

PYC3701

(476583)

May/June 2016

SOCIAL PSYCHOLOGY

Duration 2 Hours

70 Marks

EXAMINERS

FIRST

SECOND

EXTERNAL

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Closed book examination

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This paper consists of 14 pages, instructions for completion of a mark reading sheet, plus 1 sheet for rough work on page 15

After completing your answers, you must hand in the following

- (i) The mark reading sheet
- (ii) The examination paper (All the pages must be handed in)

This examination paper consists of 70 items Your mark will be converted by the computer to a percentage

ENSURE THAT YOU HAVE WRITTEN YOUR STUDENT NUMBER, COURSE CODE AND UNIQUE NUMBER ON THE MARK READING SHEET

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INSTRUCTIONS FOR COMPLETION OF A MARK READING SHEET

Answer the following multiple choice questions on the mark reading sheet

Read the instructions for completing the mark reading sheet **before** answering the questions

Please make sure that you have indicated the correct **UNIQUE PAPER NUMBER** on your mark reading sheet

Use only a **SOFT PENCIL** to answer the questions

Place the completed mark reading sheet in your script

- 1 Thabo is undergoing treatment for depression. His therapist has encouraged him to remember as many details as possible about times when he was not feeling depressed. Thabo is having difficulties remembering a time when he was not depressed. This is probably because of the effects of
 - 1 mood dependent memories
 - 2 information evoked memories
 - 3 inappropriate retrieval cues
 - 4 faulty cognitive processes

- 2 Nandi is in a fairly good mood. Consequently, we should expect her to show a(n) - - - - in her use of - - - -
 - 1 increase, effortful cognitive processing
 - 2 decrease, heuristics
 - 3 increase, thought suppression
 - 4 increase, heuristics

- 3 Simple rules for making complex decisions or drawing inferences are known as
 - 1 schemas
 - 2 automaticity
 - 3 heuristics
 - 4 anchoring and adjustment

- 4 When individuals mentally compare their current outcomes with more favorable possible outcomes, they are engaging in
 - 1 mitigating counterfactuals
 - 2 downward counterfactuals
 - 3 dissatisfaction counterfactuals
 - 4 upward counterfactuals

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- 5 Tracy encounters a member of a certain political group whose views and attributes are inconsistent with (Tracy's) schemas about that group. What is the *most* likely conclusion that Tracy will make?
- 1 Tracy will completely change her schema about the group
 - 2 Tracy will suppress conscious awareness of this conflicting information, but it will exert an influence on her behaviour without her awareness
 - 3 Tracy will not lose confidence in her ability to create schemas
 - 4 Tracy will place this individual into a subtype of those who do not confirm her schema
- 6 Asch (1946) defined *central traits* as those traits that were
- 1 located near the middle of a list of traits
 - 2 crucial in shaping the overall impression of a stranger
 - 3 crucial for making cognitive decisions about the other traits
 - 4 formed by our implicit personality theories
- 7 Which one of the following is *not* an example of a basic channel of nonverbal communication?
- 1 Posture
 - 2 Facial expression
 - 3 Eye contact
 - 4 Talking
- 8 The *fundamental attribution error* refers to our tendency to
- 1 assume that we can do no wrong
 - 2 overestimate the role of situations in causing our own behaviour
 - 3 overestimate the role of situations in causing others' behaviour
 - 4 overestimate the role of dispositions in causing others' behaviour
- 9 The self-defeating pattern of attributions exhibited by many depressed individuals can successfully be treated by therapies that encourage people to
- 1 examine the roots of their depression that can be found in their repressed urges, inner conflicts or traumatic childhood events
 - 2 blame themselves for all negative outcomes and to avoid taking credit for successful outcomes
 - 3 take credit for successful outcomes and to avoid blaming themselves for all negative outcomes
 - 4 view some successes and failures as due to external factors that they can control to some extent
- 10 Our personal beliefs about the way that certain traits occur together are known as
- 1 central trait theories
 - 2 peripheral trait theories
 - 3 conceptual personality theories
 - 4 implicit personality theories

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- 11 Research from the cognitive perspective on impression formation suggests that we form our impressions of other people in part by
- 1 multiplying available information and adding an importance factor that depends on the situation
 - 2 adding discrete pieces of information about them
 - 3 discounting some information if we suspect impression management is a factor in the other person's presentation of themselves
 - 4 averaging available information about them
- 12 Recent research indicates that as we gain more experience with an individual, our impressions of that person are formed primarily from
- 1 exemplars
 - 2 abstractions
 - 3 idiosyncratic behaviours
 - 4 consistency
- 13 People tend to describe themselves in different ways under different circumstances. According to Mendoza-Denton's (2001) research, people who are given prompts that implied a particular social setting tend to describe themselves using - - - - terms
- 1 relationship-based
 - 2 state-like and specific
 - 3 trait-like and global
 - 4 situationally contingent
- 14 Research (Simon, 2004) has noted that linguistic cues can activate certain types of self-concepts. When other people describe us, nouns tend to activate - - - - while adjectives and verbs tend to activate - - - -
- 1 self-centered identities, other-centered identities
 - 2 social identities, personal identities
 - 3 individualistic identities, collectivist identities
 - 4 gender-based identities, cultural-based identities
- 15 Betty and Vera are best friends who are both being treated for depression. Betty has come to believe that Vera's case of depression is much worse than her own case. Consequently, Betty is making a(n) - - - - comparison that will likely - - - - her self-esteem, and cause her to feel - - - -
- 1 downward, increase, increasingly distant from Vera
 - 2 upward, decrease, somewhat distant from Vera
 - 3 upward, increase, just about the same toward Vera
 - 4 downward, increase, closer to Vera
- 16 A readiness to see negative outcomes as due to discrimination is called
- 1 gender-based exclusion
 - 2 prejudice targeting
 - 3 stereotype threat
 - 4 stigma consciousness

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- 17 The *self-evaluation maintenance model* suggests that we will - - - - others who outperform us in an important area
- 1 strongly dislike
 - 2 modify our social identity with
 - 3 move closer to
 - 4 distance ourselves from
- 18 To increase the effectiveness of a message, the communicator (source) should preferably be credible and
- 1 attractive
 - 2 ambiguous
 - 3 short
 - 4 unambiguous
- 19 Research suggests that the certainty of an attitude derives from a(n)
- 1 tension between extremity and the need to follow norms
 - 2 combination of trait stubbornness and perceptions of correctness
 - 3 oversimple clarity generally negatively correlated with actual correctness
 - 4 combination of clarity and perceptions of correctness
- 20 Overall, the relationship between attitudes and behaviour is
- 1 based on personality attributes
 - 2 based on gender
 - 3 almost non-existent
 - 4 reliable, with some exceptions
- 21 Our tendency to evaluate stimuli as negative or positive occurs - - - - we attempt to understand the meaning of the stimuli, this suggests that attitudes reflect a(n) - - - - stage of social thought
- 1 before, early
 - 2 after, late
 - 3 after, early
 - 4 before, late
- 22 The strongest attitudes for an individual are usually acquired through
- 1 peer influence
 - 2 cognitive processes
 - 3 direct experience
 - 4 social learning
- 23 People have a limited capacity to engage their will power in the controlling of their own thinking. This is called
- 1 task orientation
 - 2 attentional focus
 - 3 self-regulation
 - 4 ego management

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- 24 According to the *theory of planned behaviour*, our behavioural intentions are determined in part by our perceptions of whether others will approve or disapprove of the behaviour, our perceptions of our ability to perform the behaviour, and
- 1 our attitudes toward a particular behaviour
 - 2 our perceptions of whether the behaviour is considered appropriate for our situation
 - 3 our perceptions of whether the behaviour will be instrumental in achieving our stated objectives
 - 4 others' perceptions of our motivation for engaging in the particular behaviour
- 25 The social group to which an individual belongs is known as a(n)
- 1 superordinate group
 - 2 social identity group
 - 3 disadvantaged group
 - 4 ingroup
- 26 Mental frameworks for organising and processing social information are known as
- 1 affective states
 - 2 anchoring frameworks
 - 3 schemas
 - 4 heuristics
- 27 Which one of the following individuals is *most* likely to experience information overload? A person who is
- 1 talking on a cell phone while driving a car
 - 2 singing in the shower
 - 3 dancing and talking at a party
 - 4 chatting with his wife while dressing for work
- 28 One way that schemas influence social thought is by
- 1 ensuring that inconsistent information is stored in our memories and retrieved rapidly
 - 2 increasing our cognitive load by activating more information from our long term memory stores
 - 3 activating the availability heuristic and enabling automatic priming
 - 4 acting as a filter to direct our attention towards some information and away from other information
- 29 Schemas affect our use of stored memories by
- 1 making it easier to retrieve information that is consistent with the schema
 - 2 increasing the cognitive load on our reasoning abilities, making it more difficult to search our memories
 - 3 deactivating the anchoring and adjustment process whereby we make social judgments
 - 4 not allowing the use of memories to reduce cognitive load

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- 30 Automatic mental processes have the positive effect of
- 1 focusing on information that may be useful at some future time
 - 2 priming our memories for related situations or events
 - 3 reducing the level of bias in our judgments and decisions
 - 4 reducing the effort needed for understanding the social world
- 31 In thinking about a major assignment that is due in one week, Jacey focuses on the tasks to be accomplished and how she thinks she will approach each task. She does not spend much time thinking about how long similar tasks have taken her in the past. As a result, Jacey is likely to underestimate the amount of time needed for the assignment. This is probably because Jacey has
- 1 fallen prey to the negativity bias
 - 2 activated an inappropriate schema
 - 3 engaged in magical thinking
 - 4 entered a planning or narrative mode of thought
- 32 The tendency to imagine outcomes in a situation other than what actually occurred is known as
- 1 counterfactual thinking
 - 2 reminiscence thinking
 - 3 mitigation thinking
 - 4 counterintuitive thinking
- 33 Group polarisation involves the tendency of
- 1 some group members to shift from one extreme position to another, depending on the views of the group's leadership
 - 2 group members to shift toward more extreme positions than those they initially held as a result of group discussion
 - 3 groups to attract members who initially agree with the group's position, and then to take that agreement to extreme levels
 - 4 some individuals to take a charismatic leadership position within a group
- 34 Jason has been told that he should make sure to shake hands with the interviewer when he goes for a job interview, and that this handshake should be firm, vigorous, and last a long time. According to research (Chaplin et al., 2000), if Jason follows this advice, the interviewer may think that Jason is
- 1 slightly disagreeable but very outgoing
 - 2 outgoing and willing to try new things
 - 3 a bit neurotic and somewhat outgoing
 - 4 attempting to ingratiate himself with the interviewer

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- 35 An example of interchannel discrepancy during deception would be
- 1 blinking very often
 - 2 showing one expression quickly followed by another
 - 3 smiling more frequently and broadly than would be expected in a given situation
 - 4 managing one's facial expressions well while not making much eye contact
- 36 Which statement *best* describes the attribution process? The process by which we
- 1 seek to understand the causes of the behaviour of others and ourselves
 - 2 focus attention inward for reflection
 - 3 combine information about others into unified impressions of them
 - 4 attempt to shift blame away from ourselves
- 37 Jen and all of her friends are afraid of her neighbour's dog. However, Jen is not afraid of any other dog. The attribution that follows from this information is
- 1 a mixed one (Jen's behaviour stems from internal and external causes)
 - 2 impossible to be determined based on the information given
 - 3 an external one (about the dog)
 - 4 an internal one (about Jen)
- 38 Our tendency to perceive the actions of others as caused by their dispositions or personality rather than perceiving the cause of their actions as the situation they are in, is known as
- 1 a self-serving bias
 - 2 perceptual salience
 - 3 correspondence bias
 - 4 the actor-observer effect
- 39 Early research conducted by Solomon Asch suggests the presence of central traits, which are
- 1 relatively unimportant characteristics that interact with each other to determine our overall impression of another person
 - 2 clusters of traits that we use to try to understand and explain the behaviour of another person
 - 3 traits that strongly encourage the self-serving bias
 - 4 traits that strongly colour the way we interpret other aspects of another person
- 40 Mike is applying for a job in advertising. While he is out to dinner with the interviewer, Mike pulls out and lights an expensive cigar and offers one to the interviewer. Mike is using the tactic of - - - - to increase his chances of getting the job
- 1 self-enhancement
 - 2 induction
 - 3 other-enhancement
 - 4 sublimation

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- 41 - - - - consists of the efforts individuals make to create favorable first impressions on others
- 1 The augmenting principle
 - 2 Distinctiveness
 - 3 Impression management
 - 4 Impression formation
- 42 As players on a "social stage," we may wish to emphasise some personal aspect to others, as well as to ourselves. This is called
- 1 ingratiation
 - 2 self-promotion
 - 3 self-aggrandisement
 - 4 self-efficacy
- 43 The personal-social identity continuum recognises that we
- 1 see ourselves as being more consistent across situations than we really are
 - 2 can see ourselves differently, depending on circumstances
 - 3 are part of a number of different social groups
 - 4 see ourselves primarily as individuals
- 44 Research (Dijksterhuis, 2004) has shown that subliminal presentations of "I" or "me" with positive trait terms such as "nice" or "smart" will - - - - implicit self-esteem and prevent - - - - when negative false feedback is given later
- 1 reduce, increases to self-esteem
 - 2 reduce, reductions to self-esteem
 - 3 increase, increases to self-esteem
 - 4 increase, reductions to self-esteem
- 45 According to social comparison theory, we are most likely to compare our abilities to those of another person when
- 1 there is no objective measure to judge ourselves by
 - 2 the other that we are comparing ourselves to belongs to a different group
 - 3 available objective measures may result in decreased self-esteem
 - 4 available subjective measures may result in increased self-esteem
- 46 Recent research has demonstrated that women will frequently perform worse in a mathematics test when men are present than when the same test is administered to a female-only group. This finding illustrates
- 1 gender differences in math abilities
 - 2 stereotype threat
 - 3 stereotype anxiety
 - 4 performance uplift

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- 47 Jackson is a former member of a street gang. He has recently started attending classes at a local community college, has made new friends who don't know about his former gang membership, and is spending time with a girl from an upper-middle-class background. Jackson heard his new friends and his girlfriend make several snide comments about gang members shortly before he took a test in one of the classes he shares with his new friends. In the light of the stereotype threat idea, this situation may cause Jackson to
- 1 perform better on the test than he otherwise might have
 - 2 perform worse on the test than he otherwise might have
 - 3 drop out of college and return to his old street life
 - 4 become prejudiced against his new friends and his girlfriend
- 48 Thandi expresses indignation about illegal immigrants to one group of friends, but advocates for amnesty to another group. This is possible for her because
- 1 she has no substantive attitude towards illegal immigrants
 - 2 she is rewarded in one group for the former attitude and rewarded for the latter in the other group
 - 3 she measures low on self-monitoring, a stable trait
 - 4 members of the two groups never talk to each other
- 49 Having not met any members of a new social group, you hear a person expressing negative views regarding that group. Your attitude toward the new group would most likely not be influenced by hearing this negative message if
- 1 you like the person expressing the view, but believe his or her view to be unsubstantiated
 - 2 you do not expect to be meeting any members of the new social group in the near future
 - 3 the person expressing the attitude is someone you dislike and is dissimilar to yourself
 - 4 you are generally oriented toward taking contrarian views
- 50 The idea that physiological arousal produced in one situation can persist and intensify emotional responses in a different situation is known as the - - - - -
- 1 excitation transfer theory
 - 2 frustration-aggression hypothesis
 - 3 catharsis hypothesis
 - 4 provocation theory
- 51 After playing a particularly violent video game for a few hours, Oscar became involved in a heated discussion with his roommate. When his roommate suddenly stood up to go to another room, thereby ending the discussion, Oscar believed that his roommate was about to attack him. The misinterpretation of his roommate's actions is probably due to - - - - -
- 1 a Type A behaviour
 - 2 an incompatible response
 - 3 a hostile expectation bias
 - 4 a Type B behaviour pattern

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- 52 One result of desensitisation to violence is that individuals who are desensitised to violence are likely to be - - - - -
- 1 more aggressive to others
 - 2 respond less quickly to aggressive situations
 - 3 have weakened reactions to violence
 - 4 react peacefully when things turn violent
- 53 Victims who are bullied repeatedly and brutally may react by - - - - -
- 1 pleading with their peers to help them to end the bullying
 - 2 reporting the problem to the police
 - 3 committing suicide
 - 4 lashing out at the parents of the bullies
- 54 Seeking revenge may harm both the one seeking revenge and the one against whom vengeful actions are taken This is because - - - - -
- 1 seeking revenge may lead to an increase in hostile attributional bias
 - 2 revenge limits the kinds of cognitive processes a person can use while seeking revenge
 - 3 seeking revenge is generally considered unethical in most societies
 - 4 revenge may lead to an upward spiral of retaliation, and further retaliation
- 55 The primary strategy for survival among humans is - - - - -
- 1 interdependence
 - 2 genetic programming
 - 3 group sharing
 - 4 group cooperation
- 56 When it comes to decisions, Ilene thinks she is bolder than her coworkers In a recent meeting, she discovered that other workers in the office favored even bolder decisions As a result, Ilene shifted toward an even bolder position herself The process underlying Ilene's change is
- 1 groupthink
 - 2 a lack of understanding about the content of the decisions
 - 3 evaluation apprehension
 - 4 social comparison
- 57 If it is shared by several people, the task of pushing a stalled car is a(n) - - - - -
- 1 deindividualizing task
 - 2 additive task
 - 3 multiplicative task
 - 4 interactional task

[TURN OVER]

- 58 Social loafing is - - - - -
- 1 an increase in motivation and effort when individuals work collectively in a group
 - 2 avoided when individual-level accountability for group performance is absent
 - 3 a reduction in motivation and effort when individuals work collectively in a group
 - 4 a reward for being part of a highly cohesive group
- 59 Paul, Sarah, Deborah, and George are working on a research paper for their social psychology class. They can reduce social loafing by - - - - -
- 1 ensuring that each member of the group can do the work that is being done by other team members
 - 2 having each team member initial the parts of the paper she or he completed
 - 3 emphasizing the group nature of the project, and encourage a relaxed cooperative approach to the task
 - 4 discussing the issue of social facilitation before working on the paper
- 60 A common factor that increases the likelihood of helping behaviour irrespective of the bystander's emotional state is a(n)
- 1 sense of independence and control
 - 2 feeling of being personally responsible for one's own mood
 - 3 sense of power
 - 4 unambiguous need for help
- 61 Tshepi is the senior administrative assistant for a mid-level manager at a large research organisation. She is generally supportive of the coworkers in her department, but she strongly dislikes one particular person. She frequently points out this person's faults to her supervisor and never misses an opportunity to report on any negative comments this person may make about the workplace or other employees. As a workplace expression of hostility, Tshepi's behaviour is best characterised as
- 1 obstructionism
 - 2 overt aggression
 - 3 incivility
 - 4 hostile aggression
- 62 Programs that are intended to reduce bullying in schools or in prisons
- 1 are rarely effective in any but the most unusual set of circumstances
 - 2 are more effective in collectivist societies than they are in individualistic societies
 - 3 can be effective if bullying is recognised as a serious problem and organisations take strong and appropriate steps to correct it
 - 4 can be effective if a 12-step program is used as the basis for treating the problem

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- 63 Research indicates that there is a relationship between temperature and aggression. As temperatures increase
- 1 violent crimes, such as aggravated assault and homicide, also increase
 - 2 nonviolent crimes, such as burglary and car theft, also increase
 - 3 nonviolent crimes, such as burglary and car theft, decrease
 - 4 crimes such as rape at first increase, then decrease
- 64 Exposure to media violence may increase the likelihood of aggressive behaviour because it creates
- 1 a desire for direct action
 - 2 Type A behaviour patterns
 - 3 displaced aggression
 - 4 a hostile expectation bias
- 65 Narcissism refers to holding a(n)
- 1 inflated view of another person's virtues or accomplishments
 - 2 deflated view of one's own virtues or accomplishments
 - 3 deflated view of another person's virtues or accomplishments
 - 4 inflated view of one's own virtues or accomplishments
- 66 Thanatos is
- 1 the basis underlying drive theories of aggression
 - 2 Baron's idea that evolution is one of several causes of human aggression
 - 3 Hilton's idea that males aggress against other males but less so against females
 - 4 Freud's idea of a death wish that becomes redirected towards others as aggression
- 67 Giving up the desire to punish others who have hurt us and seeking to act in helpful ways toward them is
- 1 catharsis
 - 2 forgiveness
 - 3 frustration of aggression
 - 4 misguided social facilitation
- 68 James and William are discussing the last presidential election. James, a DA member, has made some very negative comments about how the ANC conducted their campaign. William told James to tone it down, but this seems to encourage James to make even more negative comments. Eventually, William pushes James away and starts to throw a punch. This situation might be best seen as a case of - - - -
- 1 bullying
 - 2 catharsis
 - 3 instrumental aggression
 - 4 provocation

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- 69 George has been asked to join a *secret society* at his university. This group's initiation rituals are quite severe and somewhat dangerous. In addition, members tend to identify strongly with the group. If George decides to join, he can expect that
- 1 members tend to belong to the group for a while, then drift away
 - 2 higher-status members tend to break away from the group more easily than do low-status members
 - 3 members are very unlikely to leave the group after they have joined
 - 4 members tend to leave the group shortly after being initiated as members
- 70 People whose motivation to join a particular high-status group is primarily for self-enhancement tend to have - - - - than those whose primary motivation is for self-transcendence
- 1 weaker deindividuation within the group
 - 2 greater deindividuation within the group
 - 3 more group polarisation tendencies
 - 4 stronger identification with the group

TOTAL: [70]

DID YOU WRITE YOUR STUDENT NUMBER, COURSE CODE AND UNIQUE NUMBER ON THE MARK READING SHEET?

PART 1 (GENERAL/ALGEMEEN) DEEL 1-

STUDY UNIT e.g. PSY100-X
 STUDIE-EENHEID by PSY100-X

1

PAPER NUMBER
 VRAESTELNOMMER **2**

INITIALS AND SURNAME
 VOORLETTERS EN VAN **3**

DATE OF EXAMINATION
 DATUM VAN EKSAMEN **4**

EXAMINATION CENTRE (E.G. PRETORIA)
 EKSAMENSENTRUM (BY PRETORIA) **5**

STUDENT NUMBER
 STUDENTENOMMER **6**

7

UNIQUE PAPER NO.
 UNIEKE VRAESTELNR **8**

9

For use by examination invigilator
 Vir gebruik deur eksamenopsiener

IMPORTANT

- 1 USE ONLY AN HB PENCIL TO COMPLETE THIS SHEET
- 2 MARK LIKE THIS
- 3 CHECK THAT YOUR INITIALS AND SURNAME HAS BEEN FILLED IN CORRECTLY
- 4 ENTER YOUR STUDENT NUMBER FROM LEFT TO RIGHT
- 5 CHECK THAT YOUR STUDENT NUMBER HAS BEEN FILLED IN CORRECTLY
- 6 CHECK THAT THE UNIQUE NUMBER HAS BEEN FILLED IN CORRECTLY
- 7 CHECK THAT ONLY ONE ANSWER PER QUESTION HAS BEEN MARKED
- 8 DO NOT FOLD

BELANGRIK

- 1 GEBRUIK SLEGS 'N HB POTLOOD OM HIERDIE BLAD TE VOLTOOI
- 2 MERK AS VOLG
- 3 KONTROLEER DAT U VOORLETTERS EN VAN REG INGEVUL IS
- 4 VUL U STUDENTENOMMER VAN LINKS NA REGS IN
- 5 KONTROLEER DAT U DIT KORREKTE STUDENTNOMMER VERSTREK HET
- 6 KONTROLEER DAT DIE UNIEKE NOMMER REG INGEVUL IS
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PART 2 (ANSWERS/ANTWOORDE) DEEL 2

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Specimen only