

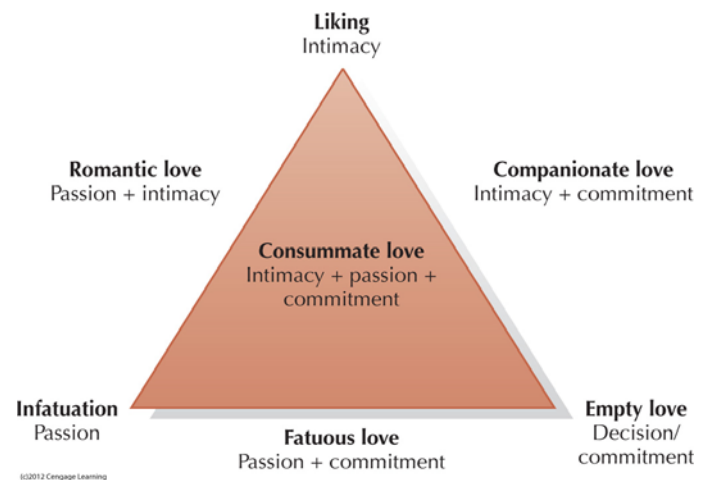
Practice Test Chapter 12 nb Social Psychology

- Henry is a therapist. He had a client that just quit coming to therapy without explanation. According to the self-serving bias, Henry believed his client quit coming because (circle all that apply)
 - It was raining all the time and I know how the client hates to go out in the rain.
 - I was too judgmental when the issue of how the client handled their mother-in-law came up.
 - The client can't afford therapy.
 - The client just isn't ready for therapy yet.
 - I don't think I was as empathetic as I could have been when the client talked of her mother passing.
- Janet is a therapist who also had a client quit coming to therapy. Janet told Henry (from the question above) about it. According to the fundamental attribution error, Henry believed that Janet's client quit coming because (circle all the apply).
 - It was raining all the time and I know how her client hates to go out in the rain.
 - She was too judgmental when the issue of how her client handled her mother-in-law came up.
 - Her client can't afford therapy.
 - Her client just isn't ready for therapy yet.
 - I don't think she was as empathetic as she could have been when her client talked of her mother passing.

- See Sternberg's Triangle of Love for questions 2-5. Identify which of his 7 types of love applies to each description.

Bob lives in the apt upstairs from Janice. He comes down regularly for talks and sharing of feelings. Janice likes that Bob seems to understand her. There is a 20 year age difference and their religious beliefs are quite different. So they each go out "looking for love". But in the meantime, Bob also comes down for something other than talk (hint: sex). They consider each other "friends with benefits".

Their type of love is _____



- Eunice met Walter at an ESP convention in Vegas. 10 minutes after meeting they were having animal sex on the floor and table in a back room. The next day they were married at a 24 hour wedding chapel just around the corner from the hotel.

Their type of love is _____

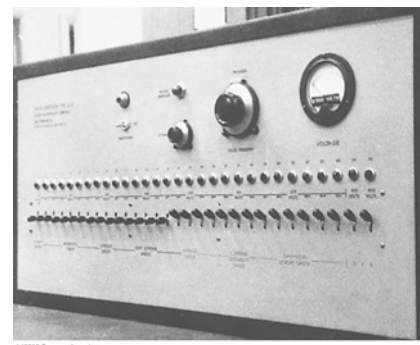
- Jack and Jill have been married for 35 years with no children. They have bedrooms on opposite sides of a huge mansion. So huge, they go weeks without seeing each other. They rarely talk (let alone anything else) but stay married because living in the mansion has become very comfortable for both of them.

Their type of love is _____

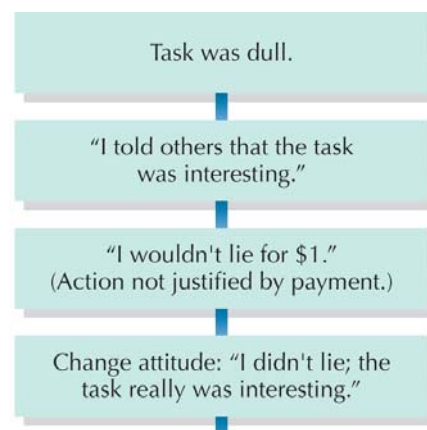
6. You are taking general psychology and Holly is a student in your class. She became annoyed when she couldn't hear the teacher because a group of students refused to be quiet. She stood up and shouted to the group of students "Shut Up". When she sat down, you looked at her and did what most of us do: made the fundamental attribution error. In making this error, you thought to yourself:
- Thank God. I'm glad she did what most of us wanted to do.
 - That Holly is one bold, assertive, take-charge woman.
 - Those students were making us all angry.
 - How powerful situations can be when they cause us to act in ways that break norms for classroom conduct.
 - Wow, I guess Dr Kramer was right about social facilitation.
 - Wow, I guess the results of Solomon Ash's studies on conformity are still relevant today.
7. George Bush convinced us that Iraq had weapons of mass destruction. Turns out they didn't. There were some members of his cabinet and advisory group that never believed that in the first place. But these members didn't want to "rock the boat" and kept quiet. I mean, come on, are you going to stand up in a meeting and tell the president you think he might be wrong? Heck, they even came to believe themselves that maybe there were such weapons in Iraq.

The name for this phenomenon is _____

8. You are walking to class and someone asks you to wear a pink ribbon for breast cancer. You wear the ribbon for several days. Then on your way to class, someone else asks if you will donate \$10 for breast cancer research. You give \$10. What persuasion technique did you just become a victim of?
- Door in the face
 - Foot in the door
 - Lowball
 - Reciprocity
9. The picture at the right of a "shock box" was used in which of the following studies?
- Ash's classic studies on conformity
 - Genovese's studies on helping
 - Milgram's studies on obedience
 - Festinger's studies on cognitive dissonance
 - Aaronson's studies compliance

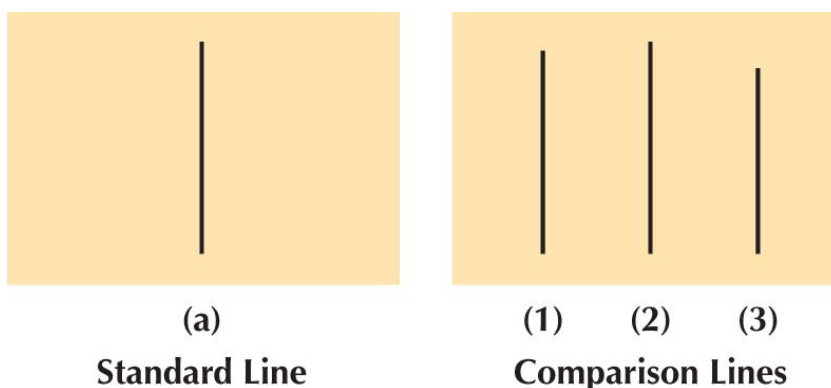


10. Why did no one come to the aid of Kitty Genovese?
- They were afraid of getting involved
 - There were too many of them
 - There weren't enough of them
 - They had become desensitized to violence in the city
11. See the 4 sequences at the right. What theory in the chapter applies here?



Tie Breaker

12. James was mad because another car pulled right in front of him. Which attributions below are dispositional attributions? (circle all that apply)
- The other driver is rude.
 - The other driver probably couldn't see well in the rain
 - The other driver probably is probably selfish and puts his needs before other's needs.
 - The other driver had to look into the sun and probably didn't see me.
13. Which of the following will lead to less helping of someone standing beside the road asking for money? (circle all that apply)
- Belief in a "just-world"
 - Making the fundamental attribution error
 - If the homeless person had just asked you for a thousand dollars and you fall prey to the persuasion technique of door-in-the-face when they then ask for \$5.
14. See the picture at the right. This was used in Solomon Asch's studies on what concept?
- Obedience
 - Prejudice
 - Social facilitation
 - Conformity
 - Cognitive dissonance
 - Fundamental attribution error
 - Halo effect



15. Jack works for the experimenter but you as subject don't know that and instead think that they are a subject just like you. We would call Jack a _____.
16. When you go to the grocery store. You park, get a cart, walk down the aisles getting what you need, you check out, take your groceries to the car, load them, return the cart, and drive away. This is a typical and expected scenario to encounter when you go to the store and is a behavioral sequence that has been developed and fine-tuned over time. Another name for this is a _____.

Sudden Death

1. Your parents ask you what you want for Christmas. You tell them you want a new car. They laugh at you. You say "well there is this nice 5 year-old car for sale on the corner. Can I have that one?" Your parents acquiesce. What they didn't realize is that you used an old sales technique to get them to comply.

That technique is called _____

2. Diffusion of responsibility is positively correlated with
 - a. Gender
 - b. Race
 - c. Number of other people
 - d. Gender of the learner
 - e. Degree of insufficient justification

3. Assume California just had several major earthquakes. That it is a dangerous place is hard to deny. Yet people also can't deny they choose to live there. Based on the theory of cognitive dissonance, what would we expect?
 - a. We should see a big increase in the number of people moving out of the state.
 - b. People living in California should come to have a more favorable attitude towards the state. Perhaps coming to believe it isn't THAT dangerous and there are so many benefits.
 - c. The people living in California will pull together in attitudes and values. If the state is a blue or red one, it will become even more a red or blue one.
 - d. We should see an increase in prejudice against those in a lower economic group.
 - e. We should see more marriages.