

Social Psychology - MCQ

Unit 1 : Stereotype, Prejudice, discrimination

1. Social categorization exaggerates:

1. Within-category differences
- 2. Between-category differences**
3. Between-category similarities
4. Both A and C

2. What defines a person's social identity?

1. The individual
2. Society
3. The current social context
- 4. All of the above**

3. Does discriminating against an outgroup member lead to elevated self-esteem?

1. Yes, it elevates both trait and state self-esteem
2. Yes, but only trait self-esteem
- 3. Yes, but only state self-esteem**
4. No

4. What determines which social category will be salient in a given social context?

1. Metacontrast ratio
2. Normative fit
3. Optimal distinctiveness
- 4. All of the above**

5. When is ingroup favoritism especially likely to occur?

1. On dimensions favoring the ingroup
2. Under conflict
3. During periods of social breakdown
- 4. All of the above**

6. Men and women identify with their respective genders, which causes them to show a divide in their Social Dominance Orientation (SDO), which causes them to show differences in amount of political power. This account is supported by:

- 1. Social identity theory**
2. Self-categorization theory
3. Social Dominance Theory
4. System Justification Theory

7. Presenting people with a multiculturalist perspective might lead them:

1. To be more accurate about group differences
2. To show stronger stereotypes
3. To show weaker stereotypes
4. **Both A and B**

8. “Aversive racism” suggests that people discriminate against racial outgroups when:

1. They can attribute others’ behavior to racism
2. **They can attribute their behavior to non-racism**
3. They can attribute an outgroup member’s actions to their situation
4. They notice there is very little ambiguity

9. During an interracial interaction, for whom is executive control depleted?

1. Whites
2. Blacks
3. **Both**
4. Neither

10. What is a typical result in an interaction, after a person has proven their “moral credentials?”

1. They are more likely to control their prejudiced thoughts
2. **They are more likely to express their prejudices**
3. Neither
4. It depends

11. Which of the following tends to be a stronger predictor of intergroup discrimination?

1. Stereotyping
2. **Emotional prejudice**
3. Attitudes
4. Behavior

12. Which emotion makes people stereotype relatively more?

1. **Anger**
2. Sadness
3. Both
4. Neither

13. In studies of intergroup emotions theory (IET), which traits do people respond more quickly to?

1. Traits that match their self-concept but not necessarily their ingroup concept
2. Traits that match their ingroup concept but not necessarily their self-concept
3. **Traits that match their self-concept and their ingroup concept**
4. None of the above

14. What does it mean for an intergroup representation to be “exemplar-based?”

1. **It focuses on intergroup particulars**
2. It focuses on intergroup abstractions
3. It focuses on general societal dimensions
4. Both A and B

15. According to enemy images theory, what is the difference between views of allies and enemies?

1. **Goal compatibility**
2. Status
3. Power
4. All of the above

16. According to integrated threat theory (ITT), which is NOT an antecedent to threat?

1. Intergroup relations
2. **Group-based motivations**
3. Individual differences on identity
4. Cultural dimensions

17. Feelings of guilt promote less prejudiced behavior by:

1. Low-prejudice respondents
2. High-prejudice respondents
3. **Both A and B**
4. Neither A nor B

18. Often, people who are against affirmative action are most concerned with:

1. **Protecting ingroup members**
2. Derogating outgroup members
3. Both A and B
4. Neither A nor B

19. What is a primary difference between guilt and shame?

1. **Guilt is other-oriented; shame is self-oriented**
2. Guilt is self-oriented; shame is other-oriented
3. Only guilt is a “moral” emotion
4. Only shame is a “moral” emotion

20. Within-race genetic differences are _____ between-race genetic differences.

1. **Much greater than**
2. Much less than
3. Not significantly different from

4. Exactly the same as

21. Why does intergroup contact not tend to reduce sexism?

1. Men and women are already in contact
2. Men and women need each other
- 3. Men and women are not often of equal status**
4. All of the above

22. Ambivalent sexism predicts:

1. Positive stereotypes of nontraditional women and negative stereotypes about traditional women
- 2. Positive stereotypes of traditional women and negative stereotypes about nontraditional women**
3. Either A or B
4. Neither A nor B

23. Older people tend to be viewed with:

1. Pity
2. Sympathy
3. Condescension
- 4. All of the above**

24. How does prejudice against gay men and lesbians differ from other prejudices?

1. Targets control category visibility
2. Relatively more widespread
3. Biological determinism is linked to tolerance
- 4. All of the above**

25. Imagine a person holds a very strong, emotional antipathy towards members of a different social group. This person really hates these outgroup members. This is best classified as an example of which of the following?

1. Discrimination
- 2. Prejudice**
3. Stereotyping
4. All of the above

26. _____ is negative emotional responses or dislike toward members of a group membership

- 1. Prejudice**
2. Stereotype
3. Discrimination
4. Differential attitude

27. _____ is differential treatment based on group membership including age, sexual orientation, race, religion etc.

1. Prejudice
2. Stereotype
- 3. Discrimination**
4. Differential attitude

28. _____ perceived by its perpetrators or victims as legitimate and justified

1. Differential attitude
2. Stereotype
3. Discrimination
- 4. Prejudice**

29. _____ are beliefs about what members of group are like

1. Outgroup
- 2. Stereotype**
3. Discrimination
4. Prejudice

30. Prospect theory argues that people are risk averse & they weigh possible losses _____ than potential gains

1. More heavily

2. Less heavily
3. More strictly
4. Less strictly

31. _____ are beliefs about the different attributes that male and female possesses consist of both positive and negative traits

1. Male stereotype
2. Gender equity
- 3. Gender stereotype**
4. Social stereotype

32. Generally y negative stereotype on women being _____ on warmth and _____ on competence

1. Low, high
- 2. High, low**
3. Average, low
4. very low and very high

33. Women are mostly likely to be appointed to valued leadership position when a crisis has occurred, the leadership position is more precarious and there is greater risk of failure referred as _____.

1. Glass ceiling effect
- 2. Glass Cliff effect**
3. Leadership effect
4. Leadership failure

34. _____ exist when women encounter more career barriers than men in their careers and as a result women find it difficult to move into top positions in workplace.

1. Glass ceiling effect

2. Glass Cliff effect
3. Leadership effect
4. Leadership failure

35. _____ is negative stereotyping and discrimination directed toward people who are single.

1. Dualism
2. Pluralism
3. Gender stereotype
- 4. Singlism**

36. _____ are resistant to change but they are revised in as the relations between the groups are altered

1. Prejudice
2. Tokenism
3. Discrimination
- 4. Stereotypes**

37. According to _____ prejudice is derived from our tendency to divide the world into us and them and to view our own group more favourably than various outgroups

1. Social behavioural theory
2. Person identity theory
- 3. Social identity theory**
4. Human identity theory

38. _____ is a technique that makes use of priming to study implicit or automatically activated racial attitudes.

1. Bona fide pipeline

2. Effective priming
3. Racial pipeline
4. Social priming

39. _____ plays important role in both the maintenance and reduction of prejudice.

1. Overt influence
2. Covert influence
- 3. Social influence**
4. Racial influence

40. As per common ingroup identity model prejudice can also be reduced through _____

- 1. Recategorization**
2. Reintegration
3. Interaction
4. Reinvention

Unit 2: social influence:

1. Which form of social influence discussed in Chapter 8 does not necessarily involve an interacting group?

1. group polarization
2. groupthink
3. minority influence
- 4. social facilitation**

2. The definition of a group given in the text and provided by Marvin Shaw states that a group consists of

1. any collection of individuals
- 2. two or more people who interact and influence one another**
3. two or more people who share similar values
4. a collection of individuals that is cohesive

3. Early experiments found that the presence of others improved people's efficiency at

1. learning nonsense syllables
- 2. crossing out designated letters**
3. performing complex multiplication problems
4. learning foreign language words

4. James Michaels and his colleagues found that in the presence of observers,

- 1. good pool players shot better and poor pool players shot worse**
2. students playing checkers and chess played worse
3. good pool players shot worse and poor pool players shot better
4. students playing checkers played better and students playing chess played worse

5. Studies of the effect of other people on athletic performance have shown that

1. college basketball players become slightly more accurate when highly aroused by a packed fieldhouse
2. the drives of professional golfers are shorter when an audience is present
3. home teams in baseball's World Series have won 60 percent of the final games
- 4. in college and professional sports, home teams win about 6 in 10 games**

6. In a study of university students in India, researchers found that crowding hampered performance only on _____ tasks.

1. verbal
2. motor
3. simple
- 4. complex**

7. Research indicates that people perform best when their coactor is

1. not watching them
- 2. slightly superior**
3. of the opposite sex
4. highly competitive

8. Social facilitation and social loafing have been explained in terms of difference in

1. evaluation concern

2. informational influence
3. cognitive dissonance
4. group polarization

9. Which process helps explain both social loafing and deindividuation?

1. self-censorship
2. minority influence
- 3. diffusion of responsibility**
4. group polarization

10. Research indicates that being in a crowd _____ positive reactions and _____ negative reactions.

a. intensifies; intensifies

- b. weakens; intensifies
- c. intensifies; weakens
- d. weakens; weakens

12. Which of the following is false?

- a. groups of friends loaf less than groups of strangers
- b. Israel's communal kibbutz farms have outproduced Israel's noncollective farms
- c. research completed in Japan, Thailand, and India indicates that social loafing does not occur in less individualistic, more group-centered cultures**
- d. students pumped exercise bikes more energetically when they knew they were being individually monitored than when they thought their output was being pooled with that of other riders

13. Experiments show that people in groups loaf less when

a. the task is challenging

- b. they are in an unfamiliar setting
- c. they have a strong sense of external control
- d. the task is routine

14. Women dressed in Ku Klux Klan-style coats and hoods were more aggressive than those who were visible and wearing name tags. This finding is best explained in terms of the process of

- a. groupthink
- b. deindividuation**
- c. reactance
- d. social facilitation

15. The research on deindividuation shows that a group experience that diminishes people's self-consciousness also tends to

- a. decrease their emotional arousal
- b. disconnect their behavior from their attitudes**
- c. increase their feelings of self-esteem
- d. increase their sensitivity to social expectations

16. The term "risky shift" was used to refer to the finding of

- a. groups being riskier than individuals**
- b. individuals being riskier than groups
- c. males being riskier than females
- d. people becoming less risky as they grow older

17. Studies of the risky shift eventually led to formulation of

- a. social comparison theory
- b. the group polarization hypothesis**
- c. the social facilitation effect
- d. the social loafing effect

18. Group polarization is most likely to occur in a group

- a. of like-minded people**
- b. of unintelligent people
- c. of persons with differing value systems
- d. discussing political issues

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19. Myers and Bishop set up groups of relatively prejudiced and unprejudiced high school students and asked them to respond both before and after discussion to issues involving racial attitudes. Results indicated that after discussion

- a. both groups were more prejudiced
- b. both groups were less prejudiced
- c. the individuals who were relatively unprejudiced became even less prejudiced and the individuals who were relatively prejudiced became even more prejudiced**

d. the individuals who were relatively unprejudiced became more prejudiced and the individuals who were relatively prejudiced became less prejudiced

20. According to the text, which of the following provides the best supported explanation for group polarization?

- a. social comparison theory
- b. informational influence**
- c. diffusion of responsibility
- d. cognitive dissonance theory

21. Overestimating a group's might and right is most clearly reflected in which of the following symptoms of groupthink?

- a. self-censorship
- b. rationalization
- c. an illusion of invulnerability**
- d. conformity pressures

22. An analysis of terrorist organizations around the world suggests that the extremist activities of these groups may be understood in terms of the process of

- a. social loafing
- b. social facilitation
- c. minority influence
- d. group polarization**

23. Frank and Gilovich's laboratory research suggested that putting on a black uniform can produce

- a. social loafing
- b. groupthink
- c. aggression**
- d. evaluation apprehension

24. Patrick Laughlin reported that if only two members of a six-person group are initially correct in solving an analogy problem, they

- a. rarely convince the others
- b. convince the others one-third of the time
- c. convince the others two-thirds of the time**
- d. always convince the others

25. A directive leader is a contributing cause of

- a. deindividuation
- b. responsibility diffusion
- c. groupthink**
- d. the risky shift

26. Research suggests that minorities are less persuasive regarding _____ than regarding _____.

- a. **fact; attitude**
- b. attitude; fact
- c. principle; practice
- d. practice; principle

27. Which of the following is not a symptom of groupthink?

- a. unquestioned belief in the group's morality
- b. rationalization
- c. conformity pressure
- d. **social loafing**

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28. Moscovici and his associates found that if a minority judges blue slides to be green,

- a. it has no effect on the judgments of the majority
- b. **members of the majority will occasionally agree but only if the minority is consistent**
- c. members of the majority demonstrate reactance by judging green slides to be blue
- d. female but not male members of the majority will occasionally agree

29. Groupthink occurs when group members desire

- a. control
- b. **harmony**
- c. power
- d. freedom

30. Research indicates that a minority member who _____ is persuasive.

- a. wavers
- b. **has defected from the majority**
- c. tends to be introverted
- d. appears impatient

31. Studies done in India, Taiwan, and Iran found that the most effective supervisors in coal mines, banks, and government offices scored

- a. **high on both task and social leadership**
- b. high on task and low on social leadership
- c. high on either task or social leadership but not high on both
- d. low on task and high on social leadership

32. Tom, a successful foreman in a large furniture factory, emphasizes the attainment of production goals and sets high standards for the workers under him. Tom's style is an example of _____ leadership.

- a. normative
- b. task**
- c. autocratic
- d. Type A

33. The presence of others would be most likely to improve performance on

- a. raking up leaves**
- b. solving crossword puzzles
- c. learning foreign language words
- d. solving complex mathematical puzzles

34. Who of the following would be considered coactors?

- a. four people doing push-ups in an exercise class**
- b. two people playing bridge
- c. eight competitors running a 5-kilometer race
- d. two children playing badminton

35. After an exciting soccer game in which the home team loses, a crowd of fans throws garbage and begins to tear up the field. This behavior is best understood in terms of

- a. group polarization
- b. deindividuation**
- c. groupthink
- d. social facilitation

36. Which of the following is least likely to be considered a group as defined in the text?

- a. a husband and wife talking over dinner
- b. a committee of eight discussing the problem of neighborhood crime
- c. four seven-year-olds playing hide-and-go-seek
- d. seven people waiting at a bus stop**

37. The presence of others would be least likely to improve performance in

- a. playing chess**
- b. weightlifting
- c. running
- d. the broad jump

38. Social loafing would be least likely to occur

- a. in a boys' club trying to raise money by holding a Saturday car wash
- b. in a relay race where each team member's performance is timed**
- c. in a community garden where each family is expected to contribute whatever free time they have
- d. in a work crew building a new highway

39. Individuals who tend to favor stiff penalties for drunk drivers come together to discuss various ways of dealing with the problem of intoxicated drivers. The group polarization hypothesis predicts that after group discussion,

- a. the individuals will favor even more severe penalties for drunk drivers**
- b. the individuals will tend to become more tolerant of drunk drivers
- c. the individuals will be divided into two opposing groups as to the best way to deal with drunk drivers
- d. the individuals will favor a rehabilitation program rather than a jail sentence for drunk drivers

40. Which of the following is a comment you are least likely to hear made within a group characterized by groupthink?

- a. Our critics are not very smart.
- b. Our past decisions have always been right.
- c. Let's make the decision and get out of here. I've got more important things to do.**
- d. It seems to me we are all in agreement on this, so let's proceed.

41. Many ways by which people produce changes in other in their behaviour, attitudes, or beliefs called as _____

- a) Social influence**
- b) Social conformity
- c) Social compliance
- d) Social cognition

42. Most people behave in accordance with social norms most of the time such tendencies called as _____

- a) Social influence
- b) Conformity**
- c) Compliance
- d) Obedience

43. _____ is the degree of attraction felt by an individual toward some group and want to belong to it.

- a) Cohesiveness**
- b) Liking

- c) Love
- d) Social influence

44. Conformity is first systematically studied by the researcher_____

- a) Albert Ellis
- b) Solomon Asch**
- c) Carl Roger
- d) Alfred Adler

45. _____ means refusing to go along with group, include status within a group, power and desire to be unique.

- a) Conformity**
- b) nonconformity
- c) Determination
- d) Non compliance

46. _____ Behaviour is in which individuals match their action to those of others

- a) Asynchronous
- b) Matching
- c) Symptomatic
- d) Synchronous**

47. _____ are ones that simply describe what most people do in a given situation.

- a) Descriptive norms**
- b) Non descriptive norms
- c) Injunctive norms
- d) Non injunctive norms

48. _____ are ones that specify how people ought to behave i.e. approved or disapprove behaviour in a given situation. a) four

- a) Descriptive norms
- b) Non descriptive norms
- c) Injunctive norms**
- d) Non injunctive norms

49. _____ is a tactic of getting others to say “yes” to you requests

- a) Social influence
- b) Conformity
- c) Compliance**
- d) Social cognition

50. _____ technique involves presenting target people with small request and then following up with a larger request – the one desired all along

- a) Low ball
- b) Foot in the door**
- c) Door in the face
- d) Door in the foot

51. _____ is a form of social influence in which one person orders one or more others to do something and they do so .

- a) Social influence
- b) Conformity
- c) Compliance
- d) Obedience**

52. _____ occurs when one or more people are influenced by the emotions of one or more others

- a) Social contagion
- b) conformity
- c) Emotional intelligence
- d) Emotional contagion**

53. _____ technique involves presenting target people with large request and if refused then followed with a smaller request

- a) Low ball
- b) Foot in the door
- c) Door in the face**
- d) Door in the foot

54. _____ is rest on the principal of commitment, after initial commitment accepted by person makes him difficult to say no even though initial conditions changed.

- a) Low ball**
- b) Foot in the door
- c) Door in the face
- d) Door in the foot

55. _____ suggest that norms will influence behaviour only to the extent that they are salient to the people involved at the time the behaviour occurs.

- a) Normative social influence theory
- b) cohesiveness theory
- c) Normative focus theory**
- d) Injunctive social norms theory

56. Our tendency to depend on others as a source of information about many aspects of social world called as _____

- a) Normative social influence theory**
- b) Informational social influence
- c) Normative focus theory
- d) Injunctive social norms

Unit 3 : prosocial behaviour

1. According to the text, the classic illustration of altruism is provided by
 - a. the Kitty Genovese case
 - b. the parable of the Good Samaritan**
 - c. the parable of the Prodigal Son
 - d. a person donating blood

2. Social economics is a term most closely associated with
 - a. social norms theory
 - b. evolutionary psychology
 - c. social-exchange theory**
 - d. the decision tree

3. According to social-exchange theory we will help when
 - a. the benefits are external and the costs are internal
 - b. the benefits are greater than the costs**
 - c. the benefits and costs are proportional
 - d. the benefits are smaller than the costs

4. According to Daniel Batson, genuine altruism may have its basis in feelings of
 - a. happiness
 - b. sadness
 - c. guilt
 - d. empathy**

5. The misinterpretations of emotional states involved in the bystander effect are fed by
 - a. an illusion of transparency**
 - b. an illusion of control
 - c. illusory correlation
 - d. the foot-in-the-door phenomenon

6. The social-responsibility norm is an expectation that people will
 - a. help those dependent on them**
 - b. help those who have helped them
 - c. assume responsibility for helping their parents
 - d. assume responsibility for correcting past mistakes

7. According to sociologist Alvin Gouldner, a universal moral code is

- a. **a norm of reciprocity**
- b. a norm of social responsibility
- c. kin selection
- d. a norm of restitution

8. The reciprocity norm applies most strongly to our interactions with our

- a. superiors
- b. inferiors
- c. **equals**
- d. none of the above--the norm's application is totally independent of others' relative social status

9. According to the text, one possible reason why people in big cities are less helpful is that

- a. they have not internalized the norm of social responsibility
- b. they are busier than those living in small towns
- c. they have a greater number of selfish genes
- d. **reciprocity does not work as well in big cities as it does in small, isolated groups**

10. A Gallup poll found that being "highly spiritually committed" was _____ with helping the poor and elderly.

- a. negatively correlated
- b. uncorrelated
- c. **positively correlated**
- d. positively correlated for women and negatively correlated for men

11. Since we are born selfish, evolutionary psychologists propose that we attempt to

- a. develop a drug that will encourage altruism
- b. develop an "altruistic gene"
- c. **teach altruism**
- d. live only in small, isolated communities

12. According to the text, which theory of altruism proposes two types of altruism: a tit-for-tat reciprocal exchange, and a more unconditional helpfulness?

- a. social norms theory
- b. evolutionary psychology
- c. social-exchange theory
- d. **all of the above**

13. Latane and Darley attempted to explain people's failure to intervene in cases like that of Kitty Genovese in terms of

a. a situational influence

- b. a personality trait
- c. a mood factor
- d. selfish genes

14. Researchers had participants fill out a questionnaire in a room either by themselves or with two strangers. When the experimenters pumped smoke through a wall vent, solitary participants

a. noticed the smoke more quickly than did those in groups

- b. were more likely to misinterpret the smoke as being truth gas
- c. were less likely to seek help
- d. finished the questionnaire more quickly

15. What is meant by the term "bystander effect"?

- a. people are likely to gather at the scene of a serious accident
- b. people are likely to gather at the scene of a fire and hinder rescue operations
- c. people are more likely to provide aid when there are helping models present
- d. people are less likely to provide help when there are other bystanders**

16. Which of the following is not one of the steps in Darley and Latane's decision tree?

- a. noticing the incident
- b. interpreting the incident as an emergency
- c. weighing the costs and benefits of helping**
- d. assuming responsibility for intervening

17. According to the text, the presence of others may not inhibit helping if the bystanders

a. can read each other's reactions

- b. are all of the same sex
- c. have a high level of education
- d. are members of one of the helping professions

18. When participants in Darley and Latane's seizure experiment were later interviewed,

- a. most said they thought the deception used by the experimenter was justified but they would not be willing to take part in future similar experiments because of the stress
- b. most said they did not think the deception was justified but they would take part in future similar experiments
- c. most said they did not think the deception was justified and they would not take part in future similar experiments
- d. all said they thought the deception was justified and would be willing to take part in future similar experiments**

19. According to the text, people in a hurry may be less willing to help because

- a. they have weighed the costs of helping and have decided they are too high
- b. they never fully grasp the situation as one requiring their assistance**
- c. they tend to be selfish and primarily concerned with meeting their own needs
- d. they tend to be in a negative mood state and therefore are less likely to help

20. Researchers who have investigated the relationship between empathy and altruism

- a. agree that empathy leads to genuine altruism
- b. agree that empathy leads to helping that is egoistically motivated
- c. agree that empathy leads to pure altruism in females but not in males
- d. debate whether empathy leads to pure altruism**

21. Which of the following negative moods is most likely to motivate altruism?

- a. depression
- b. anger
- c. guilt**
- d. grief

22. Research suggests that we are especially likely to help when

- a. we are happy**
- b. others are present and are doing nothing
- c. the potential recipient of our help is of the opposite sex
- d. the potential recipient of our help is of a different nationality

23. In comparison to low self-monitors, high self-monitors are especially helpful if

- a. they are led to think that helpfulness will be socially rewarded**
- b. the social-responsibility norm is salient
- c. they are exposed to altruistic models
- d. they experience empathy

24. Batson found that those who attributed their helpful act to compliance rather than compassion

- a. subsequently volunteered less time to a service agency**
- b. demonstrated reactance and ended up feeling more empathy for the person they helped
- c. felt guilty and responded more positively to a new request for help
- d. were subsequently more aware of the reciprocity norm

25. Rewards and costs are to _____ as gene survival is to _____.

- a. social-exchange theory; social norms theory
- b. sociobiology; social norms theory
- c. social norms theory; evolutionary psychology

d. social-exchange theory; evolutionary psychology

26. Research has indicated that when students have been informed through a lecture of how bystanders can affect one's reactions to an emergency, the

a. students are subsequently more likely to help someone in need

b. students' willingness to help is unchanged for they refuse to believe they can be influenced by other people

c. students' willingness to help is increased for a few hours following the lecture but for no longer

d. students' willingness to help actually decreases due to psychological reactance .

27. Research suggests that those who are high in _____ are more likely to be helpful.

a. authoritarianism

b. self-efficacy

c. extroversion

d. achievement motivation

28. Research indicates that compared to adults, young children are

a. more likely to help

b. less likely to help when they are busy

c. less likely to help when they are sad

d. less likely to help when they are watching television

29. What does research indicate regarding the role of gender difference in predicting helping?

a. gender is unrelated to helping

b. males are more helpful than females

c. females are more helpful than males

d. gender difference interacts with the situation

30. According to the text, the door-in-the-face technique works to promote altruism because people are

a. provided a helpful model to imitate

b. in a happy mood

c. concerned about their self-image

d. distracted from self-concern

31. When a solicitor for a charitable cause added the phrase, "Even a penny will help" to the request for a donation,

a. the total number of contributors increased but the average amount of each contribution decreased

b. both the number of contributors and the average amount of each contribution decreased

c. both the number of contributors and the average amount of each contribution increased

d. the total number of contributors decreased but the average amount of each contribution

32. In socializing altruism, we should beware of the

- a. **overjustification effect**
- b. underjustification effect
- c. fundamental attribution error
- d. foot-in-the-door effect

33. Which of the following religious teachings most clearly promotes "moral inclusion"?

- a. Love your neighbor as yourself
- b. **Everyone is a child of God and thus your brother or sister**
- c. Honor your father and your mother
- d. An eye for an eye and a tooth for a tooth

34. You trip over a fallen branch and sprain your ankle. According to research on the bystander effect, a stranger who sees your plight will be most likely to offer aid if there are _____ others present.

- a. **no**
- b. two
- c. four
- d. ten

35. The statement, "There is no duty more indispensable than that of returning a kindness," reflects the _____ norm.

- a. restitution
- b. **reciprocity**
- c. social-responsibility
- d. equity

36. Who of the following is least likely to help an injured pedestrian?

- a. Peter who has just found \$10 in a grocery store
- b. **Anita who is five minutes late for a committee meeting**
- c. Carol who has just lost a dollar bill in a poker game
- d. Ralph who is five minutes early for work

37. Your roommate asks you to loan her twenty-five dollars to buy her boyfriend a birthday present and you refuse. She then asks for three dollars to purchase a new notebook. You loan her the three dollars. Your roommate has successfully used the

- a. overjustification effect
- b. insufficient justification effect
- c. **door-in-the-face technique**
- d. foot-in-the-door technique

38. From an evolutionary perspective it would be most difficult to explain why

- a. John paid his son's hospital bill
- b. Phyllis helps her mother clean the house
- c. William helps his next-door neighbor paint his house
- d. Ruth risked her life to save a stranger from being murdered**

39. Which of the following techniques should elementary schoolteachers use if they hope to promote enduring altruistic tendencies in students?

- a. show them films of heroes who risked their own welfare to help others**
- b. offer a prize to the boy or girl who is most helpful to other students in a two-week period
- c. reprimand and punish any overt aggression
- d. instill a sense of patriotism

40. When his car overheated on a nearly deserted highway early one morning, elderly Mr. Hurley received help from the first passerby. One week later the same thing happened in the afternoon when traffic was heavy and Mr. Hurley waited nearly two hours for help. This difference best illustrates

- a. the overjustification effect
- b. social facilitation
- c. the illusion of transparency
- d. the bystander effect**

41. _____ is a behaviour in which action by individuals to help others without any immediate benefit to them or helpers

- a) Helping Behaviour
- b) Social behaviour
- c) Prosocial behaviour**
- d) Proactive behaviour

42. The capacity to be able to experience others emotional states, feeling sympathetic toward them is called _____

- a) Emotional awareness
- b) Caring
- c) Love
- d) Empathy**

43. The ability to accurately understand others feelings and thoughts.

- a) Emotional contagion
- b) Emotional Intelligence
- c) Emotional accuracy**
- d) Emotional awareness

44. _____ suggest important reason that people help others to boost their own status and reputation

- a) Competitive altruism**
- b) Status altruism

- c) Comparative altruism
- d) Collaborative altruism

45 helping the outgroup members in ways that make them seem dependent on such help and as incompetent or inadequate is called as _____

- a) Defensive helping**
- b) Competitive altruism
- c) Comparative altruism
- d) Collaborative altruism

46. _____ suggest that we help others who are related to us because this increases the likelihood that our genes will be transmitted to future generations.

- a) Heredity theory
- b) Kin selection theory**
- c) Generations theory
- d) Competitive altruism theory

47. _____ allows individuals to make financial contributions to entrepreneurs to help them start new companies without receiving anything in return for them.

- a) Money funding
- b) Money gathering
- c) Crowd funding**
- d) Crowd gathering

48. _____ suggest that helping stems from positive reactions recipients show when they receive help and the positive feelings this in turn induce in helpers

- a) Empathic joy hypothesis**
- b) Empathic altruism
- c) Negative state relief model
- d) Diffusion of responsibility

49 _____ proposes that people help other people in order to relive and make less negative their own emotional discomfort

- a) Empathic joy hypothesis
- b) Empathic altruism
- c) Negative state relief model**
- d) Diffusion of responsibility

50. Due to _____, the more bystander's presents as witnesses to an emergency, the less likely each of them to provide help and the greater the delay before help occurs

- a) Empathic joy
- b) Empathic altruism
- c) Negative state relief
- d) Diffusion of responsibility**

51. _____ is being excluded from the group a person belong to or fit into ,where other group members are like himself & has negative effect on him.

- a) Social belongingness
- b) Social inclusion**
- c) Negative state relief

d) Social exclusion

52. _____ can prevent any one person in a group of strangers from acting as each of them waits for cues from the others to decide an appropriate action

- a) Negative emotions
- b) Empathic altruism
- c) Negative state relief
- d) Pluralistic ignorance**

53. Research suggest that we empathise more readily with people _____ to ourselves than those who are _____

- a) Similar, dissimilar**
- b) Dissimilar, similar
- c) Exclusive, inclusive
- d) Inclusive, exclusive

54. Helping is increased by exposure to _____

- a) Surrounding
- b) Environment
- c) Prosocial models**
- d) People

55. Research suggest that when we see another person engaging in kind or helpful act it can trigger _____ which makes us feel inspired , uplifted, optimistic about human nature

- a) Emotional contagion
- b) Empathic altruism
- c) Negative state relief
- d) Feeling of elation**

Unit 4: aggression

1. According to the text, aggression always

- a. causes physical pain
- b. involves intent to harm someone**
- c. involves emotional arousal
- d. is committed by someone who has been deliberately provoked

2. The murders committed by mobster "hit men" provide an example of

- a. emotional aggression
- b. silent aggression
- c. how catharsis can reduce aggression
- d. instrumental aggression**

3. Research on biological influences on aggression indicates that

- a. animals of many species can be bred for aggressiveness**
- b. neural influences facilitate animal aggression but not human aggression
- c. human aggression is instinctive
- d. there are no biochemical influences on aggression in humans

4. In contrast to Freud's view of aggression, Lorenz

- a. supports the social learning explanation for aggression
- b. views aggression as instinctive
- c. views aggression as adaptive rather than destructive**
- d. does not believe we have innate mechanisms for inhibiting aggression

5. Which of the following is false?

a. animals' "social" aggression and "silent" aggression seem to involve the same brain region

- b. alcohol enhances violence by reducing people's self-awareness
- c. low levels of serotonin are often found in the violence-prone
- d. "hostile" aggression springs from emotions such as anger

6. Research on the effects of televised violence indicates that

a. viewing violence produces a modest increase in aggression

- b. viewing violence produces catharsis and thus a reduction in aggression
- c. there is no relationship between viewing aggression and behaving aggressively
- d. viewing violence increases aggression in adolescents but not in children

7. What criticism has been leveled against instinct theory as an explanation for human aggression?

a. it is an example of naming social behavior but not explaining it

- b. research has indicated no clear biological influences on aggression
- c. it necessarily implies that aggression is adaptive
- d. it misinterprets correlation as evidence for causation

8. Compared to prisoners convicted of nonviolent crimes, those convicted of unprovoked violent crimes tend to

- a. be first-borns
- b. have authoritarian attitudes
- c. be older
- d. have higher testosterone levels**

9. The text suggests that one reason Vancouver, British Columbia, has a 40 percent lower overall murder rate than Seattle, Washington, is because Vancouver

- a. has a lower average temperature
- b. has a lower unemployment rate
- c. restricts handgun ownership**
- d. has a less congested population

10. Which of the following is true?

- a. among entering collegians in 1996, "being very well off financially" was the top-rated objective**
- b. because of growing affluence, more people reported themselves as very happy in 1990 than in 1957
- c. most people deny that having more money would make them happier
- d. state lottery winners show an increase in overall happiness

11. Research on rape suggests that

- a. nine in 10 stranger rapes are not reported to police
- b. at least 25 percent of women surveyed reported an experience that met the legal definition of rape or attempted rape**
- c. today's young women are less likely to report having been raped than are older women
- d. the rape rate in North America is lower than in most other industrialized countries

12. In a revision of frustration-aggression theory, Berkowitz theorized that

- a. frustration produces escape more often than aggression
- b. aggression is learned through a modeling effect
- c. aggressive cues can release bottled-up anger**
- d. frustration is instinctive

13. To know whether people are frustrated we need to know

- a. their expectations and their attainments**
- b. their level of deprivation and their power
- c. their wants and their intelligence
- d. their needs and their age

14. The fact that affluent people often feel as frustrated as those who have less can be understood in terms of

- a. the catharsis hypothesis
- b. the weapons effect
- c. displacement
- d. the adaptation-level phenomenon .**

15. Emotional arousal plus anticipated consequences provides the formula for aggression according to

- a. ethological theory
- b. catharsis theory
- c. frustration-aggression theory
- d. social learning theory**

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16. According to Bandura, a social learning theorist,

- a. frustration plays no role in aggression
- b. observing aggressive models promotes aggression**
- c. the hydraulic model offers the best explanation for aggression
- d. hostile aggression is instinctive and instrumental aggression is learned

17. In studying the capacity of electric shock to elicit attack behavior in rats, Nathan Azrin and his colleagues found that

- a. the shocked animals were choosy about their attack targets and would only attack other animals of the same species
- b. increasing the shock resulted in attempts on the part of the rats to escape rather than to attack
- c. the shock-attack reaction was clearly present in many different species**
- d. shocks alone and not other aversive stimuli elicited attack

18. Which of the following is false?

- a. pain heightens aggressiveness in animals but not in humans**
- b. being insulted by another is especially conducive to aggression
- c. in laboratory experiments heat triggers retaliative actions
- d. according to social learning theory, aggression is most likely when we are aroused and it seems safe and rewarding to aggress

19. In the Schacter and Singer experiment, which subjects felt the most anger?

- a. those who were given an adrenaline injection, were forewarned of the drug's effects, and were in the company of a euphoric person
- b. those who were given an adrenaline injection, were not forewarned of the drug's effects, and were in the company of a euphoric person
- c. those who were given an adrenaline injection, were forewarned of the drug's effects, and were in the company of a hostile person
- d. those who were given an adrenaline injection, were not forewarned of the drug's effects, and were in the company of a hostile person**

20. Living three to a room in a college dorm seems to

- a. diminish one's sense of control**
- b. lead to the establishment of stronger friendships
- c. lead to more hostile but less instrumental aggression
- d. improve grades because students are more likely to study in the library

21. When university males have been asked whether there was any chance they would rape a woman "if you could be assured that no one would know and that you could in no way be punished," about _____ admit to at least a slim possibility of doing so.

- a. 1 in 20
- b. 1 in 10
- c. 1 in 5
- d. 1 in 3**

22. According to the authors of the text, television's most influential effect may be that it

- a. desensitizes people to violence around them
- b. is the major cause of social violence
- c. presents an unreal picture of the world
- d. replaces other activities that people might engage in**

23. Correlational research indicates that as pornography has become more widely available, the rate of reported rape has

- a. increased**
- b. decreased
- c. remained unchanged
- d. increased in the short run but decreased in the long run

24. According to the text, the fact that people from Hong Kong feel more fearful on their city streets than do people from Toronto may be due to the fact that Hong Kong

- a. has a higher average temperature
- b. has a lower per capita income
- c. has a higher crime rate
- d. is more densely populated**

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26. In examining the relationship between viewing violence and aggressiveness in boys, Eron and Huesmann found that

- a. the viewing of violence at age eight was negatively correlated with aggressiveness at age nineteen
- b. the viewing of violence at age eight was positively correlated with aggressiveness at age nineteen**
- c. aggressiveness at age eight was positively correlated with the viewing of violence at age nineteen
- d. both b and c are true

27. Within the United States, Southerners are more likely to advocate

- a. violence that protects one's property**
- b. all forms of violence

- c. stricter gun control legislation
- d. media awareness training

28. Research indicates that in comparison to light viewers, heavy viewers of television

- a. engage in greater prosocial behavior
- b. underestimate the number of murders that occur annually in Canada
- c. think the world is a more dangerous place**
- d. tend to be more extraverted

29. Which of the following is true of findings regarding the catharsis hypothesis?

- a. catharsis never occurs
- b. the calming effect of retaliation seems to occur only in very specific circumstances**
- c. the catharsis hypothesis has been well-supported
- d. the catharsis hypothesis is valid for adults but not for children .

30. Violent pornographic films often convey a false impression that

- a. women enjoy aggressive sexual encounters**
- b. women are more likely to be rape victims than are men
- c. most rapes are never reported to the police
- d. most sexual assaults are committed by victims' dates or acquaintances .

31. According to the text, the statement to a friend, "When you talk like that I feel irritated,"

- a. is, by definition, an act of angry aggression
- b. is best unsaid for it will prove frustrating to the friend and invite retaliation
- c. provides an informative, nonaggressive expression of feeling**
- d. is best unsaid for while it may prove cathartic for you in the short run, it will make you feel more aggressive in the long run

32. The two principles which help explain people's rising expectations and therefore their continuing frustrations are

- a. displacement and relative deprivation
- b. the adaptation-level phenomenon and displacement
- c. displacement and Parkinson's second law
- d. the adaptation-level phenomenon and relative deprivation .**

33. University men who were angered by a fellow student retaliated with much stronger shock

- a. when in groups than when alone**
- b. when the experimenter was not present than when he was observing their aggression
- c. when the subject was an acquaintance than when he was a stranger
- d. if after being angered, but before delivering shock, they were exposed to mildly erotic stimuli

34. Which of the following is probably least effective in reducing aggression?

- a. rewards for nonaggressive behavior
- b. reducing the availability of weapons
- c. ignoring aggressive behavior
- d. punishing aggressive behavior .**

35. Which of the following would be an example of aggression as defined in the text?

- a. a wife deliberately belittles her husband in front of friends after he burns the pot roast**
- b. a golfer accidentally hits another player with a golf ball
- c. a nurse gives a penicillin shot to a child
- d. a salesman tops his previous record by selling 50 cars in one month

36. A person kicking a cat after losing a game of checkers is an example of

- a. regression
- b. displacement**
- c. relative frustration
- d. the weapons effect

37. A 12-degree day seems warm in February but cold in July. This is best explained in terms of

- a. relative deprivation
- b. the adaptation-level phenomenon**
- c. displacement
- d. Parkinson's second law .

38. John has just received a 5 percent increase in salary. However, after learning that his coworkers have all received 10 percent increases, John becomes angry with his employer. We can understand John's feelings in terms of

- a. relative deprivation**
- b. the adaptation-level phenomenon
- c. Parkinson's second law
- d. the hydraulic model of aggression

39. As part of therapy, a clinical psychologist encourages her patients to install a punching bag in their homes to release hostility. The therapist apparently believes in

- a. social learning theory
- b. Parkinson's second law
- c. the catharsis hypothesis**
- d. the adaptation-level phenomenon

40. Which of the following is the best example of instrumental aggression?

- a. an angry football player tackles a quarterback after he has completed a long pass
- b. a jealous wife finds her husband with another woman and shoots both of them

c. a group of former soldiers kill the dictator of a small country for \$10,000

d. a man smashes his television set after he finds it does not work

41. Intentional efforts to harm others is called as _____

a) Intentional behaviour

b) Aggression

c) Negative state relief

d) Cruel behaviour

42. _____ suggest that aggression stem from externally elicited drives to harm or injure others

a) Social theory

b) Drive theory

c) Modern theory

d) General aggression model

43. _____ recognises the importance of learning in aggression , input variables, individual differences, affective states, & cognitive processes

a) Social theory

b) Drive theory

c) New theory

d) General aggression model

44. _____ from others is powerful elicitor of aggression

a) Negative state relief

b) Provocation

c) Exposure to outside environment

d) Exposure to aggression

45. Men are more likely than women to engage in ____ & be both perpetrator and victims of violent crime

a) Physical aggression

b) Verbal aggression

c) Provocation

d) Excitation

46. _____ can emerge when others question the individuals inflated self-view

a) Narcissistic rage

b) Psychotic rage

c) Aggression

d) Physical aggression

47. ____ involves repeated aggression against individuals who, for varied reasons are unable to defend themselves against such treatment

a) Bullying

b) Covert aggression

c) Psychotic rage

d) Narcissistic rage

48. _____ involves electronic means to harm others

a) Verbal bullying

b) Bullying

c) Electronic bullying

d) Cyberbullying

49. Excitation transfer theory suggest that _____ can increase aggression

a) Low arousal

b) Medium arousal

c) Heightened arousal

d) Bullying

50 _____ is delivery of aversive consequences, major technique used for reducing aggression

a) Verbal aggression

b) Punishment

c) Bullying

d) Covert aggression

51. It's been found that bullies and bully victims appear to have _____ than children not involved in bullying

a) low self esteem

b) High self esteem

c) High emotional intelligence

d) Low emotional intelligence

52. Humans possesses effective internal mechanism for restraining anger and overt aggression such mechanism called as _____

a) Self-regulation

b) Affect

c) Self-aggression

d) Metabolism

53. Research found that exposure to media violence can _____ aggression among viewers

a) Decrease

b) Increase

c) Control

d) not control

54. The availability of _____ can encourage harmful forms of aggression like homicide or suicide

a) Gun

b) Media violence

c) Media aggression

d) Provocation