

Unit 1 : Social Psychology

sr	Question	Option A	Option B	Option C	Option D
1	Observation of people in natural setting is called as _____	Participants observation	Naturalistic observation	Programmed observation	Experimental observation
2	The variable systematically manipulated by experimenter called as _____	Dependent variable	Independent variable	Confounding variable	Random variable
3	_____ is a highly useful statistical technique that permits assessment of how well findings replicate i.e whether same pattern of results obtained despite variation in conduction of particular study	Anova	Chi-square	Meta Analysis	Regression
4	_____ is a technique in which researcher withhold or conceal information about the purposes of study from participants	Inception	Informed consent	Non informed consent	Deception
5	How people attempt to make sense of social world and understand themselves and others called as _____	Social behaviour	social thought	social transcedence	social neuroscience
6	_____ is a branch of psychology suggest that our species like others has been subject to the process of biological evolution	Social psychology	Biodiversity	Social neuroscience	Evolutionary psychology
7	_____ is a behaviour of how people act in social situations	anti social behavior	Social behaviour	Informal behaviour	Naturalistic behaviour
8	_____ is a branch which studies brain research through FMRI, PET to see brain activities and happenings in a given time	ECT	Brain science	Social neuroscience	cognitive science
9	_____ are located in the frontal operculum of brain	Motor neurons	Sensory neurons	Inhibited Neurons	Mirror Neurons

10	_____ means how people differ in terms of ethnicity, gender, caste, language, religion apart from other attributes	Social diversity	Social ethnicity	social amalgamation	Biodiversity
11	_____ by which cause and effect relationship studied by researcher	Experimental research	Coorelational research	Fundamental research	Survey research
12	_____ provides participants with full description of the purposes of the experiment study after their participation in it.	Deception	Informed consent	Debriefing	Mutual consent
13	_____ are factors that can alter the effect of Independent variable on Dependent variable and affect the strength of relationship between two variables	Moderators	Mediating variables	Extrinsic variables	Intrinsic variables
14	_____ means the findings of an experiment can be generalized to real life situations and environment.	Internal validity	External validity	Concurrent validity	contingent validity
15	_____ is a framework for explaining various events and processes	fact	statement	theory	Experiment
16	_____ involves providing participants with a full description & explanation of the purposes of the study after they have participated in the experiment and given importance of such method.	Debriefing	Informed consent	Non informed consent	Deception
17	_____ is a commitment to gathering and evaluating information about the world including social behaviour in a careful , precise and error free manner.	objectivity	Skepticism	open mindedness	accuracy
18	_____ is how people act in social situations	social thought	social behaviour	social cognition	social acting

19	_____ is a scientific field that seeks to understand the nature and causes of individual behaviour in social situations	sociology	social psychology	Psychology	psychoneuroimmunology
20	_____ recognises the importance of cultural factors in social behaviour and social thought	Evolutionary perspective	multicultural perspective	social perspective	environmental perspective
21	_____ involves giving participants as much information as possible about the procedures to be followed before they make their decision to participate	Deception	Informed consent	Debriefing	Mutual consent
22	_____ is a commitment to obtaining and evaluating such information in a manner that is free from bias as possible.	objectivity	Skepticism	open mindedness	accuracy
23	_____ is how people attempt to make a sense of the social world and understand themselves and others	social thought	social behaviour	social cognition	social acting
24	research indicate that _____ increases our tendency to offer help to others	neutral mood	positive mood	negative mood	no mood
25	In _____ researcher ask large number of person to respond to questions about their attitudes or behaviour.	Participants observation	Naturalistic observation	Programmed observation	survey method
26	social psychologist recognised that _____ and social behaviour are two sides of same coin and there is continuous , complex interplay between them	social cognition	social experiences	social thought	social relation
27	research from _____ emphasizes how natural selection have encouraged particular behaviour tendencies especially those related to mating and sexuality.	Evolutionary perspective	multicultural perspective	social perspective	environmental perspective
28	_____ refers to tendency for one event to be associated with changes in other	variability	interrelation	Correlation	adaptability

29	_____ means all participants in a study has an equal chance of being exposed to each level of the independent variable	random sampling	non random sampling	equal sampling	unequal sampling
30	_____ carry out research on how people think ,feel , behave along with circumstances that influence these responses.	counselling psychologist	industrial pscyhologist	Social psychologist	developmental psychologist
31	When is a person less likely to conform?	When the group is unanimous	When the person feels incompetent	When the group cannot see how the person behaves	When the person admires the group
32	People are likely to invest less effort in a task when they are working with others. What is this phenomenon called?	Social facilitation	Deindividuation	The bystander effect	Social loafing
33	Social and cognitive psychologists use computers for:	Measuring cognition	Simulating cognition	Describing cognition	All of the above
34	When people engage in social cognition, their mPFC responses are often:	Much stronger than when they are resting	not very different from when they are resting	much less activated than when they are resting	None of the above

Unit 2: Social Perception

sr n	Question	Option A	Option B	Option C	Option D
1	_____ involves the processes through which we seek to understand other people by gathering and analysing such information	Social cognition	Social perception	Social behaviour	Sociology
2	Information conveyed by cues other than the content of spoken language termed as _____ communication	Verbal	Auditory	Horizontal	Non verbal
3	_____ suggest that facial expression triggers emotions	Facial muscles	Facial feedback hypothesis	Null hypothesis	Alternative hypothesis

4	_____ involves a continuous gaze which is often perceived as sign of anger or hostility	Staring	Eye contact	Non verbal communication	Blinking
5	Non verbal cues play an important role in _____ situations such as doctor patient relationship, job interview etc.	Social	Career	Personal	Personnel
6	To obtain information about others traits , motives, and intentions people engage in _____	Evaluation	Association	Correlation	Attribution
7	_____ suggest that we attempt to infer others traits by observing certain aspects of their behaviour	kelly covariation theory	correspondent inference theory	fate attribution theory	attribution error theory
8	According to kelley's covariation theory _____ means the extent to which other people react to a given stimulus or event in the same manner as other person we are evaluating	Consensus	Consistency	Distinctiveness	Similarity
9	_____ observed so frequently so social psychologist refer it as fundamental attribution error	Self serving bias	Action identification	Correspondent inference	Correspondence bias
10	Actor observer effect is the tendency to attribute our own behaviour to _____ causes but behaviour of others to dispositional or internal causes.	internal	external	intermediate	other
11	The tendency to attribute our own positive outcomes to internal causes but negative outcomes to external factors is known as _____	self serving bias	action identification	correspondent inference	correspondence bias

12	When we meet the person first time their looks , dress, way of their speech and behaviour leads to form _____ about them.	personality	attribution	first impression	bias
13	When we attribute a single act by someone to his or her disposition to do it is an example of _____	positivity bias	covariation principle	correspondent inference	egocentric bias
14	_____ is a type of non verbal communication	ParaLanguage	semantics	facial expressions	pragmatics
15	According to kelley's covariation theory _____ means the extent to which the person in question react to the stimulus or event in the same way on other occasions overtime	consensus	consistency	distinctiveness	similarity
16	correspondance bias observed so frequently so social psychologist refer it as _____	self serving bias	action identification	correspondent inference	fundamental attribution error
17	Actor observer effect is the tendency to atribute our own behaviour to external causes but behaviour of others to dispositional _____ causes.	internal	external	intermediate	other
18	The tendency to attribute our own positive outcomes to internal causes but negative outcomes to external factors is known as _____	self serving bias	action identification	correspondent inference	correspondence bias
19	In impression management tactics, specific strategies involve effort made to increase our appeal to others termed as _____	other enhancement	self enhancement	other presentation	self presentation

20	People with _____ attribute negative outcomes to internal causes such as their own traits or lack of ability but attribute positive outcomes to temporary external causes	terrorism	self serving bias	depression	happiness
21	Attribution also affect by our belief that event in our lives are "meant to be" or we play a role in causing those events to happen termed as _____	attribution effect	attribution error	strength in attribution	fate attributions
22	Which of the following is not part of Kelly's covariation model	consensus	distinctiveness	consistency	hedonic relevance of the action
23	_____ are some nonverbal cues last for few tenth of a second go unnoticed as most people are not looking for them but which may be helpful in detecting deception	facial expression	microexpressions	macroexpressions	facial feedback hypothesis
24	boss recieves an email message with spelling and grammatical errors from Mohan . Boss assumes that Mohan is lazy , careless and have little knowledge of english termed as _____ in Email.	self serving bias	correspondent inference	correspondence bias	attribution error
25	_____ is a commitment to changing ones views even those are stongly held and evidence suggest that these views are inaccurate	objectivity	Skepticism	open mindedness	accuracy
26	facial feedback hypothesis suggest that facial expression triggers _____	facial muscles	smiles	anger	emotions
27	_____ play an important role in social situation such as doctor patient relationship, job interview etc.	Non verbal cues	verbal cues	emotional cues	smile cues

28	According to Kelley's covariation theory _____ means the extent to which the person reacts in the same manner to other, different stimuli or events	consensus	consistency	distinctiveness	similarity
29	_____ is the tendency to explain other action corresponding to their dispositions even in the presence of clear situational cues	attribution bias	correspondence bias	action identification	self-serving bias
30	when we interpret a person's action, the level of abstraction we use is called _____	actor-observer effect	correspondence bias	self-serving bias	action identification
31	_____ is the tendency to attribute our own behaviour to situational or external causes but behaviour of others to dispositional or internal causes.	actor-observer effect	correspondence bias	self-serving bias	action identification
32	In impression management tactics, efforts made to make the target person feel good in various ways termed as _____	other enhancement	self-enhancement	other presentation	self presentation
33	_____ can lead us to false conclusions about why others acted as they did and also influence our prediction of how they will act in future	attribution effect	attribution error	strength in attribution	fate attributions
34	_____ is an explanation of what causes someone to behave in certain way	impression formation	perception	attribution	deception
35	_____ are discrepancies between people's facial expression and body language	facial expression	microexpressions	macroexpressions	interchannel discrepancies
36	from a very early age _____ different basic emotions are clearly represented on human face	four	three	five	six

37	During interview process interviewee's _____ reveals his emotional state	qualification	emotions	appearance	body language
38	person smiling more frequently than usual showing an exaggerated level of interest in his saying termed as _____	exaggerated facial expression	facial feedback hypothesis	microexpressions	macroexpressions
39	Lynn and Mynier (1993) found that in busy restaurants, the largest tips were received by:	servers who remained standing while taking orders	female servers who remained standing while taking orders	servers who squatted down next to customers while taking orders	female servers who squatted down next to customers while taking orders
40	All of the following are signs that a person is engaging in deception except:	speech hesitations	interchannel discrepancies	fast speech	pupil dilation
41	Assume a friend of yours is marrying someone who has a single positive trait (very rich!), but several negative traits. Apparently your friend is marrying this person for the money. This is an example of how _____ influence(s) our attributions.	noncommon effects	high social desirability	low social desirability	noncorrespondent inferences
42	we are likely to attribute another person's behavior to external causes when consensus is _____, consistency is _____, and distinctiveness is _____.	high; high; high	low; low; low	low; high; low	high; low; high
43	Attributions blaming the victim in a rape case are most strongly made when:	a male is rating the case of a date rape	a female is rating the case of a date rape	a male is rating a case of stranger rape	a female is rating a case of stranger rape

44	When the initial information presented about a person carries the most weight in the final impression formed of the person, we have an example of the:	fundamental attribution error	false consensus effect	base-rate fallacy	primacy effect
45	All of the following are examples of self-enhancement techniques of impression management EXCEPT:	wearing perfume	dressing in particular clothes	developing a suntan to improve personal appearance	directing flattering remarks to your target
46	Depressed people tend to make attributions that are in a pattern:	similar to the self-serving bias	similar to the self-enhancement bias	opposite to the self-serving bias	opposite to the self-enhancement bias
47	The hand signal for "peace" (index finger and middle finger spread to form a V shape) is an example of:	a cognitive marker	an emblem	a cultural marker	a postural display

Unit 3: Attitudes

sr n	Question	Option A	Option B	Option C	Option D
1	Attitudes which are less controllable and potentially non-conscious in nature termed as _____	Implicit attitudes	explicit attitudes	favourable attitudes	unfavourable attitudes
2	Classical conditioning that occurs in the absence of conscious awareness of the stimuli involved termed as _____	Instrumental conditioning	Subliminal conditioning	Subconscious processing	Lower order processing
3	In instrumental conditioning, attitudes that are followed by _____ tend to be strengthened or repeated	No outcomes	Negative outcomes	Intermediate outcomes	Positive outcomes

4	In _____ people compare themselves with others in order to determine their views of social reality is similar to others or not .	Human comparison	Sociology	Social psychology	Social comparison
5	Two important components of attitude certainty are _____ and attitude correctness	Pluralistic ifnonrance	Attitude extremity	Attitude clarity	Attitude similarity
6	In persuasion eWOM stands for _____	Electronic words of memory	Electronic word of mouth	electronic word of men	electronic waste of mouth
7	"Smoking Kills" message on cigarette packet is an example of persuasion by the effect of _____	Fear appeals	Emotional appeal	Hate appeal	Life appeal
8	Persuasive messages can be processed through careful attention to messgae content known as _____	Heuristic processing	Systematic processing	Verbal processing	Peripheral processing
9	In resisting persuasion , _____ is a tendency to direct attention away from information that challenges our existing attitudes	Forewarning	Selective avoidance	Counterargue against competition	Reactance
10	Individuals attitude can be changed by offering them just enough to get them engage in attitude discrepant behaviour termed as _____	Selectiv avoidance	Forewarning	More leads to less effect	Less leads to more effect
11	According to the Elaboration likelihood model , a persuader with strong convincing arguments should use the _____ route	Peripheral	Heuristic	Elaborative	Central
12	_____ is basic psychological need of human being to be with people and being accepted by them	Physiological need	Need for affiliation	Safety needs	Self actualisation

13	Abhishek is in love with Kanika but Kanika does not love in return . Abhishek is in state of _____	Confusion	Unrequited love	Emotional assessment	Self enhancement
14	Married people _____	Tend to be happier than unmarried ones	Were happy, but no more	Have changed from happy to unhappy in recent years	Are universally happy
15	Relationships that involve self disclosure, trust , physical contact and support are called _____	Intimate relationships	Social relationships	Satisfying relationships	Close relationships
16	conscious and reportable attitudes termed as _____	Implicit attitudes	explicit attitudes	favourable attitudes	unfavourable attitudes
17	In advertisement of alcoholic beverages images of celebrity endorser already liked by people paired with the product termed as _____ of attitude change	Direct route	indirect route	active route	passive route
18	In instrumental conditioning ,attitudes that are followed by _____ tend to be weakened and their likelihood of appear again is reduced	No outcomes	Negative outcomes	intermediate outcomes	Positive outcomes
19	When individuals acquire attitudes or behaviours simply by observing others termed as _____	classical conditioning	neoclassical conditioning	instrumental conditioning	observational learning
20	The extent to which individuals feels strongly in one direction or other about particular issue termed as _____	Pluralistic ignorance	attitude extremity	attitude correctness	attitude similarity
21	Two important components of attitude certainty are attitude clarity and _____	Pluralistic ignorance	attitude extremity	attitude correctness	attitude similarity

22	Persuasive messages can be processed through use of mental shortcuts known as _____	heuristic processing	systematic processing	verbal processing	peripheral processing
23	In resisting persuasion , _____ is a negative reaction to effort by others to reduce our freedom by getting us to believe or do what they want.	forewarning	selective avoidance	individual difference	reactance
24	_____ is unpleasant state that occurs when we notice that our attitudes and behaviour are inconsistent	emotional dissonance	cognitive dissonance	affective dissonance	behaviour dissonance
25	Cognitive dissonance theory predicts that dissonance will be _____ when we have few reasons to engage in attitude discrepant behaviour	weaker	dissimilar	similar	stronger
26	_____ says that when we remember being exposed to information its mere repetition can create a sense of familiarity and result in more positive attitudes .	illusion of truth effect	subliminal conditioning	classical conditioning	mere exposure
27	If an attitude helps a person to organise and interpret diverse information the attitude serving _____ function	self expression	self identity	knowledge	Other expression
28	_____ refers to the ways in which we form emotional bonds and regulate our emotions in close relationships	attachment style	belongingness style	relationship style	thinking style
29	Ramesh is in love with Priyanka but Priyanka does not love Ramesh in return . Ramesh is in state of _____	confusion	unrequited love	emotional assessment	self enhancement

30	Relationships that involve self disclosure, trust , physical contact and support are called _____	close relationships	social relationships	satisfying relationships	intimate relationships
31	_____ can reflect evaluations of any aspects of the world and thereby color our perceptions	Non verbal cues	attitudes	behavior	cognitions
32	In advertising of alcoholic beverages images of different woman repeatedly paired with the product termed as _____ of attitude change	Direct route	indirect route	active route	passive route
33	people often adjust their attitudes so as to hold views close to those of others whom they value and identify with as their _____ groups	peer	social	work	reference
34	people erroneously believe that others have different attitude than themselves termed as _____	Pluralistic ignorance	attitude extremity	attitude correctness	attitude similarity
35	In persuasion communicator who are physically attractive are _____ persuasive than others	bad	not at all	less	more
36	persuasive messages can be processed by systematic processing and _____	heuristic processing	systematic processing	verbal processing	peripheral processing
37	in resisting persuasion , _____ is a tendency to counterargue against the views contrary to our own views .	forewarning	Counterargue against competition	selective avoidance	reactance
38	cognitive dissonance is unpleasant state that occurs when we notice that our attitudes and behaviour are _____	consistent	inconsistent	similar	separate

39	_____ means seeing the object before but too rapidly to remember having seen it which can result in attitude formation	subliminal conditioning	classical conditioning	mere exposure	instrumental conditioning
40	when attitudes are changed without careful thought about the issues or the arguments being used the persuasion route being used is _____ route	peripheral	central	elaborative	heuristic
41	a person who is trying to persuade someone will be better able to produce attitude change if he _____	speaks rapidly and does not deliberately set out to persuade us	uses lot of gestures	speaks slowly and does not deliberately set out to persuade us	speaks normally and deliberately set out to persuade us
42	Mohan is in love with radhika but Radika does not feel love for Mohan in return . Mohan is in state of _____	confusion	unrequited love	emotional assessment	self enhancement
43	Married people _____	are universally happy	were happy, but no more	have changed from happy to unhappy in recent years	tend to be happier than unmarried ones
44	Social thought and social behavior are both influenced by:	attitudes	research procedures	behavioral constraints	self-schematic conceptualization
45	Compared to attitudes acquired through indirect experience, attitudes acquired through direct experience:	are the basis for slower more deliberate responses	exert stronger effects on behavior	are held with less confidence	are weaker
46	If an attitude helps a person to organize and interpret diverse information, the attitude is serving a(n) _____ function.	self-identity	self-esteem	knowledge	self-expression

47	A message that emphasizes the costs of not eating breakfast is _____; a message that emphasizes the benefits of eating breakfast is _____.	generally effective; generally ineffective	generally ineffective; generally effective	positively framed; negatively framed	negatively framed; positively framed
48	The negative reaction which occurs when we perceive that someone is trying to limit our personal freedom is called:	dissonance	reactance	discrepancy	fogging
49	Which of the following is an example of the use of a hypocrisy as a way to modify attitudes?	get people to say something they do not believe	get people to encourage others to do some beneficial action, then remind them that they do not always do it themselves	simply get people to encourage others to do some beneficial action	simply remind people that they do not always perform beneficial actions
50	A subliminal presentation is a presentation that:	means something other than what the participant thinks	can lead to a response that cannot be predicted by the experimenter	is below the threshold of conscious awareness of its content	is common in deception experiments
51	One of the factors that plays a key role in determining attitude importance is how much impact the attitude has on the individual. This factor is called:	social identification	self-interest	value relevance	attitude comparison
52	The two-sided approach to communication is most effective with a:	heckler	sales pitch	hostile audience	negative message

Unit 4: Liking love and close relationships

sr n	Question	Option A	Option B	Option C	Option D
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1	Women become more jealous when their partners are ___unfaithful and men become more jealous when their partners are ___unfaithful	Sexually, emotionally	Affectively, ideologically	Sexually, sexually	Emotionally, sexually
2	Childhood friendship relations tend to be determined by ___and ___	Similarity, proximity	Love, affection	Size, strength	Biology, environment
3	_____ attachment style individuals tend not to form close relationships or have unhappy relationship with low self esteem and interpersonal trust	Fearful avoidant	Secure	Preoccupied	Dismissing
4	Spruha and Abhishek met in an amusement park through their mutual friends. Friends at first they become romantically involved later on and eventually settle together on the basis of mutual attraction and respect. Their type of love is _____	Game playing role	Compassionate love	Passionate love	Companionate love
5	sternberg triangular model of love include 3 components which are passion, ___ and commitment	intimacy	love	friendship	romance
6	_____ suggest that people naturally organise their likes and dislikes in a symmetrical way	Social comparison theory	Balance theory	Similarity theory	Social skills theory

7	_____ to others often leads to more frequent interaction which in turn often produces familiarity and increased attraction .	Proximity effect	Priming	Similarity	Relativity
8	The extent to which two individuals share the same ways of thinking or feeling is called as _____	Similarity-dissimilarity effect	Positive-negative effect	Active-passive effect	Attitude similarity effect
9	In romantic partners physical beauty and _____ are the most important characteristics	Youth	Love	Intimacy	Commitment
10	Passionate romantic love is characterised by _____	Being stricken at first sight	Thoughtfulness	Initially little sexual chemistry	A certain comfortable feeling
11	Lonely individuals are often _____	Genuinely liked by others	In poor physical health	Motivated to increase their need level for affiliation	Disliked by others
12	facial feedback hypothesis suggest that _____ triggers emotions	Body language	Eye contact	Facial expression	Nonverbal cues
13	Men become more jealous when their partners are _____unfaithful and women become more jealous when their partners are _____unfaithful	sexually , emotionally	affectively, ideologically	sexually , sexually	emotionally , sexually
14	_____ attachment style individuals are best able to form lasting , committed , satisfying relationship	fearful avoidant	secure	preoccupied	dismissing

15	Sneha and Abhijit met in an amusement park through their mutual friends. Friends at first they become romantically involved later on and eventually settle together on the basis of mutual attraction and respect. Their type of love is _____	companionate love	compassionate love	passionate love	game playing role
16	sternberg triangular model of love include 3 components which are _____, intimacy and commitment	passion	love	friendship	romance
17	the more often we are exposed to new stimulus the more favourable our evaluation of it. Such effect called as _____	classical conditioning period	repeated exposure effect	proximity effect	priming
18	partners in romantic relationship tend to perceive each other as _____ than people outside the relationship	less attractive	more attractive	moderate attractive	more committed
19	_____ colour enhances women's attractiveness as many cultures believed throughout recorded history	green	yellow	orange	red
20	people respond positively to indication that another person is similar to them and negatively to indication that another person is dissimilar from themselves termed as _____	similarity - dissimilarity effect	positive-negative effect	active-passive effect	attitude similarity effect
21	as per sternberg model _____ is a combination of intimacy plus commitment	game playing role	compassionate love	passionate love	companionate love
22	Experimental research studies _____ relationship	cause and effect	correlation	association	interrelation

23	the process of evolution involves three components variation , inheritance and _____	principles	selection	correlation	interaction
24	_____ involves efforts to relate activity in the brain to key aspect of social thought and behaviour	social neuroscience	evolution	social perception	social cognition
25	according to kelly's theory we most likely to attribute others behaviour to _____ causes in which consensus and distinctiveness are low	human	social	external	internal
26	_____ attachment style are high in self esteem and low on interpersonal trust so they fear genuine closeness	fearful avoidant	secure	preoccupied	dismissing
27	Neha and sachin met in an amusement park through their mutual friends. Friends at first they become romantically involved later on and eventually settle together on the basis of mutual attraction and respect. Their type of love is _____	passionate love	compassionate love	companionate love	game playing role
28	sternberg triangular model of love include 3 components which are passion , intimacy and _____	commitment	love	friendship	romance
29	infants tend to smile more at his parents photograph but not of stranger is an example of _____	fantasy period	repeated exposure effect	proximity effect	love
30	the larger the proportion of _____ greater the attraction	similarity	positivity	dissimilarity	attitude similarity effect

31	matching hypothesis says that we tend to choose romantic partners who are _____ to us in terms of physical attractiveness even our preference is different.	dissimilar	similar	higher	lower
32	In addition to sexual attraction _____ includes strong emotional arousal , the desire to be physically close and an intense need to be loved .	game playing role	compassionate love	passionate love	companionate love
33	preoccupied attachment style consist of _____ self esteem with _____ interpersonal trust	low, high	high, low	low, moderate	high , moderate
34	people high in _____ are concerned with each others welfare and happiness and understand one another	intimacy	love	commitment	passion
35	_____ consist of all intimacy , passion and commitment and its difficult to attain.	compassionate love	consummate love	passionate love	companionate love
36	When people like her, Jenny likes them. When people dislike her, Jenny dislikes them. Jenny's likes and dislikes exemplify _____	assimilation.	reciprocity.	resource exchange.	complementarity
37	in _____ behaviour is carefully observed and recorded	correlational method	survey method	systematic observation	naturalistic observation
38	the process of _____ involves three components variation , inheritance and selection	evolution	social perception	social cognition	attribution

39	Paralanguage is a type of _____ communication	verbal	nonverbal	brain	neuroscience
40	Early studies that investigated the effect of location of residence on the likelihood couples will marry found that:	proximity had no impact	proximity was related to marriage, but social class and racial differences were the real	close proximity was negatively related to marriage	people tend to marry those who live nearby
41	What is the effect of having participants listen to pleasant background music while they rate a stranger?	The stranger will be liked more	The stranger will be liked less	The music will have no effect	participants like themselves
42	Which of the following is NOT one of the three basic assumptions underlying Festinger's theory of social comparison?	If objective criteria are available, we use these to evaluate ourselves	Human beings have a basic drive to evaluate their opinions and abilities	We can evaluate ourselves best if the comparison person is similar to us	The first way we seek to evaluate ourselves is through social comparison
43	The only characteristic(s) that is actually associated with physical attractiveness is:	popularity/good interpersonal skills	the likelihood of HIV infection	personality characteristics	masculinity in men/femininity in women
44	With regard to the effect of attractiveness on preferences, it has been shown that:	one-year olds respond equally to an adult wearing an attractive or unattractive mask	one-year olds respond more positively to an adult wearing the attractive mask	one-year olds respond more positively to an adult wearing an unattractive mask	adults are affected by the attractiveness of a one-year old, but one-year olds are not affected by attractiveness

45	The study which distorted video images in order to examine perceptions of persons with various somatotypes suggested that _____ are perceived differently than the other two types.	ectomorphs	mesomorphs	endomorphs	none of the above
46	When two people like each other and agree, there is _____; when two people like one another and disagree, there is _____; when two people dislike one another, there is _____.	balance; imbalance; nonbalance	balance; nonbalance; imbalance	nonbalance; imabalance; balance	imbalance; nonbalance; balance
47	The tendency for people to choose as partners persons who possess attributes similar to their own is known as the _____ hypothesis.	matching	equity	need compatibility	complementarity
48	When roommates are quite dissimilar from each other in their physical attractiveness, it has been found that:	both roommates tend to be very satisfied with their relationship	both roommates tend to be very dissatisfied to the same degree	the less attractive roommate is generally the one who is more dissatisfied	the more attractive roommate is generally the one who is more dissatisfied
49	Choice of dating partners among undergraduates was, in part, a function of:	the age of the dating partners	the distance between residences of the dating partners	the height of the dating partners	the extracurricular interests of the dating partners

50	Maria was new on campus and wanted to start meeting other students, so she started:	sitting in the middle of the class	sharing her homework with students who were behind in their classes	talking as much as possible in class	looking for lonely people with whom to converse
51	In the student center, Jack finally gets a chance to talk to a female student he has really been wanting to meet. The best opening line for him would be:	something dominant	something submissive	something cute or flippant	something direct
52	According to a classical conditioning model of attraction, if you saw a funny film with someone, you would:	like the film more	think that the person was funny	like the person more	respond to the person as you normally would
53	Lisa has just spent several hours in the library studying for a big exam. This situation is typical for what type of affiliation need?	attention	social comparison	positive stimulation	emotional support
54	Bharat has a knack for taking every opportunity to make the class laugh. The type of affiliation need being exhibited is:	attention	social comparison	positive stimulation	emotional support
55	Which of the following phrases is the most accurate concerning the similarity-attraction relationship?	opposites attract	birds of a feather flock together	too many cooks spoil the broth	a bird in the hand is worth two in the bush