

Life/Work Experience Examination – Part I

■ Social Psychology

Select the single best answer for each question or statement, then transfer your answers to the scan sheets provided.

1. Socially shared beliefs are widely held ideas and values, which include our assumptions and cultural ideologies. This is a definition of:

____ a. nationality.

____ b. race.

____ c. social representations.

____ d. culture.

2. Another name for the “I-knew-it-all-along phenomenon” is the:

____ a. retrospective bias.

____ b. information bias.

____ c. prediction bias.

____ d. hindsight bias.

3. In order to determine whether or not changing one variable (such as education) will produce changes in another (such as income), one needs to conduct _____ research.

____ a. survey

____ b. correlational

____ c. experimental

____ d. statistical

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4. The illusion that our concealed emotions leak out and can be easily read by others is referred to as the illusion of:
- _____ a. transparency.
 - _____ b. an audience.
 - _____ c. the spotlight.
 - _____ d. the headlight.
5. _____ are mental templates by which we organize our worlds.
- _____ a. Concepts
 - _____ b. Heuristics
 - _____ c. Schemas
 - _____ d. Perspectives
6. Giving priority to the goals of one's group, such as one's family or workplace, and defining one's identity accordingly is called:
- _____ a. cooperation.
 - _____ b. communality.
 - _____ c. collectivism.
 - _____ d. groupthink.

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7. The extent to which we perceive outcomes as a result of our own efforts or as a result of chance refers to:
- _____ a. locus of control.
 - _____ b. self-efficacy.
 - _____ c. self-esteem.
 - _____ d. social comparison.
8. The tendency to overestimate the accuracy of one's beliefs is called the:
- _____ a. perseverance bias.
 - _____ b. fundamental attribution error.
 - _____ c. correspondence bias.
 - _____ d. overconfidence phenomenon.
9. A fellow student is consistently late for class. You assume this is because he is lazy and unorganized. What type of attribution are you making for his behavior?
- _____ a. Motivational
 - _____ b. Dispositional
 - _____ c. Situational
 - _____ d. Illusory

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10. We tend to underestimate the situational determinants of others' behavior but not our own because we observe others from a different perspective than we observe ourselves. This is known as the:
- _____ a. actor-observer difference.
 - _____ b. camera perspective bias.
 - _____ c. changing perspectives trend.
 - _____ d. self-awareness phenomenon.
11. A favorable or unfavorable evaluation reaction toward something or someone is what social psychologists call:
- _____ a. a feeling.
 - _____ b. a cognition.
 - _____ c. an attitude.
 - _____ d. a behavioral tendency.
12. A set of norms that defines how people in a given social position ought to behave is what social psychologists call a(n):
- _____ a. attitude.
 - _____ b. behavior.
 - _____ c. stereotype.
 - _____ d. role.

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13. Which of the following theories assumes that to reduce discomfort, we justify our actions to ourselves?
- _____ a. Self-Presentation Theory
 - _____ b. Self-Consistency Theory
 - _____ c. Cognitive Dissonance Theory
 - _____ d. Self-Perception Theory
14. Rewarding people for doing what they already enjoy may lead them to attribute their action to the reward. This is called:
- _____ a. cognitive dissonance.
 - _____ b. self-perception.
 - _____ c. the overjustification effect.
 - _____ d. the insufficient justification effect
15. Rules for accepted and expected behaviors are called:
- _____ a. values.
 - _____ b. norms.
 - _____ c. attitudes.
 - _____ d. cultural traits.

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16. When faced with stress, women are more likely than men to
- _____ a. flee.
 - _____ b. fight.
 - _____ c. befriend.
 - _____ d. collapse.
17. The Nurture Assumption refers to the belief that:
- _____ a. women are more caring and care-giving than men.
 - _____ b. women are expected to be more caring and care-giving than men.
 - _____ c. the way parents bring up their children governs who their children become.
 - _____ d. the way parents bring up their children has very little to do with who their children become.
18. Conformity that involves both acting and believing in accord with social pressure is called:
- _____ a. obedience.
 - _____ b. compliance.
 - _____ c. conformity.
 - _____ d. acceptance.

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19. The extent to which members of a group are bound together, such as by attraction for one another, is called:
- _____ a. conformity.
 - _____ b. cohesion.
 - _____ c. compliance.
 - _____ d. unanimity.
20. Compared to people in individualistic countries, those in collectivist countries are:
- _____ a. more responsive to others' influence.
 - _____ b. more likely to express psychological reactance.
 - _____ c. more susceptible to the fundamental attribution error.
 - _____ d. more likely to be independent.
21. _____ is the process by which a message induces change in beliefs, attitudes or behaviors.
- _____ a. Compliance
 - _____ b. Persuasion
 - _____ c. Inoculation
 - _____ d. The sleeper effect

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22. What is the effect of a fear-arousing communication?
- _____ a. Fear renders a communication ineffective.
 - _____ b. Generally the more frightened people are, the more they respond.
 - _____ c. Evoking a low level of fear is effective, but producing a high level of fear is not.
 - _____ d. Fear appeals are effective with women but boomerang with men.
23. People with _____ self-esteem are the easiest to influence.
- _____ a. low
 - _____ b. unstable
 - _____ c. high
 - _____ d. moderate
24. The tendency for people to perform simple or well-learned tasks better when others are present is the original meaning of:
- _____ a. the groupthink effect.
 - _____ b. the social facilitation effect.
 - _____ c. social loafing.
 - _____ d. deindividuation.

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25. People are more likely to exhibit social loafing if:
- _____ a. their efforts are not rewarded.
 - _____ b. rewards are divided according to individual effort.
 - _____ c. rewards are divided equally regardless of individual effort.
 - _____ d. they are individually monitored.

Life/Work Experience Examination – Part II

■ Social Psychology

Select the single best answer for each question or statement, then transfer your answers to the scan sheets provided.

1. Groupthink can be defined as:
 - _____ a. a tendency to suppress dissent in the interests of group harmony.
 - _____ b. a tendency to sacrifice group cohesiveness in favor of task orientation and problem focus.
 - _____ c. enhancement of problem-solving capacity as a result of several persons joining together to work on the same problem.
 - _____ d. reduced self-awareness as a result of group immersion and social anonymity.

2. Recent research confirms that prejudiced and stereotyped evaluations:
 - _____ a. are more widespread than formerly believed.
 - _____ b. are higher among females than males.
 - _____ c. are higher among males than females.
 - _____ d. can occur outside of one's conscious awareness.

3. When the cause of our frustration is intimidating or unknown, we often redirect our hostility. This phenomenon is known as:
 - _____ a. discrimination.
 - _____ b. displaced aggression.
 - _____ c. realistic group conflict.
 - _____ d. institutional supports.

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4. When others expect us to perform poorly and our anxiety causes us to confirm their belief, we have reacted to:
- _____ a. a stereotype threat.
 - _____ b. subtyping.
 - _____ c. an outgroup bias.
 - _____ d. ethnocentrism.
5. Studies of hormonal influences on aggression indicate that:
- _____ a. hormonal influences are as strong in humans as they are in lower animals.
 - _____ b. after age 25, testosterone and rates of violent crime decrease together.
 - _____ c. variations in testosterone seem to have no effect on behavior within the normal range of teen boys and adult men.
 - _____ d. higher rates of testosterone are associated with less aggressiveness in males.
6. According to the social learning theory, whether we act aggressively depends on:
- _____ a. the aversive event.
 - _____ b. the anticipated consequences.
 - _____ c. the role of the parent.
 - _____ d. bodily symptoms.

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7. According to Anderson (2003), playing violent video games might have a more toxic effect than watching violent television because:
- _____ a. the players are passive.
 - _____ b. television appears more “real.”
 - _____ c. players play the role of a violent character.
 - _____ d. television violence is not rewarded.
8. One factor that will increase the likelihood that a friendship between two people will develop is:
- _____ a. the degree to which their interests compliment each others.
 - _____ b. how often their paths cross.
 - _____ c. avoiding repetitious exposure.
 - _____ d. gender.
9. The tendency for opposites to mate or marry:
- _____ a. has only been documented among teenage couples.
 - _____ b. has increased in the United States since 1960.
 - _____ c. is just as powerful as the similarity-attraction connection.
 - _____ d. has never been reliably demonstrated.

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10. The advice to continue having romantic dinners, trips to the theatre, and vacations once married would most probably be offered by the:
- _____ a. mere exposure theory.
 - _____ b. triangle theory.
 - _____ c. equity theory.
 - _____ d. reward theory of attraction.
11. The two-factor theory of emotion suggests that passionate love can be increased by:
- _____ a. mere exposure.
 - _____ b. the matching phenomenon.
 - _____ c. secure attachment.
 - _____ d. physical arousal.
12. The affection we feel for those with whom our lives are deeply intertwined is called:
- _____ a. companionate love.
 - _____ b. storge.
 - _____ c. secure attachment.
 - _____ d. committed friendship.

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13. According to the text, which characteristic is NOT true of people who usually stay married?
- _____ a. They married after age 20.
 - _____ b. They cohabited or became pregnant before marriage.
 - _____ c. They are well and similarly educated.
 - _____ d. They live in a small town.
14. A major weakness of the social-exchange theory is that it:
- _____ a. is impossible to test experimentally.
 - _____ b. fails to account for the reciprocal exchange of favors.
 - _____ c. easily degenerates into explaining-by-naming.
 - _____ d. ignores the role of internal self-rewards in motivating altruism.
15. Research on gender and helping norms revealed that:
- _____ a. females offer more help to males.
 - _____ b. males offer to help males and females equally.
 - _____ c. females seek more help.
 - _____ d. both males and females help others equally.

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16. According to the evolutionary theory, genetic selfishness predisposes us to helping based on:
- _____ a. reciprocity.
 - _____ b. social responsibility.
 - _____ c. social justice.
 - _____ d. egoism.
17. In observing people's responses to staged emergencies, Darley and Latané (1970) found that _____ greatly decreased intervention.
- _____ a. social alienation
 - _____ b. a lack of empathy
 - _____ c. the presence of other bystanders
 - _____ d. self-concern
18. Which of the following techniques should elementary schoolteachers use if they hope to promote enduring altruistic tendencies in students?
- _____ a. Show them films of heroes who risked their own welfare to help others.
 - _____ b. Offer a new bicycle to the boy or girl who is most helpful to other students in a two-week period.
 - _____ c. Reprimand and punish any overt aggression.
 - _____ d. Instill a sense of patriotism.

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19. What principle or concept suggests that rewarding people for their helpfulness may, in the long run, undermine their self-motivated altruism?
- _____ a. The door-in-the-face principle
 - _____ b. Moral exclusion
 - _____ c. The overjustification effect
 - _____ d. The insufficient justification effect
20. In the commons dilemma, people often consume more than they realize when:
- _____ a. others take on a cooperative strategy.
 - _____ b. resources are not partitioned.
 - _____ c. the “commons” is divided into equal parts.
 - _____ d. everyone cooperates.
21. According to research, it seems that just knowing about the dire consequences of noncooperation in a social dilemma
- _____ a. is sufficient to convince people to behave cooperatively.
 - _____ b. leads to greater mistrust of others.
 - _____ c. tends to foster greater self-interest and competition.
 - _____ d. has little real effect on people’s behavior.

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22. What do self-serving biases, group polarization, and negative stereotypes have in common?
- _____ a. They illustrate the power of the situation.
 - _____ b. They are potential seeds of misperception.
 - _____ c. They illustrate that we are cognitive misers.
 - _____ d. They negate conflict.
23. A goal that overrides people's differences from one another is called a(n):
- _____ a. superior goal.
 - _____ b. superordinate goal.
 - _____ c. ingroup goal.
 - _____ d. independent goal.
24. Triandis (1994) reported that _____ immigrants felt more comfortable identifying with their ethnicity than _____ immigrants.
- _____ a. grandchildren of; second-generation
 - _____ b. second-generation; grandchildren of
 - _____ c. European; Asian
 - _____ d. Asian; European

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25. _____ occurs when conflicted parties seek an agreement through direct negotiation.
- _____ a. Bargaining
 - _____ b. Amelioration
 - _____ c. Mediation
 - _____ d. Arbitration