

Interaction and Social Behavior

1. Despite his strict libertarian principles, when everyone else at the city council meeting rose for the Pledge of Allegiance, Evan did too. This is an example of
 - A. obedience
 - B. compliance
 - C. conformity
 - D. groupthink

2. An experiment was conducted to determine the effect of electronic monitoring on students who used web-based training to learn new on-line search skills. They found that participants who were explicitly told that their training was being monitored performed markedly worse on a post-training skills test than participants who were unaware that their training was being monitored. This is an example of
 - A. social facilitation
 - B. social inhibition
 - C. bystander effect
 - D. social anxiety

3. The traffic light turns green and Betty begins to accelerate through the intersection, but Gonzalo drives through the red light, crossing in front of her. Betty considers Gonzalo to be unskilled or reckless. She doesn't see that Gonzalo's wife is in labor in the passenger seat. A social psychologist might consider that Betty's view is colored by a particular bias, namely
 - A. self-serving bias
 - B. confirmation bias
 - C. fundamental attribution error
 - D. defensive attribution

4. Paradoxically, the prevailing conception of the antinormative behaviors which deindividuation leads to in certain situations is actually based on social norms. However, it has been demonstrated that group behaviors vary greatly depending on the situation. Participants who dressed in Ku Klux Klan robes were more willing to deliver electrical shocks to a research confederate, but participants dressed as nurses actually shocked less regardless of whether they were identifiable or anonymous. They explained these results as a product of contextual cues, namely the costumes. In other words, the model for deindividuation is problematic because
 - A. Deindividuation increases antinormative behavior regardless of external cues.
 - B. Norms work to promote a great deal of social control.
 - C. The presence of a group produces unconformity to group norms and standards.
 - D. Norms are variable and situation specific.

5. During her first semester in college, whenever Angela received a good grade on an exam, she would relate to her mother how hard she had studied, but whenever she received a less than stellar grade, Angela would complain that the professor was bad or that the test was unfair. A social psychologist might see this pattern as an example of
 - A. actor-perceiver bias
 - B. self-serving bias
 - C. fundamental attribution error
 - D. external locus of control

6. There are reasons why some of the components of 'effective teamwork', such as shared mental models, team orientation and mutual trust, could impair delivery of health care. For example, prior studies have found that brainstorming results in fewer ideas rather than more, and hinders rather than helps productivity. There are several possible explanations for this effect, including 'social loafing' and cognitive overload. Similarly, attributes that improve cohesion within groups, such as team orientation and mutual trust, may increase the risk of poorer decisions. What of the following might be a cause of poor decisions related to group cohesion?

- I. illusion of invulnerability
- II. pluralistic ignorance
- III. groupthink
- IV. diffusion of responsibility

- A. III only
- B. I and IV
- C. I, III and IV
- D. I, II, III, and IV

7. Omar is a soap opera actor famous for playing a villain on a long running show. Given that most people who know him consider him a good natured fellow, the astonishing amount of hate mail he receives is most likely a result of

- A. fundamental attribution error
- B. selection error
- C. response bias
- D. mass hysteria

8. In a classic study conducted by Solomon Asch, _____ increased as the size of the group increased, but only up to a size of five or six participants.

- A. obedience
- B. conformity
- C. cooperation
- D. social facilitation

9. Dillon is interested in buying a new gaming console. He tells his father that he will need \$400 to purchase it. After his dad angrily refuses, Dillon asks for \$150 to purchase a lesser console. This is what he had wanted all along, and his father agrees. What is the name of the compliance tactic employed by Dillon in this case?

- A. door-in-the-face
- B. low-ball
- C. foot-in-the-door
- D. norm of reciprocity

10. Research has shown that individuals often smile in response to movie characters or photos showing the same expressions, or they will begin to laugh when seeing others laugh. Which of the following is best exemplified by these findings?

- A. empathy
- B. deindividuation
- C. emotional contagion
- D. impression management

11. Examining cognitive and affective components of intimate partner violence (IPV) related social information processing (SIP), initial evidence suggests that violent and non-violent males may differ in multiple domains of SIP. Abusive males evidence a less robust behavioral repertoire for responding to conflict in the final stage of SIP, as evidenced by greater reliance upon aggressive reactions and the generation of fewer non-violent alternatives in laboratory paradigms when compared to non-violent males. Cognitive biases broadly represent irrational thought patterns about the self (e.g., “I can never do anything right”) and others (“Everyone in this world is against me”) that arise with little conscious effort and reflect more deeply embedded patterns of maladaptive cognitive processing. Similarly, hostile attributions refer to the interpretation of ambiguous stimuli as intentionally threatening or motivated by hostile intent (e.g., “She meant for this to happen just to get back at me.”). Greater cognitive biases and hostile attributions have been detected among IPV relative to non-violent males, suggesting that maladaptive cognitive processing during SIP may exacerbate negative affect into intense anger as described by the cognitive neoassociationistic (CNA) model of Berkowitz (2011) and thus increase the likelihood of IPV perpetration. Given the rapidity of cognitive processing inherent in both the CNA and SIP models, the association between cognitive distortions and aggression may be more easily detected using novel, observational methodologies that aim to assess these constructs in the context of concurrent anger arousal.

The description of cognitive biases in the passage above relies upon which of the following?

- A. Ellis’ irrational beliefs
- B. Berkowitz’ cognitive neoassociationist model
- C. Beck’s cognitive triad
- D. Erikson’s stage theory

12. After he runs over a pothole in his neighborhood, Reginald starts yelling in his car about corruption in the city government. However, the next week, when he’s driving behind another car and sees it strike the pothole, he starts laughing about how absent minded the driver is not to see it. Reginald’s tendency to focus on external factors to explain his own behavior but dispositional factors to explain the behavior of others exemplifies:

- A. fundamental attribution error
- B. self-serving bias
- C. actor-observer discrepancy
- D. positivity bias

13. In one variation of the Asch Paradigm, subjects were asked to write, rather than call out, their particular responses while the confederates in the study verbalized their responses aloud. In this condition, subjects’ answers were correct 99% of the time. Which rival hypothesis to the original study conclusions was this variation of the study trying to rule out?

- A. that group norms affected the subjects’ perceptions of the lines
- B. that subjects in the original study often were “just going along”
- C. that subjects believed they must be wrongly interpreting the stimuli
- D. that conformity increases with the size of the opposing group

14. Rupert is an audiophile. He is enthusiastic about all aspects of high-fidelity sound reproduction. While reading *High End Audio* magazine, he comes across an advertisement for a digital-to-analog converter. The advertisement provides laboratory findings from three independent studies that support the advertisement's claims that the converter provides the absolute highest fidelity conversion process available on the market. Rupert decides that he must have the device, so he goes online to make the purchase. Rupert's decision-making process is an example of

- A. heuristic processing
- B. latitude of acceptance
- C. the peripheral route of persuasion
- D. the central route of persuasion

15. An experiment was conducted which attempted to get people to stop writing graffiti on the walls of campus restrooms. In some restrooms experimenters posted a sign that read "Do not write on these walls under any circumstances!" whereas in other restrooms they placed a sign that simply said "Please don't write on these walls." Two weeks later, the researchers returned to the restrooms to see if the signs had made a difference. They found that there was much less graffiti in the second restroom than in the first one. These results exemplify which of the following?

- A. reactance
- B. cognitive dissonance
- C. social proof
- D. coercive persuasion

16. In an experiment 225 female students rated a series of common, domestic appliances, and then were allowed to choose one of two appliances as gifts to take home. A second round of ratings indicated that the participants increased their ratings of the domestic appliance they chose, and lowered their ratings of the appliances they rejected. This can best be explained in terms of

- A. self-fulfilling prophecy
- B. cognitive dissonance
- C. self-discrepancy theory
- D. affective forecasting

17. Obedience is distinguished from conformity by

- A. the central route of persuasion
- B. the vertical transmission of influence
- C. the presence of negative reinforcement
- D. the degree of compliance

18. Which of the following explanations of the mechanism by which hazing rituals increase group solidarity reflects an approach based on cognitive dissonance?

- A. Group identity among initiates increases as feelings of being rewarded increase.
- B. Hazing rituals increase physiological responses, which then cause an increase in affiliation among initiates.
- C. Humans are motivated to seek attachment in moments of danger or stress.
- D. Justifying endurance of humiliating tasks leads the new member to increase the subjective value of the group.

19. A 2012 commercial for Carl's Jr. fast food chain starring Kate Upton featured her writhing, sweating and undressing in the backseat of a car while enjoying a Southwest Patty Melt. Carl's Jr. was trying to influence attitudes through
- A. classical conditioning
 - B. reciprocity norms
 - C. social influence
 - D. central route of persuasion
20. Before conducting his famous study, Milgram asked forty psychiatrists to forecast the outcome. Most felt that only a small percentage (0.1 percent) of subjects would go all the way up to 450 volts. However, a remarkable 62% of subjects displayed complete compliance. Which of the following best explains why the psychiatrists Milgram interviewed believed that most people would disobey obviously cruel and outrageous orders?
- A. just-world phenomenon
 - B. fundamental attribution error
 - C. base rate fallacy
 - D. defensive attribution
21. The principal of a high school received multiple parental complaints that one of her veteran teachers had lost his temper in class and used profanity. Thinking over the matter, she came up with several explanations for why this had happened. One possible explanation was that the man was going through a divorce and was under a lot of pressure. This explanation is an example of
- A. dispositional attribution
 - B. defensive attribution
 - C. external attribution
 - D. actor/observer discrepancy
22. The difference between an attitude and a belief is best expressed by which of the following statements?
- A. An attitude represents the cognitive component of a belief.
 - B. An attitude has emotional and behavioral components.
 - C. Attitudes can be patently false.
 - D. Attitudes may be highly resistant to change.
23. Which of the following describe a dynamic characterized by self-fulfilling prophecy?
- I. Rosenthal effect
 - II. stereotype threat
 - III. placebo effect
 - IV. experimenter-expectancy effect
- A. I only
 - B. II and III
 - C. I, II and III
 - D. I, II, III and IV
24. Which of the following forms of bias is more characteristic of the attributional style of people within individualistic societies than people within collectivist societies?
- A. self-effacing bias
 - B. fundamental attribution error
 - C. learned helplessness
 - D. positivity effect

25. Researchers examining sexual assault have consistently found that male participants blamed rapists less than female participants did, and that male participants blamed the rape victims more than female participants did. These findings support the similarity-responsibility hypothesis: male participants, who are personally similar to (male) rapists, blame rapists less than female participants who are dissimilar to rapists. On the other hand, female participants, who are personally similar to (female) rape victims, blame the victims less than male participants. The attributional approach of the male and female subjects of this study is best described as:
- A. defensive
 - B. self-serving
 - C. fundamental attribution error
 - D. victim blaming
26. Survey results demonstrated a decrease in patriotic attitudes among students of a middle school after one year in which the students were required to recite the Pledge of Allegiance every morning in home room. Which of the following best explains the shift in attitudes found by the study?
- A. cognitive dissonance
 - B. public conformity
 - C. reactance
 - D. private conformity
27. Public conformity is to compliance as private conformity is to _____.
- A. deviance
 - B. obedience
 - C. identification
 - D. internalization
28. Milton was visiting his family doctor for a sore throat. During the appointment, as an aside, his doctor recommended that Milton make an appointment in two weeks for a cholesterol screening and a few other simple tests. Given that Milton is 51 years old, the doctor explains the beneficial nature of having these tests at this age. Milton agrees and they make the appointment. The doctor leaves the exam room, returning ten minutes later with Milton's prescriptions. At this time he asks, 'While you are coming in next week, why don't we go ahead and schedule a screening colonoscopy? That's also routine at 50 years old.' Which compliance strategy is Milton's doctor employing?
- A. foot-in-the-door
 - B. low-ball
 - C. bait-and-switch
 - D. door-in-the-face
29. Sunbathers on the beach notice a child splashing wildly in the water. Each person on the beach notices that none of the other sunbathers are yelling or appear concerned. They conclude that the child is just playing around. The tendency of people to look towards others for cues about how to behave when confronted with an emergency even when they themselves have doubts about the situation is an example of:
- A. groupthink
 - B. diffusion of responsibility
 - C. pluralistic ignorance
 - D. conformity

30. Compared to the original paradigm, in trials where one confederate selected a different line from the others in the Asch conformity experiment, the observed effect was that
- A. conformity of the participant moderately increased
 - B. participants conformed with the majority to a much lesser degree
 - C. participants concluded they must be wrongly interpreting the stimuli
 - D. the level of conformity increased dramatically
31. In Leon Festinger's famous experiment, participants were asked to perform a boring task. They were divided into 2 groups and given two different pay scales. At the study's end, some participants were paid \$1 to say that they enjoyed the task and another group of participants was paid \$20 to say the same lie. What did Festinger observe?
- A. The first group (\$1) later reported liking the task better than the second group (\$20).
 - B. The second group (\$20) later reported liking the task better than the first group (\$1).
 - C. The size of the monetary reward had no effect on the degree to which the members of either group reported liking the task.
 - D. While the second group (\$20) reported liking the task more, the members of the first group (\$1) were more willing to participate in further studies.
32. A subsequent study found that participants in the situation of the Asch conformity study experienced greatly increased levels of autonomic arousal. This might lead to concerns regarding the _____ of the experimental design.
- A. validity
 - B. reliability
 - C. bias
 - D. ethics
33. Greece's military junta in the early 1970's instituted a program to train personnel to become torturers. First the trainee stood guard outside the interrogation cells. Next he stood guard inside. Only afterwards was he ready to become actively involved in the interrogation and torture. Which compliance technique is the basis for these procedures?
- A. low-ball
 - B. foot-in-the-door
 - C. diffusion of responsibility
 - D. pluralistic ignorance
34. In the context of crowd psychology, _____ hinges upon a person being unable, due to situation, to have strong awareness of their self as an object of attention. This lack of attention frees the individual from the necessity of normal social behavior.
- A. mass hysteria
 - B. conformity
 - C. the herd mentality
 - D. deindividuation

35. Muzafer Sherif's experimental study of autokinetic movement demonstrated how mental evaluation norms were created by human beings. In an otherwise totally dark room, a small dot of light is shown on a wall, and after a few moments, the dot appears to move. This effect is entirely inside the head, and results from the complete lack of "frame of reference" for the movement. Three participants enter the dark room, and watch the light. It appears to move, and the participants are asked to estimate how far the dot of light moves. These estimates are made out loud, and with repeated trials, each group of three converges on an estimate. Some groups converged on a high estimate, some low, and some in-between. The critical finding is that groups found their own level, their own "social norm" of perception. This occurred naturally, without discussion or prompting. When invited back individually a week later and tested alone in the dark room, participants replicated their original groups' estimates.

How do results in Sherif's autokinetic experiment differ from the results in the Asch paradigm?

- A.** In the Sherif study, the test was perceptually ambiguous.
- B.** The results in the Sherif study demonstrate internalization, not merely compliance.
- C.** In the Asch study, the perceptual task was clear.
- D.** Results in the Sherif study demonstrate how individuals yield to a majority opinion.

36. When we conform because we believe that others' interpretation of an ambiguous situation is more accurate than ours and will help us choose an appropriate course of action, this is called:

- A.** normative social influence
- B.** informational social influence
- C.** peer pressure
- D.** argumentum ad populum

37. A person who has been unemployed for a long time may have a hard time finding a new job - even if they are highly skilled and qualified. Potential employers search more intensively for flaws or other negative characteristics that are "congruent" with or explain the person's failure and discount the applicant's virtues. Which of the following best describes such a process of opinion formation?

- A.** social proof
- B.** normative social influence
- C.** halo effect
- D.** observational learning

38. As opposed to a person from a collectivist society, a person from an individualist society who violates an ethical principle is more likely to experience a feeling of:

- A.** shame
- B.** guilt
- C.** stigma
- D.** dishonor

39. According to cognitive dissonance theory, there is a tendency for individuals to seek consistency among their cognitions. When there is an inconsistency between attitudes or behaviors, something must change to eliminate the dissonance. Self-perception theory posits that people determine their attitudes and preferences by interpreting the meaning of their own behavior. The main difference between self-perception theory and cognitive dissonance theory is:
- A. the part played by arousal
 - B. the direction of attitudinal change after engaging in a counterattitudinal behavior
 - C. the role of the observer versus the role of the participant
 - D. sociocultural
40. A management consulting firm hired by a corporation advocates that they revise certain human resources practices at the team level. However, team leaders in the company oppose the change. The management consulting firm enlists the team leaders in the project of advocating the change to other members of the company with incrementally escalating requests. In order to bring about an attitude change in the team leaders, the consulting firm should accompany these requests with
- A. small rewards
 - B. punitive sanctions if they don't comply
 - C. substantial bonuses for results
 - D. data based rationale
41. Cora hadn't really ever thought about the deterioration of the ecosystem of the Mississippi Delta due to agricultural runoff. It just hadn't come up in her life. For her ecology class, however, she was required to attend a presentation by a speaker about the need to increase financial support to efforts aimed at saving the Mississippi Delta. According to the elaboration likelihood model, what would be the strategy for the speaker in their presentation that would be most likely persuade Cora to write a letter to her congressional representative to increase government efforts to save the Mississippi Delta?
- A. A detailed cost-benefit analysis showing how only a small investment could reverse negative ecological trends in the Mississippi Delta.
 - B. A scientific study showing how deterioration of the Mississippi Delta would impact local economies in future decades.
 - C. An expensively produced video hosted by a famous actress describing the impact of deterioration of the Mississippi Delta on charismatic oceanic megafauna.
 - D. A presentation showing the economic winners and losers if current practices continue allowing large quantities of agricultural runoff to enter the Mississippi Delta.

42. Joseph owns a house in a nice neighborhood. It has been a struggle pay the mortgage over the years. For this reason, Joseph is opposed to an increase in the millage rate for school funding proposed by his county commissioner which would cause Joseph's property taxes to increase. After hearing Joseph's point of view at a community meeting, the functional view of attitudes suggests which of the following counter-arguments by Joseph's commissioner would be most persuasive?

- A.** Children in the community rely on the schools to help them get a good start in the world.
- B.** Ensuring a good educational system is the best long-term program to reduce crime in the community.
- C.** Their county was listed several years ago by a national magazine as one of the best at providing quality of life in the country with the school system a main asset.
- D.** Data show that the single biggest factor in increasing property values is the quality of the neighborhood schools.

43. Oliver and Martin are equally attractive physically. However, Oliver is a low self-monitor, but Martin is a high self-monitor. Oliver is more likely than Martin to:

- A.** maintain consistent behavior through different situations
- B.** have multiple romantic relationships in a given year
- C.** require social information to guide his self-presentations
- D.** more likely to recall personal details about the people he meets

44. Tom was described to participants of a study on social perception as having an ultra-conservative philosophy based on traditional values. Participants were then asked to choose which was more likely, whether Tom was an "engineer" or whether he was an "engineer and a gun owner." Which of the following is the best explanation for the fact that study participants chose the latter option more often than the first option?

- A.** availability heuristic
- B.** bias blind spot
- C.** illusory correlation
- D.** representativeness heuristic

45. Marcus, Tonya and their group of friends have been making their way through Sergio Leone Westerns in their weekly movie nights which they hold at different apartments. Tonya had not seemed to enjoy 'The Good, the Bad, and the Ugly' the first week. Nor had she enjoyed 'Hang 'em High' the second week, but Marcus noticed that during their latest movie night Tonya really had seemed to enjoy 'Fistful of Dollars.' This was good because everyone had been enjoying the movie selections. Tonya even liked the drama they watched afterwards. According the co-variation model which would be the most likely explanation for Tonya's reaction to 'Fistful of Dollars'?

- A.** The plot of 'Fistful of Dollars' was simply more exciting for Tonya.
- B.** When Tonya gives herself a chance she can enjoy things she might not expect to enjoy.
- C.** Tonya's taste in movies is unsettled.
- D.** The particular circumstances that evening had put Tonya in a good mood.

46. Archival studies suggest that the urban riots that erupted in many American cities in the 1960s were most likely to occur on hot days and then to diminish in intensity as the weather cooled. This observation is most consistent with which of the following theories of aggression?
- A. cognitive neo-association theory
 - B. frustration-aggression hypothesis
 - C. catharsis hypothesis
 - D. challenge hypothesis
47. Ralph and his four housemates are in the living room of their apartment when they hear a loud crash and a howl of pain outside the door. What is most likely to be Ralph's response?
- A. immediately calling 911
 - B. looking to his housemates to follow their cue
 - C. running to the window to see if anyone is hurt
 - D. offering assurance that most likely nothing serious has happened
48. Which of the following is most likely to lead to a person experiencing feelings of sympathy and compassion while witnessing another person undergoing a painful medical procedure?
- A. imagining the pain the person is experiencing from that person's perspective
 - B. imagining themselves to be in similar pain
 - C. if there is strong activation of amygdala, insula and anterior cingulate cortex
 - D. if the observer is experiencing feelings of discomfort and anxiety
49. The embarrassing predicament of college student attending a social gathering who encounters his professor as a fellow guest is best described as:
- A. role conflict
 - B. position conflict
 - C. role confusion
 - D. identity crisis
50. In one experiment, children were left in a room with a variety of toys, including a greatly desirable steam shovel. Upon leaving the room, the experimenter told one-half of the group of children that there would be severe punishment if they played with the steam-shovel; and told the second half of the group that there would be a mild punishment for playing with the steam shovel. All of the children refrained from playing with the the steam shovel. Later, when the children were told that they could freely play with any toy they wanted, the children in the mild-punishment group were less likely to play with the steam shovel. Which of the following concepts provides the best framework for understanding the results of this experiment?
- A. cognitive dissonance
 - B. operant conditioning
 - C. classical conditioning
 - D. observational learning