



Chapter 12 Exercises

Review Questions

1. As a field, social psychology focuses on _____ in predicting human behavior.
 - a. personality traits
 - b. genetic predispositions
 - c. biological forces
 - d. situational factors
2. Making internal attributions for your successes and making external attributions for your failures is an example of _____.
 - a. actor-observer bias
 - b. fundamental attribution error
 - c. self-serving bias
 - d. just-world hypothesis
3. Collectivistic cultures are to _____ as individualistic cultures are to _____.
 - a. dispositional; situational
 - b. situational; dispositional
 - c. autonomy; group harmony
 - d. just-world hypothesis; self-serving bias
4. According to the actor-observer bias, we have more information about _____.
 - a. situational influences on behavior
 - b. influences on our own behavior
 - c. influences on others' behavior
 - d. dispositional influences on behavior
5. A(n) _____ is a set of group expectations for appropriate thoughts and behaviors of its members.
 - a. social role
 - b. social norm
 - c. script
 - d. attribution
6. On his first day of soccer practice, Jose suits up in a t-shirt, shorts, and cleats and runs out to the field to join his teammates. Jose's behavior is reflective of _____.
 - a. a script
 - b. social influence
 - c. good athletic behavior
 - d. normative behavior
7. When it comes to buying clothes, teenagers often follow social norms; this is likely motivated by _____.
 - a. following parents' rules
 - b. saving money
 - c. fitting in
 - d. looking good
8. In the Stanford prison experiment, even the lead researcher succumbed to his role as a prison supervisor. This is an example of the power of _____ influencing behavior.
 - a. scripts
 - b. social norms
 - c. conformity
 - d. social roles
9. Attitudes describe our _____ of people, objects, and ideas.
 - a. treatment
 - b. evaluations
 - c. cognitions
 - d. knowledge
10. Cognitive dissonance causes discomfort because it disrupts our sense of _____.
 - a. dependency
 - b. unpredictability
 - c. consistency
 - d. power

11. In order for the central route to persuasion to be effective, the audience must be _____ and _____.
- analytical; motivated
 - attentive; happy
 - intelligent; unemotional
 - gullible; distracted
12. Examples of cues used in peripheral route persuasion include all of the following except _____.
- celebrity endorsement
 - positive emotions
 - attractive models
 - factual information
13. In the Asch experiment, participants conformed due to _____ social influence.
- informational
 - normative
 - inspirational
 - persuasive
14. Under what conditions will informational social influence be more likely?
- when individuals want to fit in
 - when the answer is unclear
 - when the group has expertise
 - both b. and c.
15. Social loafing occurs when _____.
- individual performance cannot be evaluated
 - the task is easy
 - both a. and b.
 - none of the above
16. If group members modify their opinions to align with a perceived group consensus, then _____ has occurred.
- group cohesion
 - social facilitation
 - groupthink
 - social loafing
17. Prejudice is to _____ as discrimination is to _____.
- feelings; behavior
 - thoughts; feelings
 - feelings; thoughts
 - behavior; feelings
18. Which of the following is *not* a type of prejudice?
- homophobia
 - racism
 - sexism
 - individualism
19. _____ occurs when the out-group is blamed for the in-group's frustration.
- Stereotyping
 - In-group bias
 - Scapegoating
 - Ageism
20. When we seek out information that supports our stereotypes we are engaged in _____.
- scapegoating
 - confirmation bias
 - self-fulfilling prophecy
 - in-group bias
21. Typically, bullying from boys intends to produce _____, and bullying from girls intends to produce _____.
- emotional harm; physical harm
 - physical harm; emotional harm
 - psychological harm; physical harm
 - social exclusion; verbal taunting
22. Which of the following adolescents is least likely to be targeted for bullying?
- a child with a physical disability
 - a transgender adolescent
 - an emotionally sensitive boy
 - the captain of the football team

23. The bystander effect likely occurs due to _____.
- desensitization to violence
 - people not noticing the emergency
 - diffusion of responsibility
 - emotional insensitivity
24. Altruism is a form of prosocial behavior that is motivated by _____.
- feeling good about oneself
 - selfless helping of others
 - earning a reward
 - showing bravery to bystanders
25. After moving to a new apartment building, research suggests that Sam will be most likely to become friends with _____.
- his next door neighbor
 - someone who lives three floors up in the apartment building
 - someone from across the street
 - his new postal delivery person
26. What trait do both men and women tend to look for in a romantic partner?
- sense of humor
 - social skills
 - leadership potential
 - physical attractiveness
27. According to the triangular theory of love, what type of love is defined by passion and intimacy but no commitment?
- consummate love
 - empty love
 - romantic love
 - liking
28. According to social exchange theory, humans want to maximize the _____ and minimize the _____ in relationships.
- intimacy; commitment
 - benefits; costs
 - costs; benefits
 - passion; intimacy

Critical Thinking Questions

29. Compare and contrast situational influences and dispositional influences and give an example of each. Explain how situational influences and dispositional influences might explain inappropriate behavior.
30. Provide an example of how people from individualistic and collectivistic cultures would differ in explaining why they won an important sporting event.
31. Why didn't the "good" guards in the Stanford prison experiment object to other guards' abusive behavior? Were the student prisoners simply weak people? Why didn't they object to being abused?
32. Describe how social roles, social norms, and scripts were evident in the Stanford prison experiment. How can this experiment be applied to everyday life? Are there any more recent examples where people started fulfilling a role and became abusive?
33. Give an example (one not used in class or the text) of cognitive dissonance and how an individual might resolve this.
34. Imagine that you work for an advertising agency, and you've been tasked with developing an advertising campaign to increase sales of a brand of soda. How would you develop an advertisement for this product that uses a central route of persuasion? How would you develop an ad using a peripheral route of persuasion?
35. Describe how seeking outside opinions can prevent groupthink.
36. Compare and contrast social loafing and social facilitation.
37. Some people seem more willing to openly display prejudice regarding sexual orientation than prejudice regarding race and gender. Speculate on why this might be.

38. When people blame a scapegoat, how do you think they choose evidence to support the blame?
39. Compare and contrast hostile and instrumental aggression.
40. What evidence discussed in Lesson 12.6 suggests that cyberbullying is difficult to detect and prevent?
41. Describe what influences whether relationships will be formed.
42. The evolutionary theory argues that humans are motivated to perpetuate their genes and reproduce. Using an evolutionary perspective, describe traits in men and women that humans find attractive.