

Question 1

George works in a modelling agency and often must decide whether people are attractive or not. According to _____, George is more likely to categorize other individuals in terms of their _____.

- a. specificity; status
- b. chronic accessibility; beauty
- c. cognitive dissonance; intelligence
- d. attitudes; behaviour

Answer: <https://biology-forums.com/index.php?topic=698759>

Question 2

Christy's assumption that she knew all along that the United States was going to be attacked by terrorists on September 11th is an example of hindsight bias.

- a. True
- b. False

Answer: <https://biology-forums.com/index.php?topic=698345>

Question 3

Increasing self-awareness is one way to motivate people to change their behaviour to match their personal standards.

- a. True
- b. False

Answer: <https://biology-forums.com/index.php?topic=698590>

Question 4

Group membership is always intentional.

- a. True
- b. False

Answer: <https://biology-forums.com/index.php?topic=699001>

Question 5

According to your textbook, what took place during the 1970s and 1980s that had a strong impact on the discipline of psychology, including social psychology?

- a. A cognitive revolution
- b. A behaviourist revolution
- c. A personality revolution
- d. Both a behaviourist and personality revolution

Answer: <https://biology-forums.com/index.php?topic=698333>

Question 6

One reason random assignment is considered important in experimental research is because:

- a. it allows researchers to determine which two variables are correlated to one another.
- b. it allows a more representative sample of participants to be chosen for the study.
- c. it allows researchers the ability to infer cause and effect.
- d. it both allows a more representative sample of participants to be chosen for the study and it allows researchers the ability to infer cause and effect.

Answer: <https://biology-forums.com/index.php?topic=698398>

Question 7

What do conformity, obedience, and persuasion all have in common?

- a. They all occur when people are processing through the central route.
- b. They are all forms of social influence.
- c. They all lead to central route processing.
- d. They all lead to increases in stereotyping.

Answer: <https://biology-forums.com/index.php?topic=698874>

Question 8

Attractiveness of the source becomes less important when:

- a. the consumer values the credibility of the source.
- b. the consumer does not have motivation.
- c. when the source is the same gender as the consumer.

d. when the source is younger than the consumer.

Answer: <https://biology-forums.com/index.php?topic=698792>

Question 9

Social psychology is generally considered a Western-dominated discipline.

- a. True
- b. False

Answer: <https://biology-forums.com/index.php?topic=698354>

Question 10

Consistent measurement refers to _____.

- a. validity
- b. reliability
- c. replication
- d. sampling

Answer: <https://biology-forums.com/index.php?topic=698373>

Question 11

Empathy involves both a _____ and a _____ component.

- a. costly; rewarding
- b. cognitive; emotional
- c. intrinsic; extrinsic
- d. negative; positive

Answer: <https://biology-forums.com/index.php?topic=699253>

Question 12

Based on Milgram's work showing the effect of proximity on obedience, it would be harder for John to obey an order to kill another individual under which of the following conditions?

- a. When the authority figure is far away from John
- b. When John is shooting at the individual from a great distance
- c. When John has to use his bare hands to kill the individual
- d. When the authority figure is wearing a military uniform

Answer: <https://biology-forums.com/index.php?topic=698922>

Question 13

A parent offers her child a toy every time he cleans his room. In this example, offering a toy represents which of the following?

- a. Negative reinforcement
- b. Positive reinforcement
- c. Positive punishment
- d. Negative punishment

Answer: <https://biology-forums.com/index.php?topic=698735>

Question 14

Changing the likeability, attractiveness, and credibility of the source are all methods that involve:

- a. the peripheral route to persuasion.
- b. the central route to persuasion.
- c. the sleeper effect.
- d. deception.

Answer: <https://biology-forums.com/index.php?topic=698796>

Question 15

When Madndel and Dhami (2005) asked prisoners to focus on counterfactuals to being caught for their current offense, the prisoners reported:

- a. lower future probability of committing different types of crime.
- b. higher future probability of committing different types of crime.
- c. higher feelings of shame over being caught, but not more blame or guilt.
- d. higher feelings of blame and guilt over being caught, but not more shame.

Answer: <https://biology-forums.com/index.php?topic=698486>

Question 16

An attempt to provoke fear in the audience in order to persuade them not to do something is known as a _____.

- a. political persuasion
- b. reactionary message
- c. fear-based appeal
- d. valence-based appeal

Answer: <https://biology-forums.com/index.php?topic=698801>

Question 17

You have recently heard of two cases on the news of a person being struck by lightning. Although the odds of getting struck by lightning are low, you easily recall these examples and falsely estimate that your risk is high. This best illustrates the use of the _____ heuristic.

- a. anchoring and adjustment
- b. representativeness
- c. availability
- d. framing

Answer: <https://biology-forums.com/index.php?topic=698450>

Question 18

Research suggests that learning about the bystander effect will have what effect on people's willingness to help?

- a. People's helping behaviour is not impacted by learning about the bystander effect.
- b. People show decreased helping in group situations.
- c. People show psychological reactance and, therefore, decreased helping in group situations.
- d. People show increased helping in group situations.

Answer: <https://biology-forums.com/index.php?topic=699268>

Question 19

Your friend Jane is trying to decide if she wants to go on a camping trip for the weekend. You know that Jane thinks camping is fun but you also remember that the last two times Jane went camping she got sick. Based on your knowledge of how the availability heuristic impacts judgments and decisions, what could you say to Jane that would be most likely to convince her to stay home?

- a. "Camping is fun but there are so many other fun things to do this weekend."
- b. "Camping is not fun."
- c. "Do you remember that the last two times you went camping you ended up getting sick?"
- d. "You should make a list of pros and cons before you decide."

Answer: <https://biology-forums.com/index.php?topic=698453>

Question 20

Robert has been found guilty by a jury of his peers. Based on research presented in your textbook, a juror leaning towards a lighter sentence would recommend _____ years in prison after deliberating with like-minded jurors.

- a. more
- b. less
- c. the same
- d. slightly more

Answer: <https://biology-forums.com/index.php?topic=698976>