

"Naïve realism" refers to the fact that _____.

a) most people are naïve (uneducated) about psychology

Consider This: If other people see the same things differently, therefore, it must be because they are biased (Ross, 2004, 2010; Ehrlinger, Gilovich, & Ross, 2005). LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

b) few people are realistic

Consider This: If other people see the same things differently, therefore, it must be because they are biased (Ross, 2004, 2010; Ehrlinger, Gilovich, & Ross, 2005). LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

c) most people would rather be naïve than accurate

Consider This: If other people see the same things differently, therefore, it must be because they are biased (Ross, 2004, 2010; Ehrlinger, Gilovich, & Ross, 2005). LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

d) most people believe they perceive things accurately

Answer: d

Learning Objective: LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Moderate

Skill Level: Understand the Concepts

Quiz 1.3: Where Construals Come From: Basic Human Motives

EOM_Q1.3.1

Researchers who study social cognition assume that people _____.

- a) try to view the world as accurately as possible
- b) can't think clearly with other people around them

Consider This: They regard human beings as amateur sleuths who are doing their best to understand and predict their social world. LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

- c) distort reality in order to view themselves favorably

Consider This: They regard human beings as amateur sleuths who are doing their best to understand and predict their social world. LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

- d) are driven by the need to control others

Consider This: They regard human beings as amateur sleuths who are doing their best to understand and predict their social world. LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Answer: a

Learning Objective: LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOM_Q1.3.2

Which of the following does NOT reflect the motive to maintain high self-esteem?

- a) After Sarah leaves Bob for someone else, Bob decides that he wasn't really good enough for her anyway.

Consider This: Given the choice between distorting the world to feel good about themselves and representing the world accurately, people often take the first option. LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

- b) Students who want to take Professor Lopez's seminar have to apply by writing a 10-page essay.

Everyone who is selected ends up loving the class.

Consider This: Given the choice between distorting the world to feel good about themselves and representing the world accurately, people often take the first option. LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

c) Janetta did poorly on the first test in her psychology class. She admits that she didn't study enough and vows to study harder for the next test.

d) Zach has been involved in several minor traffic accidents since getting his driver's license. "There sure are a lot of terrible drivers out there," he says. "People should learn to be good drivers like me."

Consider This: Given the choice between distorting the world to feel good about themselves and representing the world accurately, people often take the first option. LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Answer: c

Learning Objective: LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Moderate

Skill Level: Apply What You Know

EOM_Q1.3.3

The "self-fulfilling prophecy" is the reason that many people _____.

- a) love Doomsday predictions

Consider This: If you were one of those teachers and were led to expect two or three specific students to perform well, you would be more likely to treat them in special ways: paying more attention to them, listening to

them with more respect, calling on them more frequently, encouraging them, and trying to teach them more challenging material. Your attention and attitude would, in turn, almost certainly make these students feel happier, more respected, more motivated, and smarter—and, voilà, the prophecy is fulfilled. LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

b) make a prophecy that they will fail their exams

Consider This: If you were one of those teachers and were led to expect two or three specific students to perform well, you would be more likely to treat them in special ways: paying more attention to them, listening to them with more respect, calling on them more frequently, encouraging them, and trying to teach them more challenging material. Your attention and attitude would, in turn, almost certainly make these students feel happier, more respected, more motivated, and smarter—and, voilà, the prophecy is fulfilled. LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

c) create a prophecy that they will succeed on their exams

Consider This: If you were one of those teachers and were led to expect two or three specific students to perform well, you would be more likely to treat them in special ways: paying more attention to them, listening to them with more respect, calling on them more frequently, encouraging them, and trying to teach them more challenging material. Your attention and attitude would, in turn, almost certainly make these students feel happier, more respected, more motivated, and smarter—and, voilà, the prophecy is fulfilled. LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

d) act in ways to make predictions of their own behavior or others' come true

Answer: d

Learning Objective: LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Moderate

Skill Level: Understand the Concepts

Chapter 1 Quiz: Introducing Social Psychology

EOC_Q1.1

Social psychology is the study of _____.

- a) the real or imagined influence of other people
- b) social institutions, such as the church or school

Consider This: When we think of social influence, the kinds of examples that readily come to mind are direct attempts at persuasion, whereby one person deliberately tries to change another person's behavior or attitude.

LO 1.1 Define social psychology and distinguish it from other disciplines.

- c) social events, such as football games and dances

Consider This: When we think of social influence, the kinds of examples that readily come to mind are direct attempts at persuasion, whereby one person deliberately tries to change another person's behavior or attitude.

LO 1.1 Define social psychology and distinguish it from other disciplines.

- d) psychological processes, such as dreaming

Consider This: When we think of social influence, the kinds of examples that readily come to mind are direct attempts at persuasion, whereby one person deliberately tries to change another person's behavior or attitude.

LO 1.1 Define social psychology and distinguish it from other disciplines.

Answer: a

Learning Objective: LO 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Easy

Skill Level: Remember the Facts

EOC_Q1.2

For social psychologists, the likely explanation of the mass suicide at Jonestown was _____.

- a) members of the cult were mentally unstable or clinically depressed

Consider This: In fact, as social psychologists have shown, the social conditions at Jonestown were such that virtually anyone—even strong, nondepressed individuals like you or us—would have succumbed to Jones's influence. LO 1.1 Define social psychology and distinguish it from other disciplines.

- b) the cult leader used hypnotism or drugs to coerce his followers into obedience

Consider This: In fact, as social psychologists have shown, the social conditions at Jonestown were such that virtually anyone—even strong, nondepressed individuals like you or us—would have succumbed to Jones's influence. LO 1.1 Define social psychology and distinguish it from other disciplines.

- c) processes that could ensnare almost any healthy person

- d) the open, welcoming nature of the cult that made members feel it was safe to obey their leader

Consider This: In fact, as social psychologists have shown, the social conditions at Jonestown were such that virtually anyone—even strong, nondepressed individuals like you or us—would have succumbed to Jones's influence. LO 1.1 Define social psychology and distinguish it from other disciplines.

Answer: c

Learning Objective: LO 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Difficult

Skill Level: Analyze It

EOC_Q1.3

In social psychology, the level of analysis is _____.

- a) society at large

Consider This: If people are feeling frustrated, under what conditions will they vent their frustration with an aggressive act and under what conditions will they restrain themselves? LO 1.1 Define social psychology and distinguish it from other disciplines.

- b) the individual in a social context

- c) groups and organizations

Consider This: If people are feeling frustrated, under what conditions will they vent their frustration with an aggressive act and under what conditions will they restrain themselves? LO 1.1 Define social psychology and distinguish it from other disciplines.

d) cognitive and perceptual brain processes

Consider This: If people are feeling frustrated, under what conditions will they vent their frustration with an aggressive act and under what conditions will they restrain themselves? LO 1.1 Define social psychology and distinguish it from other disciplines.

Answer: b

Learning Objective: LO 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOC_Q1.4

Which of the following comments does not illustrate the fundamental attribution error?

a) A man says, "My wife has sure become a grouchy person" but explains his own grouchiness as a result of having a hard day at the office.

Consider This: Explaining behavior in terms of personality can give us a feeling of false security. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

b) A woman reads about high unemployment in poor communities and says, "Well, if those people weren't so lazy, they would find work."

Consider This: Explaining behavior in terms of personality can give us a feeling of false security. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

c) "The people who committed suicide at Jonestown were socially isolated and thus cut off from other points of view about their leader."

d) "The people who committed suicide at Jonestown were mentally ill."

Consider This: Explaining behavior in terms of personality can give us a feeling of false security. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Answer: c

Learning Objective: LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Moderate

Skill Level: Apply What You Know

EOC_Q1.5

What do social psychology and personality psychology have in common?

a) They both focus on the individual.

b) They both focus on personality traits.

Consider This: Cross-cultural research is therefore extremely valuable, because it sharpens theories, either by demonstrating their universality or by leading us to discover additional variables that help us improve our understanding and prediction of human behavior. LO 1.1 Define social psychology and distinguish it from other disciplines.

c) They both focus on formative childhood experiences.

Consider This: Cross-cultural research is therefore extremely valuable, because it sharpens theories, either by demonstrating their universality or by leading us to discover additional variables that help us improve our understanding and prediction of human behavior. LO 1.1 Define social psychology and distinguish it from other disciplines.

d) They both focus on genetic contributions to personality.

Consider This: Cross-cultural research is therefore extremely valuable, because it sharpens theories, either by demonstrating their universality or by leading us to discover additional variables that help us improve our understanding and prediction of human behavior. LO 1.1 Define social psychology and distinguish it from other disciplines.

Answer: a

Learning Objective: LO 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Defining Social Psychology

EOC_Q1.6

What do social psychology and sociology have in common?

a) They both examine demographic trends in society.

Consider This: Social psychology and sociology share an interest in the way the situation and the larger society influence behavior. LO 1.1 Define social psychology and distinguish it from other disciplines.

b) They both study national institutions.

Consider This: Social psychology and sociology share an interest in the way the situation and the larger society influence behavior. LO 1.1 Define social psychology and distinguish it from other disciplines.

c) They both are concerned with personality differences.

Consider This: Social psychology and sociology share an interest in the way the situation and the larger society influence behavior. LO 1.1 Define social psychology and distinguish it from other disciplines.

d) They both are concerned with group processes.

Answer: d

Learning Objective: LO 1.1 Define social psychology and distinguish it from other disciplines.

Topic: Defining Social Psychology

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOC_Q1.7

In social psychology, why is construal so important?

a) People's behavior is affected by their interpretation of events, not only the events themselves.

b) People's behavior is primarily determined by the objective circumstances they are in.

Consider This: For example, if a person approaches you, slaps you on the back, and asks you how you are feeling, your response will depend not on what that person has done, but on how you interpret that behavior. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

c) People are aware of their biases in perceiving events.

Consider This: For example, if a person approaches you, slaps you on the back, and asks you how you are feeling, your response will depend not on what that person has done, but on how you interpret that behavior. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

d) People realize that other reasonable people see things they way they do.

Consider This: For example, if a person approaches you, slaps you on the back, and asks you how you are feeling, your response will depend not on what that person has done, but on how you interpret that behavior. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Answer: a

Learning Objective: LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Difficult

Skill Level: Analyze It

EOC_Q1.8

What was the main contribution of Gestalt psychology to social psychology?

a) It added an understanding of how the brain works.

Consider This: Gestalt psychology holds that we should study the subjective way in which an object appears in people's minds (the gestalt, or whole) rather than the way in which the objective, physical attributes of the object combine. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

b) It emphasized how people perceive the physical world.

Consider This: Gestalt psychology holds that we should study the subjective way in which an object appears in people's minds (the gestalt, or whole) rather than the way in which the objective, physical attributes of the object combine. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

- c) It showed that the whole is larger than the sum of its parts.
- d) It added historical perspective to the study of behavior.

Consider This: Gestalt psychology holds that we should study the subjective way in which an object appears in people's minds (the gestalt, or whole) rather than the way in which the objective, physical attributes of the object combine. LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Answer: c

Learning Objective: LO 1.2 Summarize why it matters how people explain and interpret events, as well as their own and others' behavior.

Topic: The Power of the Situation

Difficulty Level: Moderate

Skill Level: Apply What You Know

EOC_Q1.9

Which of the following motives are central to how we construe the world?

- a) the needs to feel good about ourselves and to feel our opinions are accurate
- b) the needs to feel superior to others and to discriminate against them

Consider This: Sometimes, each of these motives pulls us in the same direction. Often, though, these motives tug us in opposite directions, where to perceive the world accurately requires us to admit that we have behaved foolishly or immorally. LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

- c) the needs to be accurate in our perceptions and convince others that they are wrong

Consider This: Sometimes, each of these motives pulls us in the same direction. Often, though, these motives tug us in opposite directions, where to perceive the world accurately requires us to admit that we have behaved foolishly or immorally. LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

- d) the needs for self-expression and creativity

Consider This: Sometimes, each of these motives pulls us in the same direction. Often, though, these motives tug us in opposite directions, where to perceive the world accurately requires us to admit that we have behaved foolishly or immorally. LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Answer: a

Learning Objective: LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Moderate

Skill Level: Apply What You Know

EOC_Q1.10

Eleanor gets a bad grade on the first paper in her English class. To predict whether she will drop the course or stick with it, which question would a social psychologist be most likely to ask?

- a) How did she score on a personality test of persistence?

Consider This: People's behavior is affected by how they construe a situation. LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

- b) How did she do in the English class she took the previous semester?

Consider This: People's behavior is affected by how they construe a situation. LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

- c) What were her SAT scores?

Consider This: People's behavior is affected by how they construe a situation. LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

d) What is her explanation for why she got the bad grade?

Answer: d

Learning Objective: LO 1.3 Explain what happens when people's need to feel good about themselves conflicts with their need to be accurate.

Topic: Where Construals Come From: Basic Human Motives

Difficulty Level: Difficult

Skill Level: Analyze It