CHAPTER 16 - SOCIAL BEHAVIOR - EXAM

Multiple Choice
Identify the letter of the choice that best completes the statement or answers the question.

1. Jill assumes her new biology professor is probably studious and somewhat introverted just like her other professors. Jill's assumption is based on
   a. an attribution
   b. a social schema
   c. a logical assumption
   d. a prejudicial assumption

2. Widely held beliefs that people have certain characteristics because of their membership in a particular group are best described as
   a. person perception
   b. prejudice
   c. social schemas
   d. stereotypes

3. If many Americans were to believe that all Muslims are terrorists, it would be best described as
   a. a stereotype
   b. person perception
   c. an attribution
   d. a logical assumption

4. When an observer is biased in favor of making internal attributions in explaining others' behavior, the observer is making
   a. a stereotypical error
   b. the self-serving error
   c. the self-effacing error
   d. the fundamental attribution error

5. Observers tend to attribute actors' behavior to ___ factors and actors tend to attribute their own behavior to ___ factors.
   a. external; internal
   b. internal; external
   c. external; external
   d. internal; internal

6. Consistent with the fundamental attribution error, when an acquaintance fails an exam, you would tend to attribute their failure to the ___ and if you fail an exam, you would tend to attribute your failure to the ___.
   a. lack of intelligence; difficulty of the exam
   b. difficulty of the exam; lack of intelligence
   c. lack of intelligence; lack of intelligence
   d. difficulty of the exam; difficulty of the exam

7. When an individual has a tendency to attribute her success to personal factors and her failure to situational factors, the individual is demonstrating
   a. the fundamental attribution bias
   b. the self-effacing bias
   c. the self-serving bias
   d. defensive attribution

8. The tendency of males and females of approximately equal physical attractiveness to select each other as partners is referred to as the
   a. matching hypothesis
b. reciprocity effect
c. similarity effect
d. least common denominator effect

9. In regards to interpersonal attraction, which of the following sayings is most accurate?
a. opposites attract
b. he who hesitates is lost
c. to know me is to love me
d. birds of a feather flock together

10. Steve and Stacey have been a couple for several years. Their love is characterized by warm feelings and affection. They enjoy spending time together and describe themselves as lovers and friends. Steve and Stacey's love is best described as
a. attached love
b. companionate love
c. mature love
d. passionate love

11. According to the romantic love as an attachment perspective, one's intimate relationships in adulthood follow the same form as one's attachments first formed
a. to caregivers in infancy
b. to peers in childhood
c. to one's adult role models in childhood
d. to one's first romantic partners in adolescence

12. In many cultures, a key element associated with physical attractiveness is
a. height
b. hair color
c. facial symmetry
d. body type

13. A person experiences an unpleasant state of tension when related attitudes or beliefs are inconsistent or contradict each other according to
a. the persuasion model
b. the elaboration likelihood model
c. cognitive dissonance theory
d. observational learning

14. According to dissonance theory, how do people usually reduce dissonance?
a. by changing their emotions
b. by changing their cognitions
c. by changing their perceptions
d. by changing their behaviors

15. Conformity occurs when people
a. change their behavior as a result of receiving a persuasive argument
b. change their behavior as a result of observational learning
c. follow direct commands, usually from someone in a position of authority
d. yield to real or imagined social pressure

16. Solomon Asch conducted classic research on
a. the bystander effect
b. conformity
c. group productivity
d. obedience

17. Subjects in ____ study concerning ____ were instructed to indicate which of three lines matched a "standard line" in length.
18. Asch found that two key factors influencing conformity were
a. group size and task difficulty
b. group size and group unanimity
c. the sex of group members and group unanimity
d. the sex of group members and task difficulty

19. Asch conducted social psychology research on ____ and Milgram conducted research on ____.
   a. the bystander effect; group polarization
   b. obedience; conformity
c. conformity; obedience
d. group polarization; the bystander effect

20. Obedience occurs when people
   a. change their behavior as a result of receiving a persuasive argument
   b. change their behavior as a result of observational learning
   c. follow direct commands, usually from someone in a position of authority
   d. yield to real or imagined social pressure

21. Which variation of Milgram’s experimental procedure resulted in a dramatic decrease in obedience?
   a. the study was conducted by “Research Associates of Bridgeport”
   b. the study was conducted by “Yale University”
c. one of two “accomplice” teachers defied the experimenter
d. the participant was teamed with two “accomplice” teachers

22. The Stanford Prison Simulation was conducted by
   a. Soloman Asch
   b. John Darley and Bibb Latane
c. Stanley Milgram
d. Philip Zimbardo

23. The typical prison guard in the Stanford Prison Simulation
   a. physically abused (hit and/or kicked) the prisoners
   b. behaved in an abusive and malicious manner toward the prisoners
   c. acted in a professional manner and developed a cordial relationships with the prisoners
   d. experienced emotional disturbances and voluntarily left the study

24. The primary explanation(s) suggested to explain the behavior of the prison guards and prisoners in the Stanford Prison Simulation was
   a. obedience
   b. conformity and situational factors
c. group polarization
d. social roles and situational factors

25. The bystander effect refers to
   a. a reduction in effort by individuals when they work in groups
   b. an increase in effort by individuals when they work in groups
   c. people are less likely to provide needed help when they are in groups
d. people are more likely to provide needed help when they are in groups

26. Research on the bystander effect indicates that the probability of receiving needed help
   a. decreases as group size decreases
   b. decreases as group size increases
c. increases as group size increases
27. Individuals in large groups are often less productive than individuals in small groups as a result of
   a. reduced efficiency
   b. reduced effort
   c. reduced efficiency and reduced effort
   d. reduced efficiency, reduced effort, and group polarization

28. A reduction in effort by individuals when they work in groups as compared to when they work by themselves is referred to as
   a. the bystander effect
   b. group conformity
   c. social loafing
   d. group polarization

29. When group discussion strengthens a group's dominant point of view and produces a shift toward a more extreme decision in that direction, it is referred to as
   a. group polarization
   b. group cohesiveness
   c. group conformity
   d. groupthink

30. Which of the following is most likely to be a factor that contributes to group polarization?
   a. social loafing
   b. obedience
   c. conformity
   d. the bystander effect

31. When members of a cohesive group emphasize concurrence or agreement at the expense of critical thinking in arriving at a decision, it is referred to as
   a. social loafing
   b. group polarization
   c. groupthink
   d. the bystander effect

32. Which of the following is not a factor associated with an increased tendency of a group to develop groupthink?
   a. the group is under pressure to make a major decision quickly
   b. the group has a relatively weak leader who can be easily influenced by others
   c. the group works in isolation
   d. the group is highly cohesive

33. When people observe the behavior of an individual who is a member of a group that is a "target of prejudice" consistent with the _____ people often make an _____.
   a. fundamental attribution error; external attribution
   b. fundamental attribution error; internal attribution
   c. self-serving bias; external attribution
   d. self-serving bias; internal attribution

34. Prejudicial attitudes are often acquired through ____ and strengthened or maintained through ____.
   a. classical conditioning; operant conditioning
   b. classical conditioning; observational learning
   c. observational learning; operant conditioning
   d. operant conditioning; observational learning

35. Members of a group that is a "target of prejudice" can be best described as being perceived as members of
   a. a polarized group
   b. a cohesive group
36. Maturation is
a. the age at which a baby can survive in the event of a premature birth
b. the sequence of age-related changes that occur as a person progresses from conception to death
c. development that reflects experience and learning
d. development that reflects the gradual unfolding of one's genetic blueprint

37. Harlow’s research with monkeys raised with two types of artificial mothers found that when frightened, infant monkeys went to the artificial mother that
a. provided food
b. did not provide food
c. was made of cloth
d. was made of wire

38. According to Piaget, assimilation involves
a. the tendency to focus on just one feature of a problem, neglecting other important aspects
b. the gap between what a learner can accomplish alone and what the learner can achieve with guidance from more skilled partners
c. interpreting new experiences in terms of existing mental structures without changing them
d. changing existing mental structures to explain new experiences

39. The preoperational stage of cognitive development lasts from approximately
a. birth to age 2
b. ages 2 to 7
c. ages 7 to 11
d. age 11 onward

40. According to Kohlberg, a person who believes that Heinz should steal the drug so his wife can live and cook him dinner is reasoning at the ____ level of moral development.
   a. preconventional
   b. conventional
   c. concrete
   d. postconventional

41. By attributing our own unacceptable feelings to others and saying others have the feelings and not us, we are using
   a. repression
   b. reaction formation
   c. displacement
   d. projection

42. According to Jung, the ____ is a storehouse of latent memory traces inherited from people's ancestral past.
   a. unconscious
   b. collective unconscious
   c. universal unconscious
   d. personal unconscious

43. Skinner believed that an individual's tendency to show consistent patterns of behavior was the result of
   a. the individual's personality traits
   b. the conscious functioning of the individual's ego
   c. response tendencies acquired through learning
   d. the individual's genetic inheritance

44. Humanistic personality theories focus on
   a. an individual's freedom and potential for growth
b. genetic factors
c. unconscious mental forces
d. learning

45. According to Rogers, the degree of disparity between one's self-concept and one's actual experience is termed
   a. inconsistency
   b. consistency
   c. incongruence
   d. congruence

46. In avoidance-avoidance conflicts a choice must be made
   a. whether to seek any goal
   b. whether to pursue a single goal that has both attractive and unattractive aspects
   c. between two unattractive goals
   d. between two attractive goals

47. The correct order of the stages of the general adaptation syndrome is
   a. alarm, resistance, exhaustion
   b. resistance, alarm, exhaustion
   c. alarm, exhaustion, resistance
   d. resistance, exhaustion, alarm

48. In times of stress, stimulation of the pituitary gland results in the adrenal gland secreting hormones that tend to
   a. decrease emotional arousal
   b. mobilize the body for action
   c. conserve energy
   d. increase energy and inhibit tissue inflammation

49. When compared to Type A people, Type B people tend to be more
   a. hard-driving, ambitious, and competitive
   b. relaxed, easygoing, and friendly
   c. inhibited, compliant, and depressed
   d. achievement oriented, impatient, and hostile

50. Reduced levels of immune activity are associated with
   a. decreases in cholesterol
   b. increases in cholesterol
   c. decreases in stress
   d. increases in stress

51. Terri was recently diagnosed as having major depressive disorder. The disorder is listed on ____ of DSM-IV.
   a. Axis I
   b. Axis II
   c. Axis III
   d. Axis IV

52. One line of evidence that indicates biological factors contribute to anxiety disorders involves
   a. exposure to stressful events
   b. the neurotransmitters GABA and serotonin
   c. structural abnormalities of the brain
   d. classical and operant conditioning

53. During World War II, a number of bomber pilots developed night blindness although nothing was found to be wrong with their vision. Which disorder were the pilots most likely to be experiencing?
   a. panic disorder
   b. dissociative disorder
   c. hypochondriasis
A "John Doe" walked into the police station and reported that he had an unusual problem. He could not remember anything about himself, not where he lived or worked or even his name. The police took him to the local hospital where he was evaluated and found to have no physical injuries. "John Doe's" symptoms are most consistent with:

- a. schizophrenic disorder
- b. dissociative identity disorder
- c. dissociative amnesia
- d. dissociative fugue

Cliff has been diagnosed with bipolar disorder. Currently, he is very optimistic about his life. Even though he is only sleeping three hours a night, he is very energetic. He has turned his basement into a workshop where he plans to mass produce his new "banana computer" that will revolutionize the computer market. Cliff is experiencing:

- a. an unipolar episode
- b. a bipolar episode
- c. a manic episode
- d. a depressive episode

Psychoanalysis is a therapy that emphasizes:

- a. correcting habitual thinking errors
- b. the recovery of unconscious conflicts, motives, and defenses
- c. providing a supportive climate for clients
- d. improving interpersonal skills

Psychoanalysts use ____ to help clients gain insight regarding the unconscious meaning of their free associations and dreams.

- a. modeling
- b. interpretation
- c. transference
- d. empathy

Goals of client-centered therapy include helping clients do all of the following except:

- a. have an accurate self-concept
- b. gain self-acceptance
- c. resolve unconscious conflicts
- d. realize they do not have to worry about winning acceptance from others

The main assumption of behavior therapy is that maladaptive behavior is the result of:

- a. unconscious conflicts and repressed urges
- b. self-defeating irrational thoughts
- c. learning, and can be unlearned
- d. distortions in a person's emotions

Therapeutic drugs that gradually reduce symptoms such as hallucinations, delusions, hyperactivity, and mental confusion are:

- a. antidepressant drugs
- b. antipsychotic drugs
- c. mood stabilizers
- d. antianxiety drugs
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