QUESTION BANK

PSYCHOLOGY OF SOCIAL BEHAVIOUR

COMPLEMENTARY COURSE

For

BA Philosophy/BA Sociology

IV Semester – CUCBCSS 2014 Admission onwards

SCHOOL OF DISTANCE EDUCATION

UNIVERSITY OF CALICUT

Prepared by: Sri. Eldhose N.J
Research Scholar
Dept. of Psychology
University of Calicut
PSYCHOLOGY OF SOCIAL BEHAVIOUR
MULTIPLE CHOICE QUESTIONS

1. A change in behavior or belief as a result of real or imagined group pressure is
   a) compliance.
   b) conformity.
   c) acceptance.
   d) reactance.

2. Conformity that involves publicly acting in accord with social pressure while privately disagreeing is
   a) compliance.
   b) acceptance.
   c) obedience.
   d) reactance.

3. Conformity that involves both acting and believing in accord with social pressure is
   a) compliance.
   b) cohesiveness.
   c) obedience.
   d) reactance.

4. Sherif's study using autokinetic phenomenon suggest
   a) compliance.
   b) acceptance.
   c) obedience.
   d) reactance.

5. An accomplice of the experimenter is
   a) confederate.
   b) partner.
   c) colleague.
   d) associate.

6. In Asch's study of conformity involving the length of lines, naïve participants conformed ___ of the time
   a) 20 percent
   b) 47 percent
   c) 37 percent
   d) 61 percent

7. According to the text, the most famous and controversial experiments of social psychology are
   a) Asch's conformity experiments.
   b) Milgram's obedience experiments.
   c) Smith and Dunn's reactance experiments.
   d) Berg's compliance experiments.

8. When Milgram moved his experiment from Yale to Bridgeport, the number of people who complied
   a) decreased from 63 percent to 25 percent.
   b) decreased from 63 percent to 13 percent.
3 c) decreased from 63 percent to 48 percent.
d) remained about the same.
9. The training of tortures by the military junta in Greece illustrates
   a) the compliance effect.
   b) cohesiveness effect.
   c) the foot-in-the-door phenomenon.
   d) reactance phenomenon.
10. In a study at Penn State, what percentage of students said they would ignore sexist statements?
   a) 5 percent
   b) 12 percent
   c) 32 percent
   d) 51 percent
11. According to the text, people will nearly always voice their convictions if
   a) if two other people have done so.
   b) if one other person has done so.
   c) if more than two people have done so.
   d) none of the above.
12. The extent to which members of a group are bound together is
   a) unity.
   b) harmony.
   c) cohesiveness.
   d) agreement.
13. Conformity based on a person's desire to fulfill others' expectations is
   a) nominal influence.
   b) informational influence.
   c) normative influence.
   d) indirect influence.
14. Conformity that results from accepting evidence about reality provided by others is
   a) informational influence.
   b) nominal influence.
   c) direct influence.
   d) normative influence.
15. A motive to protect or restore one's sense of freedom is
   a) dissonance.
   b) pride.
   c) self-worth.
   d) reactance.
16. Milly comes from a Black family, has two brothers, and was born in New York. One parent is a teacher and the other is a postman. If you asked Milly to tell us about herself, she would most likely say she
   a) has two brothers.
   b) comes from a Black family.
   c) born in New York.
   d) one parent is a teacher.
17. Which country had the highest conformity percentage when Asch’s conformity experiment was conducted overseas?
   a) Lebanon
   b) Hong Kong
   c) the Bantu of Zimbabwe
   d) Brazil

18. Increasing the size of a group from 2 to _____ is likely to produce the greatest increase in conformity.
   a) 5
   b) 10
   c) 25
   d) 100

19. Social psychology is
   a) the scientific study of how people think about, influence, and relate to one another.
   b) the scientific study of how people act.
   c) the scientific study of how people love and hate.
   d) the scientific study of how people understand and conflict with one another.

20. Social psychology _____________________________ than personality psychology.
   a) has more famous theorists
   b) focuses on the differences between individuals more
   c) has a shorter history
   d) focuses on the private internal functioning between individuals more

21. The text states that social psychology
   a) is the most important perspective in viewing and understanding ourselves.
   b) is one important perspective from which we can view and understand ourselves.
   c) is the real explanation that lets us understand and view ourselves.
   d) is an inclusive perspective from which we can view and understand ourselves.

22. The text states that values
   a) enter the picture with our choice of research topics.
   b) are unimportant in the study of social psychology.
   c) do not influence the type of people attracted to various academic disciplines.
   d) tell us which ones are right.

23. Social representations are
   a) the enduring behaviors, ideas, attitudes, and traditions shared by a group of people.
   b) objective situations.
   c) object representations of real world actions.
   d) our most important and most unexamined convictions.

24. Naturalist fallacy is
   a) the error of defining what is good in terms of what is observable.
   b) a flawed scientific description.
   c) that all psychology can be defined through nature.
   d) the error of defining what is normal is observable.

25. Hindsight bias
   a) is conducive to an underestimation of our own intellectual powers.
b) shows that common sense is nearly always scientifically wrong.
c) is the tendency to exaggerate after learning an outcome.
d) is the tendency to see the objective situation incorrectly.

26. A testable proposition that describes a relationship that may exist between events is
   a) hypothesis.
   b) theory.
   c) research topic.
   d) direction to research.

27. The study of the naturally occurring relationships among variables is
   a) experimental research.
   b) correlational research.
   c) field research.
   d) interpretative research.

28. The procedure in which every person in the population being studied has an equal chance of inclusion is
   a) survey research.
   b) equal sample.
   c) controlled sample.
   d) random sample.

29. The experimental factor that a researcher manipulates is a(n)
   a) dependent variable.
   b) hypothesis.
   c) control.
   d) independent variable.

30. The process of assigning participants to the conditions of an experiment such that all persons have the same chance of being in a(n)
   a) ethics of experimentation.
   b) random assignment.
   c) mundane realism.
   d) informed consent.

31. Mundane realism is
   a) performing the experiment in the real world.
   b) when the experiment is boring and repetitive.
   c) the degree to which an experiment is similar to everyday conditions.
   d) the experimenter's biases in the experiment.

32. An experiment would have experimental realism if it
   a) absorbs and involves its participants.
   b) is carried out in the field.
   c) was similar to everyday situations.

33. Experimenters standardize their instructions to subjects in order to
   a) minimize demand characteristics.
   b) insure accuracy in the results.
   c) appear neutral to the group.
   d) compare different groups.
34. Which is false according to the text. The American and British Psychological Associations
   a) protect people from harm and significant discomfort.
   b) tell potential participants enough about the experiment to enable their informed consent.
   c) fully explain the experiment before preceding.
   d) treat information about the individual participants confidentially.
35. Informed consent is
   a) American Psychological Association guideline.
   b) an ethical principle.
   c) law in the United States and Britain.
   d) a legal term used in experimental research.
36. An experimenter manipulates what variable?
   a) control
   b) independent
   c) dependent
   d) experimental
37. The three dimensions of attitude are
   a) aptitudes, behavior, and cognition.
   b) affect, behavior, and cognition.
   c) attraction, behavior, and compliance.
   d) aptitudes, behavior, and cognition.
38. The procedure that fools people into disclosing their attitudes is
   a) bogus pipeline.
   b) denial paradox.
   c) low-ball technique.
   d) foot-in-the-door phenomenon.
39. In response to external circumstances people adjust their behavior.
   a) intelligent
   b) depressed
   c) self-conscious
   d) unintelligent
40. You can measure attitudes by which of the following techniques?
   a) bogus pipeline
   b) overjustification pipeline
   c) self-monitoring pipeline
   d) low-ball technique
41. The text asserts that the tendency for oppressors to disparage their victims is an example of
   a) how attitudes shape behavior.
   b) how behavior shapes attitudes.
   c) bogus pipeline.
   d) how role playing comes to shape one's self-identity.
42. The tendency for people who have first agreed to a small request to comply later with a larger request is the
   a) low-ball phenomenon.
   b) role-playing phenomenon.
   c) self-presentation phenomenon.
   d) foot-in-the-door phenomenon.

43. A variation of the foot-in-the-door phenomenon is the
   a) bogus technique.
   b) low-ball technique.
   c) self-monitoring technique.
   d) justification technique.

44. Salespeople try to prevent customers from canceling their purchases by
   a) calling everyday until the agreement is final.
   b) having the customer fill out the sales agreement.
   c) enlisting them as satisfied customers.
   d) giving them names and numbers of other satisfied customers.

45. The text asserts that changing behavior can alter attitudes. Which of the following is an example?
   a) civil rights legislation
   b) capital punishment
   c) traffic laws
   d) prohibition

46. The term brainwashing describes what happened to American POWs during which war?
   a) World War I
   b) World War II
   c) Korean War
   d) Vietnam War

47. The theory that states for strategic reasons we express attitudes that make us appear consistent is
   a) cognitive theory.
   b) consistency theory.
   c) self-presentation theory.
   d) self-perception theory.

48. The reduction of dissonance by internally justifying one's behavior when external rewards are lacking is
   a) cognitive dissonance effect.
   b) insufficient justification effect.
   c) psychological reactance effect.
   d) self-monitoring effect.

49. Cognitive dissonance theory was authored by
   a) Festinger.
   b) Ellis.
   c) Carlsmith.
   d) James.

50. According to self-perception theory, behavior shapes attitudes
   a) when attitudes are strong and consistent.
b) only in the area of legislation.
c) in self-monitoring people.
d) when attitudes are weak and ambiguous.

51. The result of bribing people to do what they already enjoy doing is the
a) self-monitoring effect.
b) overjustification effect.
c) self-presentation effect.
d) underjustification effect.

52. The degree of attraction among group members relates to the dimension of
a) compatibility.
b) structure.
c) cohesiveness.
d) conformity.

53. According to the text, which of the following are true of self-perception and cognitive dissonance theories?
   a) Self-perception theory has more support and evidence.
   b) Evidence exists to support both theories.
   c) Cognitive dissonance theory has more support and evidence.
   d) They are mutually exclusive; therefore one has to be correct.

54. Worldwide, humans spend ________ per day on arms and armies.
   a) $1 billion
   b) $5 billion
   c) $2 billion
   d) $500 million

55. Physical or verbal behavior intended to hurt someone is
a) aggression.
b) instrumental aggression.
c) violence.
d) hostility.

56. Killings done by armies is an example of
a) emotional aggression.
b) instinctive aggression.
c) instrumental aggression.
d) calculated aggression.

57. Aggression driven by anger and performed as an end in itself is
a) instrumental aggression.
b) hostile aggression.
c) emotional aggression.
d) belligerent aggression.

58. Which of the following is an innate behavior?
   a) reading a book
   b) watching a movie
c) playing in the band
d) fleeing danger

59. According to the text, in what percentage of homicides has the murderer and/or the victim been drinking?
a) 45
b) 55
c) 65
d) 80

60. The blocking of goal-directed behavior is
a) frustration.
b) displacement.
c) disarticulation.
d) aggravation.

61. The redirection of aggression to a target other than the source of the frustration is
a) disarticulation.
b) the redirection effect.
c) displacement.
d) the frustration-aggression effect.

62. The perception that one is less well off than others to whom one compares oneself is
a) the social comparison effect.
b) relative deprivation.
c) the adaptation-level effect.
d) relative displacement.

63. The theory that we learn social behavior by observing and imitating is the
a) social learning theory.
b) instrumental learning theory.
c) behavioral learning theory.
d) group learning theory.

64. Which of the following is not conductive to aggression?
a) pain
b) heat
c) cool temperatures
d) crowding

65. In a national survey, what percentage of women reported having been forced by a man to do something sexually?
a) 15
b) 22
c) 29
d) 37
66. When college males were asked if there were any chance they would rape a woman, "if you could be assured that no one would know and that you could in no way be punished," what percentage said there was a slim chance?
   a) 11
   b) 23
   c) 33
   d) 45

67. The real danger of "groupthink" is that it
   a) is contagious.
   b) occurs in cohesive groups.
   c) disrupts coordinated efforts at group problem solving.
   d) leads to a suspension of critical thinking.

68. Sales rates of Hustler and Playboy were positively correlated with state
   a) child abuse rates.
   b) rape rates.
   c) employment rates.
   d) incest rates.

69. What is the ratio of Americans who believe in the following statement? Sexual materials provide an outlet for bottled-up impulses.
   a) 9 to 1
   b) 7 to 1
   c) 5 to 1
   d) 2 to 1

70. Which of the following is true of findings on the catharsis hypothesis?
   a) Catharsis always occurs.
   b) The calming effect of retaliation seems to occur only in very specific circumstances.
   c) The catharsis hypothesis has been well-supported.
   d) The catharsis hypothesis is valid for children but not for adults.

71. A motive to increase another's welfare without conscious regard for one's self-interests is
   a) empathy.
   b) reciprocity.
   c) altruism.
   d) a personality trait.

72. The theory that human interactions are transactions that aim to maximize one's rewards is
   a) social-exchange theory.
   b) social-interaction theory.
   c) reciprocity theory.
   d) social norms theory.

73. A motive to increase one's own welfare is
   a) the illusion of control effect.
   b) achievement motivation.
   c) self-efficacy.
74. According to research by Daniel Batson, altruism may have its basis in feelings of
   a) guilt.
   b) empathy.
   c) sadness.
   d) happiness.

75. An expectation that people will help those who have helped them is
   a) social norm.
   b) social-responsibility norm.
   c) reciprocity norm.
   d) restitution norm.

76. An expectation that people will help those dependent upon them is
   a) social-responsibility norm.
   b) reciprocity norm.
   c) dependent norm.
   d) social norm.

77. The idea that evolution has selected altruism toward one’s close relatives to enhance the
   a) evolutionary altruism.
   b) kin selection.
   c) the close relatives effect.
   d) the mutually shared genes effect.

78. According to the text, one possible reason why people in New York are less helpful is
   a) they have more things to do than people in smaller environs.
   b) reciprocity does not work as well in big cities as in smaller groups.
   c) they feel they are superior to people in smaller environs.
   d) they have not internalized the social responsibility norm.

79. The finding that a person is less likely to help when there are other people around is
   a) the bystander effect.
   b) the
   c) the situational influence effect.
   d) the negative empathy effect.

80. In Latane and Darley’s research involving staging an epileptic seizure, _________
   percent of those who thought they were alone and _________ percent of those who thought
   there were others left the room to seek aid.
   a) 66, 24
   b) 76, 42
   c) 85, 31
   d) 90, 54

81. Researchers had participants working in a room either by themselves or with two
   strangers. When smoke was pumped into the room through a vent, the solitary participant
   a) noticed the smoke quicker than those in groups.
   b) was less likely to act.
c) thought the smoke was a fire.
d) finished the task quickly.

82. Which of the following moods is most likely to motivate altruism?
   a) depression
   b) grief
   c) guilt
   d) anger

83. How individuals are affected by the presence of others is the focus of study in the field of
   a) Sociology.
   b) Social psychology.
   c) Experimental psychology.
   d) Sociobiology

84. When the Titanic sank, ________ percent of the females and ________ percent of the males survived.
   a) 60, 25
   b) 80, 40
   c) 70, 20
   d) 65, 45

85. According to the text, a strategy for gaining a concession is the
   a) overjustification technique.
   b) underjustification technique.
   c) transparency technique.
   d) door-in-the-face technique.

86. From an evolutionary perspective it would be most difficult to explain why
   a) someone risked his life to help a stranger.
   b) someone paid his daughter's hospital bill.
   c) someone risked his life to help his father.
   d) someone risked his life to help his daughter.

87. Calvin asks his mother for ice cream with strawberries and nuts on top. She refuses. He then asks for a cookie, and she grants his request. Calvin has successfully used the
   a) overjustification technique.
   b) foot-in-the-door technique.
   c) door-in-the-face technique.
   d) underjustification technique.

88. Which technique should be taught to children to promote enduring altruistic tendencies?
   a) Offer prizes for the ones that are most helpful during a certain time frame.
   b) Show them Mister Rogers' Neighborhood.
   c) Immediately punish any aggression.
   d) Instill a sense of guilt.

89. According to Alvin Gouldner, a universal moral code is
   a) the norm of social responsibility.
   b) the norm of social contract.
c) the norm of efficacy.
d) the norm of reciprocity.

90. Which is a method to reduce prejudice?
   a) mixed-status contact
   b) mutual exclusivity
   c) groupthink
   d) mutual interdependence

91. An ongoing pattern of life including such things as language, customs and sex roles is called
   a) conformity.
   b) norms.
   c) group cohesion.
   d) culture.

92. A reference group is
   a) one with which a person has face-to-face contact.
   b) any group in which one plays an active role or has membership.
   c) any group outside one's social distance boundaries.
   d) any group whose values and attitudes are seen as relevant to one's own.

93. Studies of conformity indicate that people are more apt to be influenced by others if they
   a) are concerned about the approval of others.
   b) have low needs for certainty and structure.
   c) are in temporary rather than established groups.
   d) are in very large groups.

94. Milgram's shock study showed people to be surprisingly
   a) rebellious.
   b) intelligent.
   c) sexist.
   d) obedient.

95. In his classic studies of conformity, Asch demonstrated that
   a. size of the majority does not influence how many people will conform.
   b. a majority of one produces about as much conformity as a majority of eight.
   c. lack of unanimity greatly reduces the pressure to conform.
   d. obedience to authority was determined by the authority's perceived referent power.

96. Frustration probably encourages aggression because it
   a. triggers genetic mechanisms.
   b. raises arousal levels and sensitivity to cues for aggression.
   c. triggers biological cues for aggression.
   d. relieves tension

97. The organization of roles, patterns of communication, and power in a group defines the group's
   a. status.
   b. structure.
   c. cohesiveness.
   d. norms.
98. The process of changing your behavior to match that of others in a group is
   a. norming.
   b. forming a social contract.
   c. conformity.
   d. standardization.

99. Zimbardo interpreted the results of his simulated prison study as an indication of the
   a. powerful influence of roles on people.
   b. tendency to show compassion to people in need.
   c. weakness of social pressure in some situations.
   d. tendency to displace aggression.

100. The __________ hypothesis states that frustration tends to lead to aggression.
     a. frustration-aggression
     b. biological instinct
     c. social learning
     d. cognitive dissonance
ANSWER KEY

1. b
2. a
3. d
4. b
5. a
6. c
7. b
8. c
9. c
10. a
11. b
12. c
13. c
14. a
15. d
16. b
17. c
18. a
19. a
20. c
21. b
22. a
23. d
24. a
25. c
26. a
27. b
28. d
29. d
30. b
31. c
32. a
33. a
34. c
35. b
36. b
37. b
38. a
39. c
40. a
41. d
42. d
43. b
44. b
45. a
46. c
47. c
48. b
49. a
50. d
51. b
52. C
53. b
54. c
55. a
56. c
57. b
58. d
59. c
60. a
61. c
62. b
63. a
64. c
65. b
66. c
67. a
68. b
69. d
70. b
71. c
72. a
73. d
74. b
75. c
76. a
77. b
78. b
79. a
80. c
81. a
82. c
83. b
84. c
85. d
86. a
87. c
88. b
89. d
90. d
91. d
92. d
93. a
94. d
95. c
96. b
97. b
98. c
99. a
100. a