

Student: \_\_\_\_\_

1. Match the following key terms to the correct description.

1. Self-fulfilling prophesy      The scientific discipline that attempts to understand and explain how the thoughts, feelings, and behaviors of individuals are influenced by the actual, imagined, or implied presence of others

2. Affect      The scientific discipline that studies the effects of group and cultural variables on social behavior

3. Self-concept      The scientific discipline that studies intrapersonal and immediate social influences on individuals' behavior

4. Personality psychology      A false definition of a situation evoking a new behavior which makes the originally false conception come true.

5. Psychological social psychology      The idea that human behavior is the result of a combination of person and situation effects

6. Social psychology      A social being with the ability to engage in symbolic communication and self-awareness.

7. Self-serving bias      The tendency to take credit for positive outcomes but deny responsibility for negative outcomes in our lives.

8. Interactionism      The scientific discipline that studies individual, intrapersonal differences as influences of behavior

9. The self      The way we think about ourselves

10. Sociological social psychology      Another word for emotions

2. Match the following key terms to the correct description.

- |                       |  |    |
|-----------------------|--|----|
| 1. Collectivism       | Processes involved in interpreting, thinking about, remembering, and using information about the social world                                    | __ |
| 2. Communion          | The total lifestyle of a people (e.g., symbols, preferences).  | __ |
| 3. Social cognition   | A philosophy of life that stresses the idea of the self as autonomous and separate from others   | __ |
| 4. "Cold" perspective | A philosophy of life that stresses the idea of the self as related to others and as a part of groups   | __ |
| 5. "Warm Look"        | A need that is greater in people with an individualistic orientation   | __ |
| 6. "Hot" perspective  | A need that is greater in people with a collectivistic orientation   | __ |
| 7. Culture            | The idea that needs, desires, and emotions are primary determinants of behavior  | __ |
| 8. Autonomy           | The idea that rational thoughts are primary determinants of behavior   | __ |
| 9. Individualism      | The idea that humans can utilize different cognitive strategies (intentional or unintentional) based upon their current goals, motives, or needs | __ |

3. Match the following key terms to the correct description.

- |                            |  |    |
|----------------------------|--|----|
| 1. Naive psychology        | People's unquestioning beliefs about their social world, which are based on their everyday experiences | __ |
| 2. Natural selection       | Involves conscious, deliberate judgments   | __ |
| 3. Evolutionary psychology | Involves automatic judgments or decisions made without conscious awareness                             | __ |
| 4. Implicit cognition      | The study of factors that affect behavior through processes common to all living organisms             | __ |
| 5. Explicit cognition      | The process of passing along adaptive characteristics through reproduction                             | __ |
| 6. Cerebral cortex         | The study of the relationship between neural processes of the brain and social processes               | __ |
| 7. Social neuroscience     | The outer layer of the brain that coordinates and integrates all brain areas.                          | __ |

4. \_\_\_\_\_ is the scientific discipline that studies the effects of the imagined, implied, or actual presence of others on people's emotions, thoughts, or behaviors.

5. Social psychology is a relatively young field, given that it is only a little over \_\_\_\_\_ years old.

6. \_\_\_\_\_ describes laypeople's beliefs about their social world that are based on personal experiences and unquestioning acceptance of anecdotal evidence.

7. When the inaccurate beliefs of others towards an individual impact that person such that the originally inaccurate beliefs become true is referred to as a \_\_\_\_\_.  
\_\_\_\_\_
8. One of the main differences between naive psychologists and social psychologists is the latter's use of the \_\_\_\_\_ to test their ideas about the social world.  
\_\_\_\_\_
9. The field of social psychology has developed largely from events and occurrences within \_\_\_\_\_ over the past century.  
\_\_\_\_\_
10. The \_\_\_\_\_ describes the idea that we develop in a social context and have the ability to regulate our behavior and engage in planned actions.  
\_\_\_\_\_
11. People's descriptive beliefs about their identity and personal characteristics constitute their \_\_\_\_\_.  
\_\_\_\_\_
12. We engage in the \_\_\_\_\_ when we take credit for positive outcomes and do not take responsibility for negative ones.  
\_\_\_\_\_
13. \_\_\_\_\_ is an important perspective in social psychology that emphasizes the combined effects of both the person and the situation on human behavior.  
\_\_\_\_\_
14. The interactionist perspective stresses that behavior is caused by an individual's environment and by his or her \_\_\_\_\_.  
\_\_\_\_\_
15. The perspective that people are motivated to act as the result of personal needs, desires, and emotions is the \_\_\_\_\_ approach to studying social psychology.  
\_\_\_\_\_
16. The perspective that people are motivated to act as the result of thoughts, beliefs, and rationality is the \_\_\_\_\_ approach to studying social psychology.  
\_\_\_\_\_
17. The \_\_\_\_\_ in social psychology represented a more balanced view of human nature, suggesting that humans can be motivated by personal needs, desires, and emotions, as well as thoughts and reason.  
\_\_\_\_\_
18. \_\_\_\_\_ describes the total lifestyle of a group of people, including their ideas, symbols, preferences, and material objects they share.  
\_\_\_\_\_
19. Subscribing to the idea that the group is more important than any one person's needs is likely to be more common among people from \_\_\_\_\_ societies.  
\_\_\_\_\_
20. The notion that people are connected only through loose ties and that oneself and immediate relations are most important in life describes \_\_\_\_\_ societies.  
\_\_\_\_\_
21. Individualistic societies are more likely to be found in \_\_\_\_\_ areas.  
\_\_\_\_\_
22. Collectivistic behavior is more likely seen in areas where social relationships are \_\_\_\_\_.  
\_\_\_\_\_

23. For the majority of human history, the \_\_\_\_\_ has been the basic unit of society.  
\_\_\_\_\_
24. The study of how universal patterns of behavior were developed throughout human history is called \_\_\_\_\_ psychology.  
\_\_\_\_\_
25. A basic tenet of \_\_\_\_\_ is that features or characteristics that allowed people to produce more offspring were favored over the course of history.  
\_\_\_\_\_
26. The subfield of \_\_\_\_\_ emphasizes basic problems of survival, scarce resources, and reproduction across the course of human history.  
\_\_\_\_\_
27. The new subfield of \_\_\_\_\_ connects biological processes to personal and situational influences of behavior.  
\_\_\_\_\_
28. Your ability to plan what courses you should take in your college career is controlled by the \_\_\_\_\_.  
\_\_\_\_\_
29. Which statement BEST reflects the core definition of modern social psychology?  
A. the study of our need to be with other people  
B. the science of human behavior  
C. the scientific study of the way behavior is influenced by others  
D. the scientific study of our need for consistency in our beliefs
30. Which statement BEST explains the focus of the field of social psychology?  
A. the study of the psychological and cognitive process of the individual  
B. the study of the impact of genetics on social behavior  
C. the study of the person within his or her environment  
D. All of these.
31. Gordon Allport's definition of social psychology emphasizes which of the following as influences of people's behavior?  
A. the presence of others  
B. the implied presence of others  
C. the imagined presence of others  
D. All of these.
32. Researchers have found that drivers are more likely to use their seatbelts if there is a passenger in the car rather than when they are driving alone. For the social psychologist, this is an example of  
A. the way in which the actual presence of others influences our behavior.  
B. people's unconscious self-destructive tendencies.  
C. the effect that imagined others have on our behavior.  
D. interactionism in everyday life.
33. Social psychology has been considered a bridge to understanding other fields, such as  
A. biology.  
B. anthropology.  
C. political science.  
D. All of these.
34. Naive psychology involves  
A. studying the world systematically.  
B. the use of the scientific method.  
C. using daily experiences to form personal theories about social life.  
D. understanding basic principles of science.

35. Hearing that people's beliefs about their social worlds often result from casual observations without rigorous proof or consideration of possible alternates, you recall that people act as \_\_\_\_\_ in their everyday lives.
- A. sociological social psychologists
  - B. psychological social psychologists
  - C. naive psychologists
  - D. social neuroscientists
36. Social psychologists use the scientific method to
- A. study the world systematically.
  - B. avoid errors in thinking.
  - C. investigate commonsense assumptions about human behavior.
  - D. All of these.
37. If you are upset and believe that you will feel less angry after going to your kickboxing class, your behaviors are being guided more by \_\_\_\_\_ than by \_\_\_\_\_.
- A. common sense; the use of scientific methods
  - B. the use of scientific methods; common sense
  - C. common sense; social psychological findings
  - D. social psychological findings; common sense
38. The study of social behavior is represented most prominently by the field of
- A. sociological social psychology.
  - B. psychological social psychology.
  - C. economics.
  - D. biology.
39. The merging of sociological and psychological social psychology
- A. happened about 100 years ago.
  - B. has gained popularity in the last 20 years.
  - C. will likely happen in the near future.
  - D. will not likely happen in the near future.
40. Concepts such as social roles, cultural norms, and socioeconomic status are primarily the focus of
- A. sociological social psychology.
  - B. social neuroscience.
  - C. social cognition.
  - D. psychological social psychology.
41. Psychological social psychology tends to focus on
- A. the psychological dynamics of small groups.
  - B. the individual's response to social stimuli.
  - C. subcultures within society.
  - D. the interaction of groups.
42. Psychological social psychology's recent focus on \_\_\_\_\_ reflects, in part, interests typically focused on by sociological social psychology.
- A. culture
  - B. self-concept
  - C. social neuroscience
  - D. natural selection
43. How old is the field of social psychology?
- A. about 200 years old
  - B. about 100 years old
  - C. about 50 years old
  - D. about 20 years old

44. What year was the first social psychology experiment published?
- A. 1807
  - B. 1857
  - C. 1897
  - D. 1917
45. Who conducted the first social psychology experiment?
- A. Norman Triplett
  - B. Kurt Lewin
  - C. Gordon Allport
  - D. Floyd Allport
46. The social psychology textbook written by Floyd Allport did what for the field?
- A. increased its visibility as a discipline
  - B. gave it a more formal identity
  - C. refocused it as a scientific approach to studying behavior
  - D. both b and c
47. Mr. Benton believed that John would be a poor student, like his older brother had been, so he did not put a lot of effort into answering John's questions or providing feedback on his work. As a result, John did do poorly in the class. This process is an example of which of the following?
- A. naïve psychology
  - B. self-concept
  - C. self-fulfilling prophesy
  - D. self-serving bias
48. According to research on self-fulfilling prophesy, which of the following is NOT true of how teachers tend to treat positively labeled versus negatively labeled students?
- A. Negatively labeled students are provided with more difficult challenges than positively labeled students.
  - B. Positively labeled students receive more positive feedback on their work.
  - C. Teachers provide a warmer socioemotional climate for more positively labeled students.
  - D. All of these.
49. What was the topic of the first social psychology experiment?
- A. social neuroscience
  - B. social facilitation
  - C. social cognition
  - D. self-concept
50. What does the organization SPSSI study?
- A. real-world problems
  - B. political issues
  - C. societal factors
  - D. All of these.
51. Kurt Lewin's approach to the utility of social psychology was to emphasize it as providing
- A. theoretical advances.
  - B. applied knowledge.
  - C. basic understanding of behavior.
  - D. All of these.
52. Which of the following is NOT a contribution attributed to Kurt Lewin?
- A. using interaction between person and situation to explain social behavior
  - B. developing the theory of cognitive dissonance
  - C. founding SPSSI
  - D. conceiving of social psychology as being both basic and applied science

53. One positive and productive result of a period of crisis and reassessment in social psychology has been
- A. the increase in attention paid to the influences of race, gender, and culture on social behavior.
  - B. the gradual transformation of social psychology into a pure laboratory-based science.
  - C. the complete blending of sociological and psychological social psychology.
  - D. the increased emphasis on the philosophical bases of social psychology.
54. The history of social psychology has its roots in what country?
- A. Spain
  - B. Germany
  - C. Italy
  - D. United States
55. If you were to describe the field of social psychology to a non-psychologist, which of the following terms would you NOT use?
- A. scientific
  - B. individuals
  - C. declining
  - D. behavioral
56. The field of social psychology went through a period of \_\_\_\_\_ in the 1950s and 1960s.
- A. growth
  - B. stagnation
  - C. decline
  - D. ups and downs
57. Social psychologists in the 1960s would likely NOT be studying which of the following topics?
- A. love
  - B. aggression
  - C. obedience
  - D. gender differences
58. The \_\_\_\_\_ of the 1970s in social psychology adopted an information-processing approach to explain social psychological processes.
- A. rapid expansion
  - B. cognitive revolution
  - C. biological revolution
  - D. None of these.
59. As a budding social psychologist, your knowledge could be applied to the fields of
- A. education.
  - B. politics.
  - C. sports.
  - D. All of these.
60. Edward Jones is credited with being involved in which aspect of social psychology?
- A. founding SPSSI
  - B. emphasizing interactionism
  - C. emphasizing cognitive consistency
  - D. None of these.
61. As a field, social psychology is at what life stage?
- A. infancy
  - B. adolescence
  - C. young adulthood
  - D. middle age

62. Why does the concept of the "self" receive so much attention in social psychology?
- A. Up until the last decade, social psychology has traditionally emphasized situational determinants of behavior.
  - B. A majority of human cultures are individualistic and are therefore concerned with the idea of self.
  - C. Self-concept and self-centeredness are important aspects of cognitive dissonance theory.
  - D. Our attention to our "selves" often leads to changes in our social behavior.
63. The definition of the self encompasses all of the following EXCEPT
- A. ideology.
  - B. the use of symbols.
  - C. self-awareness.
  - D. anticipating the actions of others.
64. An individual's knowledge about the kind of person he or she is comprises ones
- A. public aspect of the self.
  - B. self-esteem.
  - C. self-concept.
  - D. ideology.
65. Which of the following BEST explains the self-serving bias?
- A. self-enhancement
  - B. interactionism
  - C. explicit cognition
  - D. implicit cognition
66. If a situation allows you the opportunity to cheat on an essay assignment but you recall your personal values and belief against cheating and consequently choose not to cheat, your behavior has been influenced by
- A. public aspects of the self.
  - B. self-esteem.
  - C. self-concept.
  - D. private aspects of the self.
67. The study of the self is very much in line with \_\_\_\_\_'s ideas about \_\_\_\_\_.
- A. Kurt Lewin; cognitive consistency
  - B. Kurt Lewin; interactionism
  - C. Edward Jones; attitudes
  - D. Floyd Allport; social psychology as a science
68. Which of the following questions is at the core of the concept of interactionism?
- A. How much of human behavior is determined by innate rather than learned factors?
  - B. Can reflection on the self actually lead to changes in behavior?
  - C. How much do personality factors versus situational factors contribute to social behavior?
  - D. Is human decision making based primarily on rational, information-based processes or on irrational needs and desires?
69. Your friend believes that most human behavior can be predicted by knowing a person's emotional state. Your friend is advocating which approach or emphasis?
- A. public versus private aspects of the self
  - B. "cold" perspective
  - C. "hot" perspective
  - D. evolutionary approach
70. Your friend, an economics major, thinks that humans are rational beings who make decisions based on calculated computations. Your friend is advocating which approach or emphasis?
- A. public versus private aspects of the self
  - B. "cold" perspective
  - C. "hot" perspective
  - D. evolutionary approach

71. Which of the following does NOT reflect an aspect of the "hot" perspective in social psychology?
- A. Emotions lead to behavior.
  - B. Motivation is the root of action.
  - C. Desire initiates responses.
  - D. Humans are rational thinkers.
72. Which of the following does NOT reflect an aspect of the "cold" perspective in social psychology?
- A. thoughts lead to action
  - B. needs and wants determine decisions
  - C. choices should be analyzed rationally
  - D. desires do not determine actions
73. A psychologist who believed that people could make decisions based upon either careful reasoning or emotional reactions would be from which perspective?
- A. "Warm Look"
  - B. "cold"
  - C. "hot"
  - D. psychodynamic
74. When Maria is dealing with decisions at work, she rationally considers all her options before coming to a conclusion. However, with her family, she tends to make judgments based upon her emotional or instinctual reactions. A psychologist could explain Maria's behavior from which of the following perspectives?
- A. "hot"
  - B. "cold"
  - C. "Warm Look"
  - D. sociological
75. Michael and Ann love going to museums to look at paintings. Michael evaluates a painting based upon whether the artist used bright or dull colors. Ann carefully examines its composition and style to determine its artistic value. In making their decisions, Michael relies on \_\_\_\_\_ while Ann utilizes \_\_\_\_\_ cognitions.
- A. explicit; implicit
  - B. explicit; explicit
  - C. implicit; explicit
  - D. implicit; implicit
76. When we refer to the notion of *culture*, what does this include?
- A. social attitudes
  - B. rituals
  - C. emblems or symbols
  - D. All of these.
77. Where are we more likely to find collectivistic tendencies?
- A. in large, urban settings
  - B. in capitalistic societies
  - C. in cultures that emphasize autonomy
  - D. in rural settings
78. What is the relationship between individualism, collectivism, and economics?
- A. As a society experiences economic growth, the need to depend upon one's group decreases, leading to individualistic tendencies.
  - B. As a society experiences economic growth, the wealth of one's group increases over that of the individual, leading to collectivistic tendencies.
  - C. As a society experiences economic decline, the need to separate from one's group and survive alone increases, leading to individualistic tendencies.
  - D. As a society experiences economic decline, the need to assist one's group increases, leading to individualistic tendencies.

79. Individualism and collectivism reflect
- individual beliefs about how people relate to groups.
  - cultural beliefs about how people relate to groups.
  - individual beliefs about the relative influence of the person or the situation.
  - All of these.
80. Your little sister gets very upset when your parents tell her whom she cannot be friends with. Which of the following may explain her anger over your parents' wishes?
- growing up in a collectivistic society
  - growing up in an individualistic society
  - cognitive dissonance
  - evolutionary factors
81. Maddy grew up in a culture where she was encouraged to be competitive in her academic and professional pursuits. She also learned to be independent and live on her own. What BEST describes Maddy's cultural background?
- socioemotional
  - individualistic
  - collectivistic
  - sociological psychological perspective
82. Who would be more likely to hesitate to order the same meal as the person sitting next to them?
- someone from the United States
  - someone from Japan
  - someone with multiple cultural identities
  - someone who desires cognitive consistency
83. In the United States, making a circle with the thumb and index finger and holding the other fingers upright is a positive sign meaning "all is well." In another country, this is a very obscene gesture. Thus, the meaning of this gesture is
- useful in collectivist societies.
  - a human universal.
  - very culture specific.
  - a cultural ideology.
84. Which of the following is NOT an aspect of individualism?
- valuing autonomy and self-sufficiency
  - placing personal needs over group needs
  - preferring loosely knit relationships
  - valuing loyalty and harmony
85. Which of the following is/are NOT characteristic aspects of collectivism?
- autonomy and self-sufficiency
  - harmony and loyalty
  - subordination of personal achievements
  - emphasis on fitting in with the social group
86. Being different from others is viewed as \_\_\_\_\_ in the United States but \_\_\_\_\_ in Japan.
- difficult; easy
  - desirable; undesirable
  - undesirable; desirable
  - unattractive; attractive
87. What conditions are related to a stronger need for communion?
- living in an individualistic culture
  - living in a collectivistic culture
  - experiencing cognitive dissonance
  - having the ability to use symbols

88. Of the following choices, who has a greater need for autonomy?
- people in an individualistic culture
  - people in a collectivistic culture
  - people who are experiencing cognitive dissonance
  - sociological social psychologists
89. Evolutionary psychology is useful
- in describing culture-specific behaviors.
  - in describing differences between individualistic and collectivistic cultures.
  - in explaining cognitive dissonance.
  - in examining universal social behaviors.
90. Which of the following items is out of place?
- settings, ideas, and preferences common to a specific group
  - evolutionarily generated hypotheses
  - the lifestyle of a people
  - culture-specific questions
91. Which of the following words or phrases does NOT go along with evolutionary psychology?
- individualistic
  - natural selection
  - competition
  - reproduction
92. Which of the following traits have been traced to evolutionary influences?
- helping
  - aggression
  - romantic love
  - All of these.
93. Which of the following statements is FALSE regarding evolution?
- The species, not the individual, evolves.
  - The individual's role in evolution is in the success or failure of reproducing.
  - The evolution of a species does not necessitate that it transforms into more complex forms.
  - The individual, not the species, evolves.
94. Which of the following factors is related to cautions about the use of evolutionary psychology in contemporary times?
- People have fewer children now than before.
  - People do not have to worry about survival now.
  - The environment has changed dramatically.
  - Natural selection does not truly operate in current times.
95. The field of social neuroscience involves the following factors EXCEPT
- social behavior.
  - neurology.
  - economic influences.
  - physiological factors.
96. The growth in social neuroscience is partly the result of
- better hypotheses about the brain and social behavior.
  - better understanding of evolutionary factors.
  - better measures of physiological changes.
  - All of these.

97. Which of the following words describes the subfield of social neuroscience?
- A. formative
  - B. advanced
  - C. exhausted
  - D. outdated
98. Which of the following is out of place?
- A. neuroscience
  - B. fMRI
  - C. natural selection
  - D. thought processing
99. Dr. Shannon is a social neuroscientist. Which of the following topics would she MOST likely want to study?
- A. the relationship between the size of certain brain structures and gender differences in talking about emotions
  - B. whether changes in one's social status causes changes in his/her brain chemistry
  - C. the relationship between social structure (i.e., individualism, collectivism) and the development of the limbic system in the brain
  - D. All of these.
100. Traits with an evolutionary history
- A. made the person possessing them more intelligent.
  - B. increased the odds that one would reproduce.
  - C. increased the odds of survival.
  - D. All of these.
101. The process of natural selection results in
- A. higher reproduction within a culture.
  - B. higher reproduction for an individual.
  - C. evolution of adaptive traits.
  - D. evolution of environments.
102. The process of natural selection is reflected in which of the following phrases?
- A. survival of the fittest
  - B. people who play together, stay together
  - C. you are what you eat
  - D. both A and C
103. Which of the following words does NOT belong?
- A. reproduction
  - B. culture
  - C. adaptive
  - D. survival
104. The study of the interplay between biology and social psychology is called
- A. sociobiology.
  - B. behavioral economics.
  - C. evolution.
  - D. social neuroscience.
105. A researcher who says she is studying social neuroscience likely said this in what year?
- A. 1957
  - B. 1970
  - C. 1982
  - D. 1999

106. Which of the following terms does NOT belong?
- A. social
  - B. brain
  - C. neuroscience
  - D. culture
107. A social psychologist who is interested in social neuroscience would likely draw from all of the following disciplines EXCEPT
- A. biology.
  - B. sociology.
  - C. education.
  - D. psychology.
108. According to recent research using fMRI, spindle neurons appear to facilitate which of the following?
- A. the production of speech
  - B. self-awareness
  - C. self-regulation
  - D. abstract problem solving
109. Provide an example of how the implied presence of others could affect our behavior, as argued by Gordon Allport.
110. What is the difference between psychological social psychology and sociological social psychology?
111. Describe how topics and interests within the field of social psychology may change as a result of the following events: September 11, 2001, the Iraq war, the 2008 presidential election.
112. What are the three steps in the process of the self-fulfilling prophesy?

113. From the research on the self-fulfilling prophecy, provide at least two examples of how teachers tend to treat positively labeled students differently than negatively labeled students.
114. What is the relationship between negative expectancies and the self-fulfilling prophecy?
115. Provide a real-world example of the self-fulfilling prophecy and explain what makes it an example.
116. What is the relevance of referring to us as *social* beings?
117. Explain why the study of the self is especially relevant for the field of social psychology.
118. Why is self-awareness important?

119. While the self-serving bias indeed "serves" us, it can also create problems for us. How? Give an example.
120. Describe two main differences between individualistic and collectivistic cultures.
121. Knowing what you do about individualistic and collectivistic cultures, outline a way in which the United States (individualistic) works with the Iraqi people (collectivistic) on establishing a more peaceful, organized society.
122. Discuss five ways that societies work to influence people's beliefs about themselves.
123. With regard to population density, describe where individualistic and collectivistic tendencies are more likely to be found.
124. Explain how individualism and collectivism are related to the socioeconomic development of a given culture.

125. Explain the difference between explicit and implicit cognitions. Give an example of each.
126. Describe how dual-process models of cognition explain social thought and behavior.
127. Discuss the way that factors within the person and as a part of the situation influence behavior. Give two examples of each type of influence.
128. Describe the individual's role in evolution.
129. Describe the differences between sociological and psychological social psychology. List a subfield or interest for each of them that reflects their differences.
130. Describe a question that could be answered using social neuroscientific methods.

131. Name a benefit and a caution of using evolutionary psychology to describe modern-day behavior.
132. In terms of evolution, describe the relationship between an organism and its environment. Explain what can occur if the environment changes
133. Name a subtopic that comes from the "hot" approach of social psychology and one that comes from the "cold" approach. Describe how the approaches differ.
134. Explain how neuroscience can help explain social behavior. Provide at least one example.
135. What does a functional magnetic resonance imaging (fMRI) measure?
136. Provide an example of findings concerning the role of the frontal lobes of the cerebral cortex.

137. Describe one historical event that shaped or changed the field of social psychology.

# 1 Key

1. Match the following key terms to the correct description.
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| 2. Affect                          | The scientific discipline that studies the effects of group and cultural variables on social behavior  | <u>10</u> |
| 3. Self-concept                    | The scientific discipline that studies intrapersonal and immediate social influences on individuals' behavior  | <u>5</u>  |
| 4. Personality psychology          | A false definition of a situation evoking a new behavior which makes the originally false conception come true.  | <u>1</u>  |
| 5. Psychological social psychology | The idea that human behavior is the result of a combination of person and situation effects  | <u>8</u>  |
| 6. Social psychology               | A social being with the ability to engage in symbolic communication and self-awareness.  | <u>9</u>  |
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| 8. Interactionism                  | The scientific discipline that studies individual, intrapersonal differences as influences of behavior   | <u>4</u>  |
| 9. The self                        | The way we think about ourselves   | <u>3</u>  |
| 10. Sociological social psychology | Another word for emotions  | <u>2</u>  |

2. Match the following key terms to the correct description.
- |                       |   |
|-----------------------|---|
| 1. Collectivism       | Processes involved in interpreting, thinking about, remembering, and using information about the social world <u>3</u>                                    |
| 2. Communion          | The total lifestyle of a people (e.g., symbols, preferences). <u>7</u>  |
| 3. Social cognition   | A philosophy of life that stresses the idea of the self as autonomous and separate from others <u>9</u>   |
| 4. "Cold" perspective | A philosophy of life that stresses the idea of the self as related to others and as a part of groups <u>1</u>   |
| 5. "Warm Look"        | A need that is greater in people with an individualistic orientation <u>8</u>   |
| 6. "Hot" perspective  | A need that is greater in people with a collectivistic orientation <u>2</u>   |
| 7. Culture            | The idea that needs, desires, and emotions are primary determinants of behavior <u>6</u>  |
| 8. Autonomy           | The idea that rational thoughts are primary determinants of behavior <u>4</u>   |
| 9. Individualism      | The idea that humans can utilize different cognitive strategies (intentional or unintentional) based upon their current goals, motives, or needs <u>5</u> |

*Franzoi - Chapter 01 #2*

3. Match the following key terms to the correct description.
- |                            |   |
|----------------------------|---|
| 1. Naive psychology        | People's unquestioning beliefs about their social world, which are based on their everyday experiences <u>1</u> |
| 2. Natural selection       | Involves conscious, deliberate judgments <u>5</u>   |
| 3. Evolutionary psychology | Involves automatic judgments or decisions made without conscious awareness <u>4</u>                             |
| 4. Implicit cognition      | The study of factors that affect behavior through processes common to all living organisms <u>3</u>             |
| 5. Explicit cognition      | The process of passing along adaptive characteristics through reproduction <u>2</u>                             |
| 6. Cerebral cortex         | The study of the relationship between neural processes of the brain and social processes <u>7</u>               |
| 7. Social neuroscience     | The outer layer of the brain that coordinates and integrates all brain areas. <u>6</u>                          |

*Franzoi - Chapter 01 #3*

4. \_\_\_\_\_ is the scientific discipline that studies the effects of the imagined, implied, or actual presence of others on people's emotions, thoughts, or behaviors.  
**Social psychology**

*Franzoi - Chapter 01 #4*

5. Social psychology is a relatively young field, given that it is only a little over \_\_\_\_\_ years old.  
**100**
6. \_\_\_\_\_ describes laypeople's beliefs about their social world that are based on personal experiences and unquestioning acceptance of anecdotal evidence.  
**Naive psychology**
7. When the inaccurate beliefs of others towards an individual impact that person such that the originally inaccurate beliefs become true is referred to as a \_\_\_\_\_.  
**self-fulfilling prophesy**
8. One of the main differences between naive psychologists and social psychologists is the latter's use of the \_\_\_\_\_ to test their ideas about the social world.  
**scientific method**
9. The field of social psychology has developed largely from events and occurrences within \_\_\_\_\_ over the past century.  
**the United States**
10. The \_\_\_\_\_ describes the idea that we develop in a social context and have the ability to regulate our behavior and engage in planned actions.  
**self**
11. People's descriptive beliefs about their identity and personal characteristics constitute their \_\_\_\_\_.  
**self-concept**
12. We engage in the \_\_\_\_\_ when we take credit for positive outcomes and do not take responsibility for negative ones.  
**self-serving bias**
13. \_\_\_\_\_ is an important perspective in social psychology that emphasizes the combined effects of both the person and the situation on human behavior.  
**Interactionism**
14. The interactionist perspective stresses that behavior is caused by an individual's environment and by his or her \_\_\_\_\_.  
**personality**
15. The perspective that people are motivated to act as the result of personal needs, desires, and emotions is the \_\_\_\_\_ approach to studying social psychology.  
**"hot"**
16. The perspective that people are motivated to act as the result of thoughts, beliefs, and rationality is the \_\_\_\_\_ approach to studying social psychology.  
**"cold"**
17. The \_\_\_\_\_ in social psychology represented a more balanced view of human nature, suggesting that humans can be motivated by personal needs, desires, and emotions, as well as thoughts and reason.  
**"Warm Look"**

*Franzoi - Chapter 01 #5*

*Franzoi - Chapter 01 #6*

*Franzoi - Chapter 01 #7*

*Franzoi - Chapter 01 #8*

*Franzoi - Chapter 01 #9*

*Franzoi - Chapter 01 #10*

*Franzoi - Chapter 01 #11*

*Franzoi - Chapter 01 #12*

*Franzoi - Chapter 01 #13*

*Franzoi - Chapter 01 #14*

*Franzoi - Chapter 01 #15*

*Franzoi - Chapter 01 #16*

*Franzoi - Chapter 01 #17*

18. \_\_\_\_\_ describes the total lifestyle of a group of people, including their ideas, symbols, preferences, and material objects they share.

**Culture**

*Franzoi - Chapter 01 #18*

19. Subscribing to the idea that the group is more important than any one person's needs is likely to be more common among people from \_\_\_\_\_ societies.

**collectivistic**

*Franzoi - Chapter 01 #19*

20. The notion that people are connected only through loose ties and that oneself and immediate relations are most important in life describes \_\_\_\_\_ societies.

**individualistic**

*Franzoi - Chapter 01 #20*

21. Individualistic societies are more likely to be found in \_\_\_\_\_ areas.

**urban**

*Franzoi - Chapter 01 #21*

22. Collectivistic behavior is more likely seen in areas where social relationships are \_\_\_\_\_.

**interdependent**

*Franzoi - Chapter 01 #22*

23. For the majority of human history, the \_\_\_\_\_ has been the basic unit of society.

**group**

*Franzoi - Chapter 01 #23*

24. The study of how universal patterns of behavior were developed throughout human history is called \_\_\_\_\_ psychology.

**evolutionary**

*Franzoi - Chapter 01 #24*

25. A basic tenet of \_\_\_\_\_ is that features or characteristics that allowed people to produce more offspring were favored over the course of history.

**natural selection**

*Franzoi - Chapter 01 #25*

26. The subfield of \_\_\_\_\_ emphasizes basic problems of survival, scarce resources, and reproduction across the course of human history.

**evolutionary psychology**

*Franzoi - Chapter 01 #26*

27. The new subfield of \_\_\_\_\_ connects biological processes to personal and situational influences of behavior.

**social neuroscience**

*Franzoi - Chapter 01 #27*

28. Your ability to plan what courses you should take in your college career is controlled by the \_\_\_\_\_.

**frontal lobes**

*Franzoi - Chapter 01 #28*

29. Which statement BEST reflects the core definition of modern social psychology?

(p. 5)

A. the study of our need to be with other people

B. the science of human behavior

**C.** the scientific study of the way behavior is influenced by others

D. the scientific study of our need for consistency in our beliefs

*Franzoi - Chapter 01 #29*

*Learning Objective: Define social psychology*

*Learning Objective: and understand how social psychology contrasts with commonsense.*

*Learning Objective: offer examples of the various aspects of that definition*

*Level: E*

*Type: F*

30. Which statement BEST explains the focus of the field of social psychology?  
(p. 5)  
A. the study of the psychological and cognitive process of the individual  
B. the study of the impact of genetics on social behavior  
**C.** the study of the person within his or her environment  
D. All of these.

Franzoi - Chapter 01 #30  
Learning Objective: Define social psychology  
Learning Objective: and understand how social psychology contrasts with commonsense.  
Learning Objective: offer examples of the various aspects of that definition  
Level: E  
Type: F

31. Gordon Allport's definition of social psychology emphasizes which of the following as influences of people's behavior?  
(p. 5)  
A. the presence of others  
B. the implied presence of others  
C. the imagined presence of others  
**D.** All of these.

Franzoi - Chapter 01 #31  
Learning Objective: Define social psychology  
Learning Objective: and understand how social psychology contrasts with commonsense.  
Learning Objective: offer examples of the various aspects of that definition  
Level: E  
Type: F

32. Researchers have found that drivers are more likely to use their seatbelts if there is a passenger in the car rather than when they are driving alone. For the social psychologist, this is an example of  
(p. 6)  
**A.** the way in which the actual presence of others influences our behavior.  
B. people's unconscious self-destructive tendencies.  
C. the effect that imagined others have on our behavior.  
D. interactionism in everyday life.

Franzoi - Chapter 01 #32  
Learning Objective: Define social psychology  
Learning Objective: and understand how social psychology contrasts with commonsense.  
Learning Objective: offer examples of the various aspects of that definition  
Level: M  
Type: A

33. Social psychology has been considered a bridge to understanding other fields, such as  
(p. 6)  
A. biology.  
B. anthropology.  
C. political science.  
**D.** All of these.

Franzoi - Chapter 01 #33  
Learning Objective: Define social psychology  
Learning Objective: Distinguish between sociological and psychological social psychology.  
Learning Objective: and understand how social psychology contrasts with commonsense.  
Learning Objective: offer examples of the various aspects of that definition  
Level: E  
Type: F

34. Naive psychology involves  
(p. 7)  
A. studying the world systematically.  
B. the use of the scientific method.  
**C.** using daily experiences to form personal theories about social life.  
D. understanding basic principles of science.

Franzoi - Chapter 01 #34  
Learning Objective: Define social psychology  
Learning Objective: and understand how social psychology contrasts with commonsense.  
Learning Objective: offer examples of the various aspects of that definition  
Level: M  
Type: F

35. (p. 7) Hearing that people's beliefs about their social worlds often result from casual observations without rigorous proof or consideration of possible alternates, you recall that people act as \_\_\_\_\_ in their everyday lives.
- A. sociological social psychologists
  - B. psychological social psychologists
  - C. naive psychologists**
  - D. social neuroscientists

*Franzoi - Chapter 01 #35*  
*Learning Objective: Define social psychology*  
*Learning Objective: and understand how social psychology contrasts with commonsense.*  
*Learning Objective: offer examples of the various aspects of that definition*  
Level: M  
Type: C

36. (p. 7) Social psychologists use the scientific method to
- A. study the world systematically.
  - B. avoid errors in thinking.
  - C. investigate commonsense assumptions about human behavior.
  - D. All of these.**

*Franzoi - Chapter 01 #36*  
*Learning Objective: Define social psychology*  
*Learning Objective: and understand how social psychology contrasts with commonsense.*  
*Learning Objective: offer examples of the various aspects of that definition*  
Level: M  
Type: F

37. (p. 6-7) If you are upset and believe that you will feel less angry after going to your kickboxing class, your behaviors are being guided more by \_\_\_\_\_ than by \_\_\_\_\_.
- A. common sense; the use of scientific methods
  - B. the use of scientific methods; common sense
  - C. common sense; social psychological findings**
  - D. social psychological findings; common sense

*Franzoi - Chapter 01 #37*  
*Learning Objective: Distinguish between sociological and psychological social psychology.*  
Level: M  
Type: A

38. (p. 6) The study of social behavior is represented most prominently by the field of
- A. sociological social psychology.
  - B. psychological social psychology.**
  - C. economics.
  - D. biology.

*Franzoi - Chapter 01 #38*  
*Learning Objective: Distinguish between sociological and psychological social psychology.*  
Level: E  
Type: F

39. (p. 6) The merging of sociological and psychological social psychology
- A. happened about 100 years ago.
  - B. has gained popularity in the last 20 years.
  - C. will likely happen in the near future.
  - D. will not likely happen in the near future.**

*Franzoi - Chapter 01 #39*  
*Learning Objective: Distinguish between sociological and psychological social psychology.*  
Level: M  
Type: C

40. (p. 6) Concepts such as social roles, cultural norms, and socioeconomic status are primarily the focus of
- A. sociological social psychology.**
  - B. social neuroscience.
  - C. social cognition.
  - D. psychological social psychology.

*Franzoi - Chapter 01 #40*  
*Learning Objective: Distinguish between sociological and psychological social psychology.*  
Level: M  
Type: F

41. Psychological social psychology tends to focus on  
(p. 6) A. the psychological dynamics of small groups.  
**B.** the individual's response to social stimuli.  
C. subcultures within society.  
D. the interaction of groups.

*Franzoi - Chapter 01 #41*  
*Learning Objective: Distinguish between sociological and psychological social psychology.*  
Level: M  
Type: F

42. Psychological social psychology's recent focus on \_\_\_\_\_ reflects, in part, interests typically focused  
(p. 15) on by sociological social psychology.  
**A.** culture  
B. self-concept  
C. social neuroscience  
D. natural selection

*Franzoi - Chapter 01 #42*  
*Learning Objective: Distinguish between sociological and psychological social psychology.*  
Level: M  
Type: C

43. How old is the field of social psychology?  
(p. 24-25) A. about 200 years old  
**B.** about 100 years old  
C. about 50 years old  
D. about 20 years old

*Franzoi - Chapter 01 #43*  
*Learning Objective: Briefly summarize some of the significant events and themes in the history of social psychology up to the present.*  
Level: E  
Type: F

44. What year was the first social psychology experiment published?  
(p. 24) A. 1807  
B. 1857  
**C.** 1897  
D. 1917

*Franzoi - Chapter 01 #44*  
*Learning Objective: Briefly summarize some of the significant events and themes in the history of social psychology up to the present.*  
Level: E  
Type: F

45. Who conducted the first social psychology experiment?  
(p. 24) **A.** Norman Triplett  
B. Kurt Lewin  
C. Gordon Allport  
D. Floyd Allport

*Franzoi - Chapter 01 #45*  
*Learning Objective: Briefly summarize some of the significant events and themes in the history of social psychology up to the present.*  
Level: E  
Type: F

46. The social psychology textbook written by Floyd Allport did what for the field?  
(p. 24) A. increased its visibility as a discipline  
B. gave it a more formal identity  
C. refocused it as a scientific approach to studying behavior  
**D.** both b and c

*Franzoi - Chapter 01 #46*  
*Learning Objective: Briefly summarize some of the significant events and themes in the history of social psychology up to the present.*  
Level: M  
Type: F

47. Mr. Benton believed that John would be a poor student, like his older brother had been, so he did not put a lot of effort into answering John's questions or providing feedback on his work. As a result, John did do poorly in the class. This process is an example of which of the following?
- A. naïve psychology
  - B. self-concept
  - C. self-fulfilling prophesy**
  - D. self-serving bias

*Franzoi - Chapter 01 #47*  
*Learning Objective: Understand the relevance of the self-fulfilling prophesy in how it serves to create social reality.*  
*Level: M*  
*Type: A*

48. According to research on self-fulfilling prophesy, which of the following is NOT true of how teachers tend to treat positively labeled versus negatively labeled students?
- A. Negatively labeled students are provided with more difficult challenges than positively labeled students.**
  - B. Positively labeled students receive more positive feedback on their work.
  - C. Teachers provide a warmer socioemotional climate for more positively labeled students.
  - D. All of these.

*Franzoi - Chapter 01 #48*  
*Learning Objective: Understand the relevance of the self-fulfilling prophesy in how it serves to create social reality.*  
*Level: E*  
*Type: C*

49. What was the topic of the first social psychology experiment?
- A. social neuroscience
  - B. social facilitation**
  - C. social cognition
  - D. self-concept

*Franzoi - Chapter 01 #49*  
*Learning Objective: Explain the importance of the concept of "self" in understanding social behavior.*  
*Learning Objective: Understand the relevance of the self-fulfilling prophesy in how it serves to create social reality.*  
*Level: M*  
*Type: C*

50. What does the organization SPSSI study?
- A. real-world problems
  - B. political issues
  - C. societal factors
  - D. All of these.**

*Franzoi - Chapter 01 #50*  
*Learning Objective: Briefly summarize some of the significant events and themes in the history of social psychology up to the present.*  
*Level: E*  
*Type: F*

51. Kurt Lewin's approach to the utility of social psychology was to emphasize it as providing
- A. theoretical advances.
  - B. applied knowledge.
  - C. basic understanding of behavior.
  - D. All of these.**

*Franzoi - Chapter 01 #51*  
*Learning Objective: Briefly summarize some of the significant events and themes in the history of social psychology up to the present.*  
*Level: M*  
*Type: F*

52. Which of the following is NOT a contribution attributed to Kurt Lewin?
- A. using interaction between person and situation to explain social behavior
  - B. developing the theory of cognitive dissonance**
  - C. founding SPSSI
  - D. conceiving of social psychology as being both basic and applied science

*Franzoi - Chapter 01 #52*  
*Learning Objective: Briefly summarize some of the significant events and themes in the history of social psychology up to the present.*  
*Level: M*  
*Type: F*

53. One positive and productive result of a period of crisis and reassessment in social psychology has been  
(p. 25)
- A.** the increase in attention paid to the influences of race, gender, and culture on social behavior.
  - B. the gradual transformation of social psychology into a pure laboratory-based science.
  - C. the complete blending of sociological and psychological social psychology.
  - D. the increased emphasis on the philosophical bases of social psychology.

Franzoi - Chapter 01 #53

Learning Objective: Briefly summarize some of the significant events and themes in the history of social psychology up to the present.

Level: E

Type: C

54. The history of social psychology has its roots in what country?  
(p. 6)
- A. Spain
  - B. Germany
  - C. Italy
  - D.** United States

Franzoi - Chapter 01 #54

Learning Objective: Briefly summarize some of the significant events and themes in the history of social psychology up to the present.

Level: E

Type: F

55. If you were to describe the field of social psychology to a non-psychologist, which of the following terms would you NOT use?  
(p. 5)
- A. scientific
  - B. individuals
  - C.** declining
  - D. behavioral

Franzoi - Chapter 01 #55

Learning Objective: Distinguish between sociological and psychological social psychology.

Level: E

Type: A

56. The field of social psychology went through a period of \_\_\_\_\_ in the 1950s and 1960s.  
(p. 13)
- A.** growth
  - B. stagnation
  - C. decline
  - D. ups and downs

Franzoi - Chapter 01 #56

Learning Objective: Briefly summarize some of the significant events and themes in the history of social psychology up to the present.

Level: E

Type: F

57. Social psychologists in the 1960s would likely NOT be studying which of the following topics?  
(p. 21)
- A. love
  - B. aggression
  - C. obedience
  - D.** gender differences

Franzoi - Chapter 01 #57

Learning Objective: Briefly summarize some of the significant events and themes in the history of social psychology up to the present.

Level: E

Type: F

58. The \_\_\_\_\_ of the 1970s in social psychology adopted an information-processing approach to explain social psychological processes.  
(p. 11-12)
- A. rapid expansion
  - B.** cognitive revolution
  - C. biological revolution
  - D. None of these.

Franzoi - Chapter 01 #58

Learning Objective: Briefly summarize some of the significant events and themes in the history of social psychology up to the present.

Level: M

Type: F

59. As a budding social psychologist, your knowledge could be applied to the fields of  
(p. 6)  
A. education.  
B. politics.  
C. sports.  
**D.** All of these.

*Franzoi - Chapter 01 #59*  
*Learning Objective: Define social psychology*  
*Learning Objective: and understand how social psychology contrasts with commonsense.*  
*Learning Objective: offer examples of the various aspects of that definition*  
Level: E  
Type: F

60. Edward Jones is credited with being involved in which aspect of social psychology?  
(p. 25)  
A. founding SPSSI  
B. emphasizing interactionism  
C. emphasizing cognitive consistency  
**D.** None of these.

*Franzoi - Chapter 01 #60*  
*Learning Objective: Briefly summarize some of the significant events and themes in the history of social psychology up to the present.*  
Level: M  
Type: F

61. As a field, social psychology is at what life stage?  
(p. 26)  
A. infancy  
B. adolescence  
**C.** young adulthood  
D. middle age

*Franzoi - Chapter 01 #61*  
*Learning Objective: Briefly summarize some of the significant events and themes in the history of social psychology up to the present.*  
Level: M  
Type: F

62. Why does the concept of the "self" receive so much attention in social psychology?  
(p. 12)  
A. Up until the last decade, social psychology has traditionally emphasized situational determinants of behavior.  
B. A majority of human cultures are individualistic and are therefore concerned with the idea of self.  
C. Self-concept and self-centeredness are important aspects of cognitive dissonance theory.  
**D.** Our attention to our "selves" often leads to changes in our social behavior.

*Franzoi - Chapter 01 #62*  
*Learning Objective: Explain the importance of the concept of "self" in understanding social behavior.*  
Level: M  
Type: C

63. The definition of the self encompasses all of the following EXCEPT  
(p. 12)  
**A.** ideology.  
B. the use of symbols.  
C. self-awareness.  
D. anticipating the actions of others.

*Franzoi - Chapter 01 #63*  
*Learning Objective: Explain the importance of the concept of "self" in understanding social behavior.*  
Level: M  
Type: F

64. An individual's knowledge about the kind of person he or she is comprises ones  
(p. 12)  
A. public aspect of the self.  
B. self-esteem.  
**C.** self-concept.  
D. ideology.

*Franzoi - Chapter 01 #64*  
*Learning Objective: Explain the importance of the concept of "self" in understanding social behavior.*  
Level: E  
Type: F

65. Which of the following BEST explains the self-serving bias?

(p. 12)

- A.** self-enhancement
- B. interactionism
- C. explicit cognition
- D. implicit cognition

Franzoi - Chapter 01 #65

Learning Objective: Explain the importance of the concept of "self" in understanding social behavior.

Level: M

Type: F

66. If a situation allows you the opportunity to cheat on an essay assignment but you recall your personal values and belief against cheating and consequently choose not to cheat, your behavior has been influenced by

(p. 13)

- A. public aspects of the self.
- B. self-esteem.
- C. self-concept.
- D.** private aspects of the self.

Franzoi - Chapter 01 #66

Learning Objective: Explain the importance of the concept of "self" in understanding social behavior.

Level: H

Type: A

67. The study of the self is very much in line with \_\_\_\_\_'s ideas about \_\_\_\_\_.

(p. 13)

- A. Kurt Lewin; cognitive consistency
- B.** Kurt Lewin; interactionism
- C. Edward Jones; attitudes
- D. Floyd Allport; social psychology as a science

Franzoi - Chapter 01 #67

Learning Objective: Explain the "hot" versus "cold" perspectives and how the debate has led to different understandings of social psychology and social cognition.

Level: H

Type: C

68. Which of the following questions is at the core of the concept of interactionism?

(p. 13)

- A. How much of human behavior is determined by innate rather than learned factors?
- B. Can reflection on the self actually lead to changes in behavior?
- C.** How much do personality factors versus situational factors contribute to social behavior?
- D. Is human decision making based primarily on rational, information-based processes or on irrational needs and desires?

Franzoi - Chapter 01 #68

Learning Objective: Explain the "hot" versus "cold" perspectives and how the debate has led to different understandings of social psychology and social cognition.

Level: M

Type: C

69. Your friend believes that most human behavior can be predicted by knowing a person's emotional state. Your friend is advocating which approach or emphasis?

(p. 13)

- A. public versus private aspects of the self
- B. "cold" perspective
- C.** "hot" perspective
- D. evolutionary approach

Franzoi - Chapter 01 #69

Learning Objective: Explain the "hot" versus "cold" perspectives and how the debate has led to different understandings of social psychology and social cognition.

Level: M

Type: C

70. Your friend, an economics major, thinks that humans are rational beings who make decisions based on calculated computations. Your friend is advocating which approach or emphasis?

(p. 13)

- A. public versus private aspects of the self
- B.** "cold" perspective
- C. "hot" perspective
- D. evolutionary approach

Franzoi - Chapter 01 #70

Learning Objective: Explain the "hot" versus "cold" perspectives and how the debate has led to different understandings of social psychology and social cognition.

Level: M

Type: C

71. Which of the following does NOT reflect an aspect of the "hot" perspective in social psychology?  
(p. 13-14)
- A. Emotions lead to behavior.
  - B. Motivation is the root of action.
  - C. Desire initiates responses.
  - D. Humans are rational thinkers.**

Franzoi - Chapter 01 #71

Learning Objective: Explain the "hot" versus "cold" perspectives and how the debate has led to different understandings of social psychology and social cognition.

Level: H

Type: C

72. Which of the following does NOT reflect an aspect of the "cold" perspective in social psychology?  
(p. 13)

- A. thoughts lead to action
- B. needs and wants determine decisions**
- C. choices should be analyzed rationally
- D. desires do not determine actions

Franzoi - Chapter 01 #72

Learning Objective: Explain the "hot" versus "cold" perspectives and how the debate has led to different understandings of social psychology and social cognition.

Level: H

Type: C

73. A psychologist who believed that people could make decisions based upon either careful reasoning or emotional reactions would be from which perspective?  
(p. 14)

- A. "Warm Look"**
- B. "cold"
- C. "hot"
- D. psychodynamic

Franzoi - Chapter 01 #73

Learning Objective: Explain the "hot" versus "cold" perspectives and how the debate has led to different understandings of social psychology and social cognition.

Level: E

Type: F

74. When Maria is dealing with decisions at work, she rationally considers all her options before coming to a conclusion. However, with her family, she tends to make judgments based upon her emotional or instinctual reactions. A psychologist could explain Maria's behavior from which of the following perspectives?  
(p. 14)

- A. "hot"
- B. "cold"
- C. "Warm Look"**
- D. sociological

Franzoi - Chapter 01 #74

Learning Objective: Explain the "hot" versus "cold" perspectives and how the debate has led to different understandings of social psychology and social cognition.

Level: H

Type: A

75. Michael and Ann love going to museums to look at paintings. Michael evaluates a painting based upon whether the artist used bright or dull colors. Ann carefully examines its composition and style to determine its artistic value. In making their decisions, Michael relies on \_\_\_\_\_ while Ann utilizes \_\_\_\_\_ cognitions.  
(p. 14-15)

- A. explicit; implicit
- B. explicit; explicit**
- C. implicit; explicit
- D. implicit; implicit

Franzoi - Chapter 01 #75

Learning Objective: Explain the "hot" versus "cold" perspectives and how the debate has led to different understandings of social psychology and social cognition.

Level: H

Type: A

76. When we refer to the notion of *culture*, what does this include?

(p. 15)

- A. social attitudes
- B. rituals
- C. emblems or symbols
- D. All of these.**

Franzoi - Chapter 01 #76

Learning Objective: Explain the impact of culture on understanding social behavior  
Learning Objective: emphasizing the central relevance of individualism and collectivism.

Level: E

Type: F

77. Where are we more likely to find collectivistic tendencies?

(p. 16-17)

- A. in large, urban settings
- B. in capitalistic societies
- C. in cultures that emphasize autonomy
- D. in rural settings**

Franzoi - Chapter 01 #77

Learning Objective: Explain the impact of culture on understanding social behavior  
Learning Objective: emphasizing the central relevance of individualism and collectivism.

Level: M

Type: C

78. What is the relationship between individualism, collectivism, and economics?

(p. 20)

- A.** As a society experiences economic growth, the need to depend upon one's group decreases, leading to individualistic tendencies.
- B. As a society experiences economic growth, the wealth of one's group increases over that of the individual, leading to collectivistic tendencies.
- C. As a society experiences economic decline, the need to separate from one's group and survive alone increases, leading to individualistic tendencies.
- D. As a society experiences economic decline, the need to assist one's group increases, leading to individualistic tendencies.

Franzoi - Chapter 01 #78

Learning Objective: Explain the impact of culture on understanding social behavior  
Learning Objective: emphasizing the central relevance of individualism and collectivism.

Level: H

Type: C

79. Individualism and collectivism reflect

(p. 16-18)

- A. individual beliefs about how people relate to groups.
- B.** cultural beliefs about how people relate to groups.
- C. individual beliefs about the relative influence of the person or the situation.
- D. All of these.

Franzoi - Chapter 01 #79

Learning Objective: Explain the impact of culture on understanding social behavior  
Learning Objective: emphasizing the central relevance of individualism and collectivism.

Level: M

Type: F

80. Your little sister gets very upset when your parents tell her whom she cannot be friends with. Which of the following may explain her anger over your parents' wishes?

(p. 16)

- A. growing up in a collectivistic society
- B.** growing up in an individualistic society
- C. cognitive dissonance
- D. evolutionary factors

Franzoi - Chapter 01 #80

Learning Objective: Explain the impact of culture on understanding social behavior  
Learning Objective: emphasizing the central relevance of individualism and collectivism.

Level: M

Type: A

81. Maddy grew up in a culture where she was encouraged to be competitive in her academic and professional pursuits. She also learned to be independent and live on her own. What BEST describes Maddy's cultural background?
- A. socioemotional
  - B. individualistic**
  - C. collectivistic
  - D. sociological psychological perspective

*Franzoi - Chapter 01 #81*  
*Learning Objective: Explain the impact of culture on understanding social behavior*  
*Learning Objective: emphasizing the central relevance of individualism and collectivism.*  
Level: E  
Type: A

82. Who would be more likely to hesitate to order the same meal as the person sitting next to them?
- A. someone from the United States**
  - B. someone from Japan
  - C. someone with multiple cultural identities
  - D. someone who desires cognitive consistency

*Franzoi - Chapter 01 #82*  
*Learning Objective: Explain the impact of culture on understanding social behavior*  
*Learning Objective: emphasizing the central relevance of individualism and collectivism.*  
Level: H  
Type: A

83. In the United States, making a circle with the thumb and index finger and holding the other fingers upright is a positive sign meaning "all is well." In another country, this is a very obscene gesture. Thus, the meaning of this gesture is
- A. useful in collectivist societies.
  - B. a human universal.
  - C. very culture specific.**
  - D. a cultural ideology.

*Franzoi - Chapter 01 #83*  
*Learning Objective: Explain the impact of culture on understanding social behavior*  
*Learning Objective: emphasizing the central relevance of individualism and collectivism.*  
Level: E  
Type: A

84. Which of the following is NOT an aspect of individualism?
- A. valuing autonomy and self-sufficiency
  - B. placing personal needs over group needs
  - C. preferring loosely knit relationships
  - D. valuing loyalty and harmony**

*Franzoi - Chapter 01 #84*  
*Learning Objective: Explain the impact of culture on understanding social behavior*  
*Learning Objective: emphasizing the central relevance of individualism and collectivism.*  
Level: E  
Type: A

85. Which of the following is/are NOT characteristic aspects of collectivism?
- A. autonomy and self-sufficiency**
  - B. harmony and loyalty
  - C. subordination of personal achievements
  - D. emphasis on fitting in with the social group

*Franzoi - Chapter 01 #85*  
*Learning Objective: Explain the impact of culture on understanding social behavior*  
*Learning Objective: emphasizing the central relevance of individualism and collectivism.*  
Level: E  
Type: F

86. Being different from others is viewed as \_\_\_\_\_ in the United States but \_\_\_\_\_ in Japan.  
(p. 17)
- A. difficult; easy
  - B. desirable; undesirable**
  - C. undesirable; desirable
  - D. unattractive; attractive

*Franzoi - Chapter 01 #86*  
*Learning Objective: Explain the impact of culture on understanding social behavior*  
*Learning Objective: emphasizing the central relevance of individualism and collectivism.*  
Level: M  
Type: C

87. What conditions are related to a stronger need for communion?  
(p. 19)
- A. living in an individualistic culture
  - B. living in a collectivistic culture
  - C. experiencing cognitive dissonance
  - D. having the ability to use symbols**

*Franzoi - Chapter 01 #87*  
*Learning Objective: Explain the impact of culture on understanding social behavior*  
*Learning Objective: emphasizing the central relevance of individualism and collectivism.*  
Level: M  
Type: C

88. Of the following choices, who has a greater need for autonomy?  
(p. 19)
- A. people in an individualistic culture**
  - B. people in a collectivistic culture
  - C. people who are experiencing cognitive dissonance
  - D. sociological social psychologists

*Franzoi - Chapter 01 #88*  
*Learning Objective: Explain the impact of culture on understanding social behavior*  
*Learning Objective: emphasizing the central relevance of individualism and collectivism.*  
Level: E  
Type: F

89. Evolutionary psychology is useful  
(p. 21)
- A. in describing culture-specific behaviors.
  - B. in describing differences between individualistic and collectivistic cultures.
  - C. in explaining cognitive dissonance.
  - D. in examining universal social behaviors.**

*Franzoi - Chapter 01 #89*  
*Learning Objective: Understand evolutionary psychologys explanations for human behavior as well as the cautions related to this approach.*  
Level: E  
Type: F

90. Which of the following items is out of place?  
(p. 21)
- A. settings, ideas, and preferences common to a specific group
  - B. evolutionarily generated hypotheses**
  - C. the lifestyle of a people
  - D. culture-specific questions

*Franzoi - Chapter 01 #90*  
*Learning Objective: Explain the impact of culture on understanding social behavior*  
*Learning Objective: emphasizing the central relevance of individualism and collectivism.*  
Level: M  
Type: C

91. Which of the following words or phrases does NOT go along with evolutionary psychology?  
(p. 21)
- A. individualistic**
  - B. natural selection
  - C. competition
  - D. reproduction

*Franzoi - Chapter 01 #91*  
*Learning Objective: Understand evolutionary psychologys explanations for human behavior as well as the cautions related to this approach.*  
Level: M  
Type: C

92. Which of the following traits have been traced to evolutionary influences?  
(p. 21)
- A. helping
  - B. aggression
  - C. romantic love
  - D. All of these.**

*Franzoi - Chapter 01 #92*  
*Learning Objective: Understand evolutionary psychology's explanations for human behavior as well as the cautions related to this approach.*  
*Level: E*  
*Type: F*

93. Which of the following statements is FALSE regarding evolution?  
(p. 21)
- A. The species, not the individual, evolves.**
  - B. The individual's role in evolution is in the success or failure of reproducing.
  - C. The evolution of a species does not necessitate that it transforms into more complex forms.
  - D. The individual, not the species, evolves.

*Franzoi - Chapter 01 #93*  
*Learning Objective: Understand evolutionary psychology's explanations for human behavior as well as the cautions related to this approach.*  
*Level: E*  
*Type: F*

94. Which of the following factors is related to cautions about the use of evolutionary psychology in contemporary times?  
(p. 21)
- A. People have fewer children now than before.
  - B. People do not have to worry about survival now.
  - C. The environment has changed dramatically.**
  - D. Natural selection does not truly operate in current times.

*Franzoi - Chapter 01 #94*  
*Learning Objective: Understand evolutionary psychology's explanations for human behavior as well as the cautions related to this approach.*  
*Level: H*  
*Type: C*

95. The field of social neuroscience involves the following factors EXCEPT  
(p. 22)
- A. social behavior.
  - B. neurology.
  - C. economic influences.**
  - D. physiological factors.

*Franzoi - Chapter 01 #95*  
*Learning Objective: Understand the research in the field of social neuroscience and how it is important to the field of social psychology.*  
*Level: H*  
*Type: F*

96. The growth in social neuroscience is partly the result of  
(p. 22-23)
- A. better hypotheses about the brain and social behavior.
  - B. better understanding of evolutionary factors.
  - C. better measures of physiological changes.**
  - D. All of these.

*Franzoi - Chapter 01 #96*  
*Learning Objective: Understand the research in the field of social neuroscience and how it is important to the field of social psychology.*  
*Level: M*  
*Type: F*

97. Which of the following words describes the subfield of social neuroscience?  
(p. 22)
- A. formative**
  - B. advanced
  - C. exhausted
  - D. outdated

*Franzoi - Chapter 01 #97*  
*Learning Objective: Understand the research in the field of social neuroscience and how it is important to the field of social psychology.*  
*Level: M*  
*Type: C*

98. Which of the following is out of place?

(p. 22)

- A. neuroscience
- B. fMRI
- C.** natural selection
- D. thought processing

Franzoi - Chapter 01 #98

Learning Objective: Understand the research in the field of social neuroscience and how it is important to the field of social psychology.

Level: E

Type: C

99. Dr. Shannon is a social neuroscientist. Which of the following topics would she MOST likely want to study?

(p. 22)

- A. the relationship between the size of certain brain structures and gender differences in talking about emotions
- B. whether changes in one's social status causes changes in his/her brain chemistry
- C. the relationship between social structure (i.e., individualism, collectivism) and the development of the limbic system in the brain
- D.** All of these.

Franzoi - Chapter 01 #99

Learning Objective: Understand the research in the field of social neuroscience and how it is important to the field of social psychology.

Level: M

Type: A

100. Traits with an evolutionary history

(p. 21)

- A. made the person possessing them more intelligent.
- B. increased the odds that one would reproduce.
- C. increased the odds of survival.
- D.** All of these.

Franzoi - Chapter 01 #100

Learning Objective: Understand evolutionary psychology's explanations for human behavior as well as the cautions related to this approach.

Level: H

Type: F

101. The process of natural selection results in

(p. 21)

- A. higher reproduction within a culture.
- B. higher reproduction for an individual.
- C.** evolution of adaptive traits.
- D. evolution of environments.

Franzoi - Chapter 01 #101

Learning Objective: Understand evolutionary psychology's explanations for human behavior as well as the cautions related to this approach.

Level: M

Type: C

102. The process of natural selection is reflected in which of the following phrases?

(p. 21)

- A.** survival of the fittest
- B. people who play together, stay together
- C. you are what you eat
- D. both A and C

Franzoi - Chapter 01 #102

Learning Objective: Understand evolutionary psychology's explanations for human behavior as well as the cautions related to this approach.

Level: E

Type: C

103. Which of the following words does NOT belong?

(p. 21)

- A. reproduction
- B.** culture
- C. adaptive
- D. survival

Franzoi - Chapter 01 #103

Learning Objective: Understand evolutionary psychology's explanations for human behavior as well as the cautions related to this approach.

Level: E

Type: C

104. The study of the interplay between biology and social psychology is called  
(p. 22) A. sociobiology.  
B. behavioral economics.  
C. evolution.  
**D. social neuroscience.**

*Franzoi - Chapter 01 #104*  
*Learning Objective: Understand the research in the field of social neuroscience and how it is important to the field of social psychology.*  
*Level: E*  
*Type: F*

105. A researcher who says she is studying social neuroscience likely said this in what year?  
(p. 22) A. 1957  
B. 1970  
C. 1982  
**D. 1999**

*Franzoi - Chapter 01 #105*  
*Learning Objective: Understand the research in the field of social neuroscience and how it is important to the field of social psychology.*  
*Level: E*  
*Type: F*

106. Which of the following terms does NOT belong?  
(p. 22) A. social  
B. brain  
C. neuroscience  
**D. culture**

*Franzoi - Chapter 01 #106*  
*Learning Objective: Understand the research in the field of social neuroscience and how it is important to the field of social psychology.*  
*Level: H*  
*Type: C*

107. A social psychologist who is interested in social neuroscience would likely draw from all of the following disciplines EXCEPT  
(p. 22) A. biology.  
B. sociology.  
**C. education.**  
D. psychology.

*Franzoi - Chapter 01 #107*  
*Learning Objective: Understand the research in the field of social neuroscience and how it is important to the field of social psychology.*  
*Level: E*  
*Type: F*

108. According to recent research using fMRI, spindle neurons appear to facilitate which of the following?  
(p. 23) A. the production of speech  
**B. self-awareness**  
C. self-regulation  
D. abstract problem solving

*Franzoi - Chapter 01 #108*  
*Learning Objective: Understand the research in the field of social neuroscience and how it is important to the field of social psychology.*  
*Level: E*  
*Type: F*

109. Provide an example of how the implied presence of others could affect our behavior, as argued by Gordon Allport.

Answers will vary

110. What is the difference between psychological social psychology and sociological social psychology?

Answers will vary

111. Describe how topics and interests within the field of social psychology may change as a result of the following events: September 11, 2001, the Iraq war, the 2008 presidential election.

Answers will vary

*Franzoi - Chapter 01 #111*

112. What are the three steps in the process of the self-fulfilling prophesy?

Answers will vary

*Franzoi - Chapter 01 #112*

113. From the research on the self-fulfilling prophesy, provide at least two examples of how teachers tend to treat positively labeled students differently than negatively labeled students.

Answers will vary

*Franzoi - Chapter 01 #113*

114. What is the relationship between negative expectancies and the self-fulfilling prophesy?

Answers will vary

*Franzoi - Chapter 01 #114*

115. Provide a real-world example of the self-fulfilling prophesy and explain what makes it an example.

Answers will vary

*Franzoi - Chapter 01 #115*

116. What is the relevance of referring to us as *social* beings?

Answers will vary

*Franzoi - Chapter 01 #116*

117. Explain why the study of the self is especially relevant for the field of social psychology.

Answers will vary

*Franzoi - Chapter 01 #117*

118. Why is self-awareness important?

Answers will vary

*Franzoi - Chapter 01 #118*

119. While the self-serving bias indeed "serves" us, it can also create problems for us. How? Give an example.

Answers will vary

*Franzoi - Chapter 01 #119*

120. Describe two main differences between individualistic and collectivistic cultures.

Answers will vary

*Franzoi - Chapter 01 #120*

121. Knowing what you do about individualistic and collectivistic cultures, outline a way in which the United States (individualistic) works with the Iraqi people (collectivistic) on establishing a more peaceful, organized society.

Answers will vary

*Franzoi - Chapter 01 #121*

122. Discuss five ways that societies work to influence people's beliefs about themselves.

Answers will vary

*Franzoi - Chapter 01 #122*

123. With regard to population density, describe where individualistic and collectivistic tendencies are more likely to be found.

Answers will vary

*Franzoi - Chapter 01 #123*

124. Explain how individualism and collectivism are related to the socioeconomic development of a given culture.

Answers will vary

*Franzoi - Chapter 01 #124*

125. Explain the difference between explicit and implicit cognitions. Give an example of each.

Answers will vary

*Franzoi - Chapter 01 #125*

126. Describe how dual-process models of cognition explain social thought and behavior.

Answers will vary

*Franzoi - Chapter 01 #126*

127. Discuss the way that factors within the person and as a part of the situation influence behavior. Give two examples of each type of influence.

Answers will vary

*Franzoi - Chapter 01 #127*

128. Describe the individual's role in evolution.

Answers will vary

*Franzoi - Chapter 01 #128*

129. Describe the differences between sociological and psychological social psychology. List a subfield or interest for each of them that reflects their differences.

Answers will vary

130. Describe a question that could be answered using social neuroscientific methods. *Franzoi - Chapter 01 #129*

Answers will vary

131. Name a benefit and a caution of using evolutionary psychology to describe modern-day behavior. *Franzoi - Chapter 01 #130*

Answers will vary

132. In terms of evolution, describe the relationship between an organism and its environment. Explain what can occur if the environment changes *Franzoi - Chapter 01 #131*

Answers will vary

133. Name a subtopic that comes from the "hot" approach of social psychology and one that comes from the "cold" approach. Describe how the approaches differ. *Franzoi - Chapter 01 #132*

Answers will vary

134. Explain how neuroscience can help explain social behavior. Provide at least one example. *Franzoi - Chapter 01 #133*

Answers will vary

135. What does a functional magnetic resonance imaging (fMRI) measure? *Franzoi - Chapter 01 #134*

Answers will vary

136. Provide an example of findings concerning the role of the frontal lobes of the cerebral cortex. *Franzoi - Chapter 01 #135*

Answers will vary

137. Describe one historical event that shaped or changed the field of social psychology. *Franzoi - Chapter 01 #136*

Answers will vary

*Franzoi - Chapter 01 #137*

# 1 Summary

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