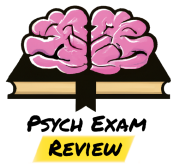




Social Psychology Review Questions

- Whether a culture has strict rules of etiquette or flexible standards for behavior relates to this cultural dimension:
 - masculinity/femininity
 - power distance
 - individualism/collectivism
 - time orientation
 - uncertainty avoidance
- Randall wears clothing similar to that of his peers in order to fit in. This is an example of:
 - normative influence
 - deindividuation
 - reciprocal altruism
 - informational influence
 - propinquity
- A manager attributes a poor review to an employee's laziness, but attributes her own poor review to stress at home. This may be due to:
 - out-group homogeneity
 - in-group bias
 - thin-slices theory
 - homogamy
 - actor-observer bias
- James is a powerlifter who has trained for several years. With a crowd watching, he beats his personal record, perhaps in part due to:
 - the autokinetic effect
 - social loafing
 - the mere-exposure effect
 - social facilitation
 - social identity theory
- Curtis helps his friend to move apartments. His friend then feels compelled to buy Curtis dinner. This demonstrates:
 - kin selection
 - just-world bias
 - the bystander effect
 - the halo effect
 - the norm of reciprocity
- Henry thinks of himself as health-conscious but also smokes cigarettes, which may cause:
 - diffusion of responsibility
 - cognitive dissonance
 - pluralistic ignorance
 - risky shift
 - deindividuation
- This researcher investigated several factors involved in poor group decision-making.
 - Geert Hofstede
 - Solomon Asch
 - Stanley Milgram
 - Irving Janis
 - Leon Festinger
- In his original study of obedience to authority, Stanley Milgram found about ___% of participants delivered shocks up to 450 volts.
 - 1
 - 16
 - 65
 - 85
 - 98
- Muzafer Sherif proposed that to reduce conflict and improve relations between groups they should engage in:
 - superordinate goals
 - realistic conflict
 - social comparison
 - greater contact
 - discrimination
- Tim asks his father if he can go on a week-long trip with friends. His father refuses, which Tim expected. Tim then asks if his friends can stay over for the weekend, and his father agrees. Tim has made use of this persuasion tactic:
 - the foot-in-the-door technique
 - central-route processing
 - the that's-not-all technique
 - the door-in-the-face technique
 - the parent trap



Social Psychology Review Questions

1. E - uncertainty avoidance

Cultures which are high in uncertainty avoidance tend to have clear rules for behavior in different situations, reducing an individual's uncertainty for how to behave, while in culture with low uncertainty avoidance expectations for behavior are more ambiguous.

2. A - normative influence

Normative influence refers to pressure to conform and go along with group norms, rather than informational influence, in which the behavior of others provides information about what is correct.

3. E - actor-observer bias

Actor-observer bias relates to attribution of behavior. Observers tend to focus on individuals (and thus their dispositions) to explain behavior, while the actors themselves are aware of the situational factors that have influenced their own behavior.

4. D - social facilitation

When a task is simple or well-learned, the presence of others can improve performance by increasing arousal, while for difficult or novel tasks this additional arousal can reduce performance or cause choking under pressure.

5. E - the norm of reciprocity

The norm of reciprocity refers to a feeling of indebtedness after receiving a favor which encourages the recipient to return a favor in some way.

6. B - cognitive dissonance

Cognitive dissonance refers to an uncomfortable conflict between one's thoughts and/or behaviors. This dissonance is generally reduced by modifying a thought or behavior, or by adding a thought or behavior. Henry might reduce his dissonance by quitting smoking, or by making excuses for his smoking.

7. D - Irving Janis

Irving Janis proposed "groupthink" to explain poor group decision-making due to factors including belief in the superiority of the group, a charismatic leader, and minimization of dissenting views, among others.

8. C - 65%

In his original version of the study, Milgram found that approximately 65% of participants were willing to obey an experimenter and deliver electric shocks to a stranger up to the highest level of 450 volts. The recipient was an actor and the shock generator was not actually delivering these shocks.

9. A - superordinate goals

Based on his study with the Eagles and the Rattlers at Robbers Cave, Sherif found that conflict between the groups of boys was reduced when they had to work together to solve larger problems that transcended their group memberships.

10. D - the door-in-the-face technique

The door-in-the-face technique refers to making an initial very large request which is expected to be rejected, in order to increase compliance on a second request, which now appears more acceptable.