Chapter Test
1. The percentage of participants that obeyed the experimenter and administered shocks to the danger level in Milgram’s original obedience study was
   a. 1%
   b. 50%
   c. 65%
   d. 95%
   Answer: C difficulty: 2 factual

Goal 2: Research Methods in Psychology

2. This feeling results from a conflict between our attitudes and our behavior.
   a. cognitive dissonance
   b. self-serving bias
   c. attribution syndrome
   d. fundamental attribution anxiety
   Answer: A difficulty: 1 factual

Goal 1: Knowledge Base of Psychology

3. An attitude is more likely to predict your behavior if
   a. the attitude is in contrast with your beliefs
   b. the attitude emerges from personal experience
   c. the attitude is learned from your peers
   d. the attitude is learned from your parents
   Answer: B difficulty: 2 conceptual

Goal 4: Application of Psychology

4. People are more likely to seek employment with companies whose names begin with the same letter as their own. This is evidence for the
   a. self-serving error
   b. name-letter effect
   c. cognitive dissonance effect
   d. anagram effect
   Answer: B difficulty: 1 factual

Goal 1: Knowledge Base of Psychology

5. Saying “I’ll pass, thanks” if you are trying eat healthy and you are offered a donut is an example of________________; deciding to follow in a physical training regimen is an example of________________.
   a. self-regulation; self-control
   b. self-control; self-sabotage
   c. self-control; self-regulation
   d. self-regulation; self-change
   Answer: C difficulty: 2 factual

Goal 4: Application of Psychology
6. Baumeister and colleagues used this analogy to describe the ability for one to exert self-control.
   a. telepathic ability
   b. physical strength
   c. mental model
   d. physical attractiveness
   Answer: B difficulty: 1 factual
   Goal 1: Knowledge Base of Psychology

7. Janet Polivy and Peter Herman use this term to describe the result of repeated attempts at self-change that are based on unrealistically high expectations.
   a. learned helplessness
   b. hopelessness theory
   c. false-hope syndrome
   d. self-defeating bias
   Answer: C difficulty: 1 factual
   Goal 1: Knowledge Base of Psychology

8. Computer-mediated communication is most beneficial to adolescent boys because it provides a safe place to experiment with
   a. alternate identities
   b. self-disclosure
   c. passive aggression
   d. casual sex
   Answer: B difficulty: 2 factual
   Goal 4: Application of Psychology

9. The tendency to attribute other people’s behavior to dispositional factors, while ignoring or underestimating the possibility of situational factors is called
   a. the self-serving bias
   b. the fundamental attribution error
   c. the self-observer effect
   d. the framing effect
   Answer: B difficulty: 1 factual
   Goal 1: Knowledge Base of Psychology

10. Research on the fundamental attribution error is most limited by the fact that
    a. most behavior is the result of situational causes
    b. it is very difficult to define where a situation ends and a person begins
    c. people often are not honest in attributing causes to their own behavior
    d. situational causes are merely illusions
    Answer: B difficulty: 3 conceptual
    Goal 1: Knowledge Base of Psychology

11. When we are attracted to mates that are similar to us, social psychologists refer to it as
a. positive attraction
b. opposite attraction
c. positive assortment
d. negative assortment
Answer: C difficulty: 1 factual
Goal 1: Knowledge Base of Psychology

12. According to Robert Zajonic, it is adaptive to be cautious around unfamiliar objects and people, and to be more open to familiar stimuli and individuals. This is the hypothesized basis for the
a. attraction formation effect
b. mere exposure effect
c. foot-in-the-door effect
d. pursuant effect
Answer: B difficulty: 1 factual
Goal 1: Knowledge Base of Psychology

13. In a study of the mere exposure effect using online chatting, participants who were randomly assigned to chat with the same partner for a greater number of consecutive days
a. grew to dislike their chatting partners
b. grew to like their chatting partners
c. could not remember the names of previous chatting partners
d. were unable to recall specific examples of conversations
Answer: B difficulty: 2 factual
Goal 2: Research Methods in Psychology

14. According to research on age and attractiveness, it seems to be the case that
a. older women are judged to be more attractive than older men
b. facial attractiveness declines with age in both sexes
c. facial attractiveness declines with age only in men
d. younger women are judged to be less attractive than older men
Answer: B difficulty: 2 factual
Goal 2: Research Methods in Psychology

15. Women tend to rate highly masculinized faces in all of the following contexts, EXCEPT:
a. when evaluating a male as a potential short-term partner
b. when evaluating a male during peak fertility in the menstrual cycle
c. when evaluating a male during before the onset of menopause
d. when evaluating a male as a potential long-term partner
Answer: D difficulty: 3 conceptual
Goal 3: Critical Thinking Skills in Psychology

16. When people bring their attitudes and behaviors in line with what is perceived as the norm for the group, it is known as
a. obedience
b. conformity
c. social loafing
d. normalization
Answer: B  difficulty: 1  factual
Goal 1: Knowledge Base of Psychology

17. This kind of influence on conformity is based on a rational desire to seek realistic information about some situation from the group and adjust behavior accordingly.
   a. normative influence
   b. motivational influence
   c. informational influence
   d. cognitive influence
Answer: C  difficulty: 1  factual
Goal 1: Knowledge Base of Psychology

18. This special kind of conformity results from group members not wanting to adversely affect group morale, make waves, or appear disloyal to the group leader.
   a. group dynamics
   b. groupthink
   c. obedience
   d. self-observer bias
Answer: B  difficulty: 1  factual
Goal 1: Knowledge Base of Psychology

19. The tendency of people to be less likely to help strangers in need if there are other people present at the scene is called the
   a. bystander effect
   b. self-serving bias
   c. fundamental attribution error
   d. sadism effect
Answer: A  difficulty: 1  factual
Goal 1: Knowledge Base of Psychology

20. In contrast with early research on the bystander effect, the more dangerous the circumstance and the more clear-cut the physical danger
   a. the less likely an individual is to offer aid
   b. the more likely an individual is to contribute to the assault
   c. the less likely an additional crime will occur
   d. the more likely an individual is to offer aid
Answer: D  difficulty: 2  conceptual
Goal 2: Research Methods in Psychology

21. The presence of others may reduce the effort a person gives to a cooperative task, such as a group assignment in a college course. This is called
   a. reciprocal altruism
   b. the bystander effect
c. social loafing
d. social contracting
Answer: C difficulty: 1 factual
Goal 1: Knowledge Base of Psychology

22. This is the ability to take another person’s perspective, or to feel how that person feels.
   a. apathy
   b. compassion
   c. empathy
   d. social comparison
Answer: C difficulty: 1 factual
Goal 1: Knowledge Base of Psychology

23. This is the tendency to favor and extend loyalty to members of one’s own group over members of other groups.
   a. ingroup bias
   b. outgroup bias
   c. ingroup homogeneity
   d. outgroup homogeneity
Answer: A difficulty: 1 factual
Goal 1: Knowledge Base of Psychology

24. One way that dehumanization of outgroups may occur is through the emotion of
   a. anger
   b. disgust
   c. frustration
   d. sadness
Answer: B difficulty: 1 factual
Goal 1: Knowledge Base of Psychology

25. The conclusions from most studies of intergroup relations, such as the Robber’s Cave experiment, are generally consistent with Gordon Allport’s
   a. intergroup contact theory
   b. theory of reciprocal altruism
   c. social comparison theory
   d. theory of ultimate causes
Answer: A difficulty: 2 factual
Goal 1: Knowledge Base of Psychology