

PYC3701 Q&A 2011-2016

This document contains the questions and answers from the following Unisa exams and assignments:

Exam May/June 2011 & Oct/Nov 2011

Exam May/June 2012 & Oct/Nov 2012

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Exam May/June 2014 & Oct/Nov 2014

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Assignment 1 & 2 – 2015

Assignment 1 & 2 – 2016

PYC3701

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May/June 2011

SOCIAL PSYCHOLOGY (PSYCHOLOGY)

- 1 Siphso gets on an elevator in an office building, along with three others. All passengers face front, except a woman, who continues to stand facing the back of the elevator all the way to the 21st floor. The most likely reason for Siphso's discomfort for this is that
- 1 he thinks it is an attempt by the woman to change the elevator-riding "tradition" in the building
 - 2 he assumes it is some sort of feminist rebelliousness
 - 3 the behaviour is a contradiction of Siphso's elevator-riding schema
 - 4 he believes the woman may have a vision or other problem

Answer: 3

- 2 The academic performance of certain students dramatically improved when teachers were led to believe that those students were intellectually gifted, regardless of the true ability levels of the students. This result shows the importance of
- 1 schemas and self-fulfilling prophecies
 - 2 information overload
 - 3 the in-group phenomenon
 - 4 information processing and base rates

Answer: 1

- 3 High levels of stress and multiple, competing demands for our attention and abilities can reduce our mental processing capacity. These situations can lead to
- 1 cognitive withdrawal
 - 2 information overload
 - 3 perseverance effect
 - 4 schema development

Answer: 2

- 4 Heuristics exert a strong influence on our thinking because they
- 1 activate critical brain structures such as the amygdala
 - 2 reduce the mental effort needed to make judgments and decisions
 - 3 are effortful processes that require an expenditure of mental energy
 - 4 rely on our internal personal biases and unknown prejudices

Answer: 2

- 5 The frequency with which a given event or pattern occurs in the population is its
- 1 representativeness
 - 2 recency effect
 - 3 base rate
 - 4 frequency ratio

Answer: 3

- 6 When making judgments that involve factual information, we tend to rely on
- 1 the amount of relevant information we can recall
 - 2 the ease with which we can recall relevant information
 - 3 automatic processing of factual information
 - 4 our feelings regarding the topic

Answer: 1

- 7 The relatively effortful and conscious processing of social information is known as
- 1 automatic processing
 - 2 heuristic processing
 - 3 controlled processing
 - 4 perseverance processing

Answer: 3

- 8 Thandi and Ntombi are members of a girls' basketball team who are responsible for helping to organise fundraising efforts for their team. Thandi is extremely motivated to complete this task, in contrast, Ntombi only shows a mild interest in completing the required task. Which one of the following statements *best* summarises the likelihood that Thandi and Ntombi will complete their tasks?
- 1 Thandi's motivation will probably cause her to become overly optimistic which, in turn, will cause her to not complete the task at all, Ntombi's lack of motivation will likely cause her to complete the task, surprising even herself
 - 2 Thandi will definitely complete the task in a prompt manner due to her high level of motivation, Ntombi might not complete the task at all due to her lack of motivation
 - 3 Thandi's motivation will probably cause her to become overly optimistic which, in turn, will cause her to not complete the task at all, similarly, Ntombi might not complete the task at all due to her lack of motivation
 - 4 Thandi's motivation will likely cause her to predict that she will finish her task quickly, however, this will have no effect on whether she actually completes her task quicker than Ntombi

Answer: 4

- 9 When people engage in thought suppression, two processes are involved. The operating process involves
- 1 reducing the effects of the rebound effect
 - 2 producing a reactance response in people
 - 3 searching for evidence that unwanted thoughts are about to intrude
 - 4 deliberate and effortful attempts to distract oneself with other thoughts or activities

Answer: 4

- 10 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

Answer: 4

- 11 We tend to remember facts and other information better when we are in the same mood as we were in when we learned the information. This is known as
- 1 affective state determined retrieval
 - 2 affect-cognition feedback
 - 3 the mood congruence effect
 - 4 mood dependent memory

Answer: 4

- 12 In general, we ----- in our detection of deception
- 1 don't perceive others as being trustworthy
 - 2 do only a little better than chance
 - 3 feel the need to be polite
 - 4 often confront people directly

Answer: 2

- 13 Which statement *best* describes the attribution process? The process by which we
- 1 attempt to shift blame away from ourselves
 - 2 focus attention inward for reflection
 - 3 combine information about others into unified impressions of them
 - 4 seek to understand the causes of the behaviour of others and ourselves

Answer: 4

- 14 The theory of ----- describes how we use others' behaviour as a basis for inferring their stable dispositions
- 1 attributional inference
 - 2 implicit personality
 - 3 causal attribution
 - 4 correspondent inference

Answer: 4

- 15 Early research conducted by Solomon Asch suggests the presence of central traits, which are
- 1 traits that strongly colour the way we interpret other aspects of another person
 - 2 relatively unimportant characteristics that interact with each other to determine our overall impression of another person
 - 3 clusters of traits that we use to try to understand and explain the behaviour of another person
 - 4 traits that strongly encourage the self-serving bias

Answer: 1

- 16 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

Answer: 4

- 17 Members of collectivistic cultures are more likely to recognise more of the situational determinants of behaviour than are members of individualistic cultures. As a result, members of collectivist societies are
- 1 able to avoid the fundamental attribution error completely
 - 2 a great deal more likely to make the fundamental attribution error
 - 3 somewhat more likely to make the fundamental attribution error
 - 4 somewhat less likely to make the fundamental attribution error

Answer: 4

- 18 Impression formation is the process by which
- 1 we regulate our own behaviour in order to achieve a particular goal
 - 2 particular facial expressions are used by particularly effective public speakers
 - 3 we form impressions of others
 - 4 implicit personality theories are recognised

Answer: 3

- 19 The rejection of in-group members who threaten the positive image of the group is, according to the textbook, known as
- 1 social comparison theory
 - 2 the black sheep effect
 - 3 the rejective-disjunctive effect
 - 4 group monitoring

Answer: 2

- 20 Tshepo was listening as a friend described him to someone else on the telephone. His friend's description included "friendly, tall, active" and similar terms. As a result, Tshepo is now probably thinking of himself in terms of
- 1 intergroup comparisons
 - 2 intragroup comparisons
 - 3 individualistic relationships
 - 4 collectivist relationships

Answer: 2

- 21 Recent 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

Answer: 2

- 22 Sylvia, a foreign-exchange student from China, rarely takes credit for her achievements in school, preferring to say that her accomplishments are due to her very good teachers. She usually explains her failures as being caused by her own faults. This reflects the importance of _____.
- 1 cultural differences in the self-serving bias
 - 2 personal resistance to the above average effect
 - 3 the self-effacing bias
 - 4 the negative influence of an overly high self-esteem

Answer: 1

- 23 A form of social learning that occurs when responses to a particular stimulus lead to positive outcomes or allow the person to avoid negative outcomes is called _____.
- 1 observational learning
 - 2 social outcomes learning
 - 3 instrumental conditioning
 - 4 the zone of proximal development

Answer: 3

- 24 Palesa feels somewhat ambivalent about premarital sex. However, most of her friends seem to be unambiguously in favour of sexual activity before marriage. As a result, in a recent group discussion in her health class, Palesa expressed fairly strong opinions in favour of premarital sex, and avoided voicing her real concerns about the topic. Palesa's actions are most likely due to _____.
- 1 peer pressure
 - 2 impression motivation
 - 3 attitude accessibility
 - 4 pluralistic ignorance

Answer: 4

- 25 According to the theory of planned behaviour, our behavioural intentions are partially determined by our attitudes toward a particular behaviour, our perceptions of our ability to perform the behaviour, and _____.
- 1 others' perceptions of whether we have the ability to perform the behaviour adequately
 - 2 others' perceptions of our motivation for engaging in the particular behaviour
 - 3 our perceptions of whether others will approve or disapprove of the behaviour
 - 4 our perceptions of whether the behaviour will be instrumental in achieving our stated objectives

Answer: 3

- 26 Efforts to change our attitudes by using different kinds of messages are known as _____.
- 1 subliminal conditioning
 - 2 hypocrisy
 - 3 persuasion
 - 4 intentions

Answer: 3

- 27 An advertising company has been hired by the Department of Health to produce TV commercials to increase awareness of breast cancer in males. Advertising executives are considering three different commercials. The first features a film of actual patients who describe the pain they experienced from the disease. The second focuses on medical doctors discussing early detection strategies and treatment options. The third shows grieving family members surrounding a grave. Which is likely to be more effective at changing men's behaviour?
- 1 The first, focusing on actual patients and their negative outcomes
 - 2 The third, focusing on the ultimate outcome of ignoring the potential problem
 - 3 The second, focusing on specific information that will reduce fear
 - 4 None of these will be effective

Answer: 3

- 28 A social group that is perceived to be a threat to the high-status group is frequently characterized as _____ and _____.
- 1 low in emotional stability, high in self-confidence
 - 2 high in friendliness, high in accomplishment
 - 3 low in warmth, high in competence
 - 4 high in warmth, low in competence

Answer: 3

- 29 The tendency to divide the social world into separate groups, including our in-group and a number of different out-groups is known as _____.
- 1 social categorisation
 - 2 in-group differentiation
 - 3 social identity formation
 - 4 contact hypothesis

Answer: 1

- 30 Encouraging majority members to think about the advantages they have enjoyed as a result of their majority status increases their _____ which, in turn _____ racism.
- 1 individual guilt, reduces
 - 2 collective guilt, reduces
 - 3 collective guilt, increases
 - 4 individual guilt, increases

Answer: 2

- 31 The idea that prejudice is caused by direct competition between social groups for scarce resources is known as _____.
- 1 contact hypothesis
 - 2 superordinate goals theory
 - 3 realistic conflict theory
 - 4 social identity theory

Answer: 3

- 32 Individuals who are in stressful situations frequently experience an increase in their need to affiliate with others in a similar situation. This may be because
1. affiliation with others in similar situations may increase our sense of isolation
 2. such affiliations may provide us with improved coping strategies
 3. such affiliations provide opportunities for social comparisons
 4. affiliation with others in similar situations may increase our sense of belonging

Answer: 3

33 Which of the following professionals are most likely to utilise what is known about pre-work?

- 1 Biologists
- 2 Architects
- 3 Attorneys
- 4 Medical doctors

Answer: 2

34 According to Zajonc (2001), repeated encounters with a stranger generally allows --- and --- to increase

- 1 positive emotions, feelings of familiarity
- 2 beneficial consequences, harmful consequences
- 3 negative emotions, positive emotions
- 4 feelings of familiarity, feelings of uncertainty

Answer: 3

35 Physical attractiveness, according to the textbook, is

- 1 adjudged based on precise cues that are not easy to identify
- 2 characteristics that are evaluated as beautiful/handsome only
- 3 not at all influenced by our prior learning experiences
- 4 generally unrelated to grades, evaluations, or other external measures of capab

Answer: 2

36 Suppose a present day mayoral candidate by the name of Jan van der Merwe is generally viewed as attractive and is taller than his male opponent. Which one of the following factors may be viewed as a negative factor by many voters?

- 1 Sympathy for his less attractive opponent
- 2 Envy (particularly from men) of his attractiveness
- 3 His ethnic name
- 4 Distraction from his qualifications by his attractiveness

Answer: 3

- 37 The research finding that people tend to respond positively to indications that another person shares their attitudes, beliefs, and interests while they respond negatively to indications that another person differs from them in terms of attitudes, beliefs, and interests is known as the
- 1 proportion of similarity
 - 2 similarity-dissimilarity effect
 - 3 repeated exposure effect
 - 4 affect-centered model

Answer: 2

- 38 On the basis of the proportion of similar attitudes, the person we would like the *most* would be the one with
- 1 12 similar attitudes and 20 dissimilar attitudes
 - 2 10 similar attitudes and 10 dissimilar attitudes
 - 3 9 similar attitudes and 8 dissimilar attitudes
 - 4 20 similar attitudes and 4 dissimilar attitudes

Answer: 4

- 39 Lerato tells her friend, Sizakele, "Didn't you hear that eating lots of garlic is good for you?" If Sizakele then changes her eating habits to include a lot of garlic, it would be due to
- 1 peer pressure
 - 2 symbolic social influence
 - 3 informational social influence
 - 4 normative social influence

Answer: 3

- 40 Siphso and Lebo just bought a house, and moved into a new, upscale neighborhood. One of their friends, who lives down the street from them, has installed a hot tub in her rock garden, and has pointed out all the advantages of having one. Siphso and Lebo are debating whether to install a rock garden with a hot tub in their new home. Their decision may be strongly influenced by the
- 1 normative focus influence of their friend
 - 2 normative social influence of their friend
 - 3 informational social influence of their friend
 - 4 individuation influence of their friend

Answer: 3

- 41 A minority group that wants to influence the majority must be consistent in their opposition to majority opinion, avoid appearing rigid and dogmatic, and
- 1 display greater concern for being part of the majority
 - 2 explain how their beliefs apply in ambiguous and complex social situations
 - 3 consider the general social context when formulating its arguments for change
 - 4 use tactics that command the attention of majority members

Answer: 3

- 42 One technique used for seeking compliance from others involves making a small request first, then making a larger request that is actually desired after compliance with the smaller request has been obtained. This is known as
- 1 the door-in-the-face technique
 - 2 the lowball procedure
 - 3 the foot-in-the-door technique
 - 4 ingratiation

Answer: 3

- 43 One way in which symbolic social influence may work is by allowing the psychological presence of others to trigger goals with which the other persons are associated. This may, in turn, influence our
- 1 desire to impress these people and our impression-management behaviours
 - 2 performance on tasks and our commitment to reaching these goals
 - 3 liking for these persons and our willingness to exert effort on their behalf
 - 4 cognitions about our behaviours and activate heuristic thinking

Answer: 2

- 44 One reason that people are willing to obey persons in authority who order them to engage in destructive behaviours is that
- 1 authority figures are selected on the basis of their superior knowledge and understanding in most situations
 - 2 the authority figure relieves those who obey of responsibility for their actions
 - 3 the authority figure represents a significant threat to those who do not obey
 - 4 the authority figure may inadvertently stimulate heuristic mental processes that limit our ability to think about what we are doing

Answer: 2

- 45 Lunga volunteers at a homeless shelter two days a month. She finds that she looks forward to her volunteer days because she feels good when helping others. Her mood is elevated before she reaches the shelter and for a few days afterwards. This situation best represents the
1. implicit bystander effect
 2. altruistic personality
 3. empathy-altruism hypothesis
 4. empathic joy hypothesis

Answer: 4

- 46 A bystander may ultimately decide not to help when confronted with an emergency situation if the
- 1 bystander fears potential negative consequences for trying to help
 - 2 person who needs help has the same facial expression as the bystander
 - 3 bystander was in a particularly positive mood before encountering the emergency
 - 4 bystander believes the person who needs help is not responsible for the situation

Answer: 1

- 47 Empathic responses to the needs of others are more common in children who have
- 1 a secure attachment style
 2. emotionally cold, distant mothers
 - 3 families that avoid discussion of emotions
 - 4 fathers who use anger to control their children's behaviour.

Answer: 1

- 48 Receiving help can cause a negative emotional response if the
- 1 recipient does not feel worthy of the help being given
 - 2 recipient has a high level of self-esteem
 - 3 helper and recipient are somehow similar
 - 4 helper feels incompetent

Answer: 3

49 Volunteers who continue their volunteer work for more than two years tend to be motivated by the need to

- 1 strengthen social relationships and to gain career-related experiences
- 2 gain career-relevant experience and to strengthen social relationships
- 3 reduce negative feelings, such as guilt, and to exercise skills that are often unused
- 4 gain understanding and enhance their own self-esteem

Answer: 4

50 Volunteerism is likely to be maintained if the major motivational element is

- 1 due to interpersonal influence
- 2 not self-centered
- 3 self-enhancement
- 4 protective

Answer: 3

51 According to Bandura's social learning perspective, people learn

- 1 that some groups encourage aggression against their members
- 2 different ways of inflicting harm on others and what situations tolerate or encourage aggressive behaviour
- 3 that aggressive behaviours are always punished in the long run, but rewarded in the short run
- 4 that aggressive behaviours are always rewarded with desirable outcomes

Answer: 2

52 Lefa always feels like he's pressed for time. As a result, he's chronically in a hurry. He is competitive with others, feeling a strong need to "prove himself" and win at everything he tries. He also tends to be somewhat irritable and aggressively impatient with those who move more slowly than he does or who get in his way. Lefa probably has a

- 1 Type A personality
- 2 Type B personality
- 3 holistic approach to aggression
- 4 hostile attributional bias

Answer: 1

53 One common form of aggressive workplace behaviour is based on an effort to impede someone's job performance. This type of workplace aggression is known as

- 1 cathartic aggression
- 2 expressions of hostility
3. overt aggression
- 4 obstructionism

Answer: 4

54 Tshepi is the senior administrative assistant for a mid-level manager at a large research organization. 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

Answer: 4

- 55 In collectivist cultures, people tend to work harder when in a group than they do when alone because
- 1 individual accomplishment is often more highly valued than the collective good
 - 2 the collective good is more highly valued than individual accomplishment
 - 3 men are more likely to be part of a work team
 - 4 women are more likely to be part of a work team

Answer: 2

- 56 People whose motivation to join a particular high-status group is primarily self-enhancement tend to have a ----- than are those whose primary motivation is self-transcendence
- 1 weaker deindividuation within the group
 - 2 stronger identification with the group
 - 3 greater deindividuation within the group
 - 4 weaker identification with the group

Answer: 2

- 57 Group members who identify with the group frequently redefine part of their self-concept to include the group, effectively creating a(n)
- 1 ambiguous self-concept
 - 2 dysfunctional self-concept
 - 3 limited self-concept
 - 4 extended self-concept

Answer: 4

- 58 When individuals are part of a large crowd, they tend to
- 1 become increasingly aware of their individuality
 - 2 act as if they were in a much smaller group
 - 3 lose their individuality
 - 4 do the same things they do when alone

Answer: 3

- 59 Procedural justice involves individuals' judgments
- 1 about whether the rewards they receive are proportionate to the contributions they have made
 - 2 about whether the rewards they receive are the same as the rewards received by other group members
 - 3 about the individuals who decide which group members receive rewards and the ways in which those rewards are presented
 - 4 concerning the fairness of the procedures used to distribute available rewards among group members

Answer: 4

- 60 A competitive orientation towards social dilemmas involves a preference for
- 1 ensuring that an individual's own outcomes are at least equal to those of other individuals involved in the dilemma
 - 2 ensuring that an individual's own outcomes are superior to those of other individuals involved in the dilemma
 - 3 maximising the joint outcomes received by all individuals involved in the dilemma
 - 4 maximising an individual's own outcomes in the dilemma

Answer: 2

- 61 Leaders who direct their groups by rewarding group members for desired behaviour and by taking action to correct mistakes are
- 1 initiating structure leaders
 - 2 consideration leaders
 - 3 transactional leaders
 - 4 regulatory focus leaders

Answer: 3

- 62 Based on recent research (Cohen et al , 1998), people who are exposed to a rhinovirus (one that causes the common cold) are more likely to develop a cold if they have
- 1 remained relatively unstressed during the previous year
 - 2 recently experienced chronic stress
 - 3 at least one family member with a chronic disease
 - 4 at least one family member with an acute bacterial infection

Answer: 2

- 63 Some prosocial behaviour at work can be categorised as altruism, which is
- 1 helping others to perform their jobs
 - 2 participating in and showing concern for the "life" of the organisation
 3. showing a willingness to tolerate unfavorable conditions without complaining
 - 4 making efforts to prevent interpersonal problems with others

Answer: 1

- 64 In Bomman's (2008) South African study over a seven-year period she eventually concluded that
- 1 Indian respondents do not really identify strongly with their ingroup
 2. Afrikaans-speaking white respondents strongly identify with the Afrikaans-speaking coloured community
 - 3 English-speaking white respondents strongly identify with the English-speaking coloured community
 - 4 race and identity still play an important role in the construction of South African social identities

Answer: 4

- 65 In a South African *theory of planned behaviour* study, executed in a disadvantaged area, Kagee and Van der Merwe found that
- 1 attitudes was the best predictor of adherence to treatment regimens behaviour
 - 2 perceived behavioural control was the best predictor of behavioural intentions
 - 3 there was a strong link between intentions and behaviour for this particular study
 - 4 family and friends' support was the best predictor of adherence to treatment regimens behaviour

Answer: 2

- 66 In a study exploring interracial mixing among South African students, Finchilescu et al (2008) found
- 1 language to be a major barrier to social mixing for both black and white students
 - 2 that intentions to mix were perceived as almost too political correct
 - 3 that the most important reason for white respondents not to mix was different interests in sport, music, etcetera
 - 4 that the most important reason for black respondents not to mix interracially was the idea that out-group members have different ways of behaving which makes it difficult to mix socially

Answer: 1

- 67 In their landmark meta-analytic study Pettigrew and Tropp (2006) proposed that the process underlying contact's ability to reduce prejudice involves the tendency for
- 1 similarity to lead to liking
 - 2 familiarity to lead to liking
 - 3 understanding to lead to liking
 - 4 proximity to lead to liking

Answer: 2

- 68 In Akintola's (2006) caregiver study, in a South African community characterized by high unemployment and low literacy, it was found that
- 1 most of the women experienced some form of physical burden as a result of their caregiving
 - 2 emotional and psychological burdens of care among the caregivers included feelings of guilt about the state of their patients and being upset about the serious illness of their patients
 - 3 some family members and volunteer caregivers were themselves living with HIV or AIDS, while providing care to others
 - 4 all of the above were reported

Answer: 2

- 69 In Zinn's (2007) widely publicised South African study, where 30 incarcerated perpetrators of household robberies were studied intensively, it was found that
- 1 in most of the house robbery cases, physical violence was not used
 - 2 almost all the perpetrators tortured their victims
 - 3 perpetrators used abusive language and acted as aggressively as possible toward all of the victims, including women and children
 - 4 certain age groups were targeted as victims

Answer: 3

- 70 The Sukhai et al (2005) South African driver aggression study implies that
- 1 drivers carrying firearms are safer drivers
 - 2 scooter and motorcycle riders are safer when carrying firearms
 - 3 it is better for drivers to carry knives rather than firearms
 - 4 people who drink and drive or carry a weapon are more likely to get involved in threatening/confrontational behaviour

Answer: 4

SOCIAL PSYCHOLOGY (PSYCHOLOGY)

1 Bob tends to wait until the "last minute" to buy Christmas gifts. Unfortunately, this year, by the time he tried to purchase a gift for his wife, the stores had closed. He convinced himself that everything in the stores was overpriced anyway, so he decided to make a gift for his wife himself. Arguably, Bob is using a type of ----- in order to convince himself that he "never had a chance" to purchase the gift.

- 1 moderating variables
- 2 counterfactual thinking
- 3 thought suppression
- 4 magical thinking

Answer: 1

2 The fact that faces with threatening expressions are generally recognised more quickly than faces with any other type of expression suggests that

- 1 positive information about the environment can safely be ignored
- 2 there may be valid evolutionary reasons for the negativity bias
- 3 bracing for a loss is more appropriate in most situations than positive expectations
- 4 the negativity bias is solely due to previous negative experiences

Answer: 2

3 John gets on an elevator in an office building, along with three others. All passengers face front, except a woman, who continues to stand facing the back of the elevator all the way to the 21st floor. The most likely reason for John's discomfort with this behaviour is that

- 1 he thinks it is an attempt by the woman to change the elevator-riding "tradition" in the building
- 2 he thinks this is an attempt by the woman to gain his attention
- 3 he assumes it is some sort of feminist rebelliousness
- 4 the behaviour is a contradiction of John's elevator-riding schema

Answer: 4

4 Heuristics exert a strong influence on our thinking because they

- 1 rely on our internal personal biases and unknown prejudices
- 2 are effortful processes that require an expenditure of mental energy
- 3 activate critical brain structures such as the amygdala
- 4 reduce the mental effort needed to make judgments and decisions

Answer: 4

Page 3 missing

12 Implying that we are not as good as another person on some dimension may result in ----- and/or -----

- 1 an ingratiation effect, lower our audience's expectations
- 2 less self-efficacy, future poor performance on the dimension
- 3 humiliating ourselves, significantly raise our audience's expectations
- 4 an appearance of incompetence, drive away competent others

Answer: 2

- 13 The self-evaluation maintenance model suggests that we will —— others who perform more poorly than we do in an important area
- 1 modify our social identity with
 - 2 distance ourselves from
 - 3 share an identity with
 - 4 move closer to

Answer: 4

- 14 John has concluded that, on average, he is academically superior to the peers around him. As a result of this comparison, over the next six months, his self-esteem will
- 1 be reliably higher
 - 2 remain high unless his view is challenged by contrary evidence
 - 3 be high unless friends distance themselves from him
 - 4 drop as soon as he stops making the self-serving comparisons

Answer: 1

- 15 Thandi and Ntombi are best friends who are both being treated for depression. Thandi has come to believe that Ntombi's case of depression is much worse than her own case. Consequently, Thandi is making a(n) —— comparison that will likely —— her self-esteem, and cause her to feel ——
- 1 upward, decrease, somewhat distant from Ntombi
 - 2 downward, increase, closer to Ntombi
 - 3 upward, increase, just about the same toward Ntombi
 - 4 downward, increase, increasingly distant from Ntombi

Answer: 2

- 16 As one of a number of ——, people are quite willing to avoid responsibility for their failures, but all too willing to accept credit for their successes
- 1 self-serving biases
 - 2 ingroup comparison heuristics
 - 3 downward social comparisons
 - 4 narcissistic tendencies

Answer: 1

- 17 The personal-social identity continuum recognises that we
- 1 see ourselves primarily as individuals
 - 2 present many different "selves," depending on the social grouping
 - 3 see ourselves as being more consistent across situations than we really are
 - 4 can see ourselves differently, depending on circumstances

Answer: 4

- 18 Messages that arouse moderate levels of fear are effective at changing behaviour if they
- 1 are followed by messages that arouse stronger levels of fear
 - 2 include specific information about the source of the fear
 - 3 also modify or suppress the third person effect
 - 4 include specific information about steps we can take to reduce the fear

Answer: 4

19 Fazio's attitude-to-behaviour process model suggests that an event may activate an attitude, that influences our

- 1 perceptions of the attitude object
- 2 spreading of alternatives
- 3 social norms
- 4 perceived behavioural control

Answer: 1

20 A campaign manager has advised the candidate he represents to make sure there is a "spontaneous" demonstration of support for him during the candidate's next major speech. Given that the candidate relies on his audience's peripheral processing of his emotion-laden persuasive messages, the demonstration is useful because

- 1 the distraction will allow the candidate to address his opposition directly
- 2 the demonstration might create a "bandwagon effect"
- 3 distractions can increase the persuasiveness of a speech
- 4 such demonstrations are an expected part of the political process

Answer: 3

21 Cognitive dissonance arises when we notice a discrepancy between our attitudes and our behaviours. One way we can reduce the dissonance is by

- 1 strengthening the attitude and the behaviour and ignoring the discrepancy
- 2 modifying either the attitude or the behaviour to be more extremely inconsistent with each other
- 3 focus more of our attention on the discrepancy to determine whether the attitude or the behaviour is more important to us
- 4 trivialising the inconsistency by concluding that the attitude or the behaviour is not important, so the inconsistency is also unimportant

Answer: 4

22 Small rewards produce greater attitude change than do large rewards when people believe they are personally responsible for the action and

- 1 when there is little difference between the size of the rewards
- 2 when the behaviour is relatively trivial
- 3 that they are responsible for any positive effects the action produced
- 4 that they are responsible for any negative effects the action produced

Answer: 4

23 In general, people tend to feel somewhat more positively about ----- compared to -----, a finding described as the ----- effect

- 1 women, men, "women actually rule the world"
- 2 women, men, "women are wonderful"
- 3 men, women, "social dominator"
- 4 men, women, "men should be in control"

Answer: 2

24 Gender-based discrimination affects a substantial proportion of the population by

- 1 having a subtle effect on religious participation
- 2 blocking women's progress in the workplace
- 3 increasing the level of marital discord
- 4 affecting women's status in the social world more generally

Answer: 2

- 25 Research (Hornsey & Hogg, 2000) has shown that pointing out similarities between sub-groups will increase their hostility to each other if there is a perceived
- 1 threat to the distinctiveness of the groups
 - 2 decrease in similar outcomes for the groups
 - 3 threat to individual group members
 - 4 increase in similar outcomes for the groups

Answer: 1

- 26 Contrary to Crocker and Major's view, attributions to prejudice in an ambiguous incident have been shown by Schmitt and Branscombe to have a substantial ———. Such an attribution causes the prejudice to be ———, thus causing the target to be more likely to ——— for the incident
- 1 internal component, more threatening, avoid responsibility
 - 2 internal component, more threatening, take responsibility
 - 3 external component, less threatening, blame the other person
 - 4 external component, less threatening, avoid responsibility

Answer: 2

- 27 In a study, Jews were asked to think about Jews and Germans as two separate groups, or as part of one larger group, humans. Jews in the ——— condition indicated they were ——— to forgive Germans for the past
- 1 second, less likely
 - 2 second, more likely
 - 3 first, equally likely
 - 4 second, no more or less likely

Answer: 2

- 28 Thandi and Ntombi are good friends. Carol greatly dislikes Thandi but is not acquainted with Ntombi. Given this information, if Carol sees Thandi and Ntombi interacting, Carol is *most* likely to react to Ntombi
- 1 by developing a level of intrigue about her
 - 2 in an indifferent fashion since she is not acquainted with her
 - 3 by having a negative reaction to her
 - 4 by having a positive reaction to her

Answer: 3

- 29 Thandi has relationships with men in which she feels worthy, but inevitably has low expectations of the relationship, leading her to fear genuine closeness. Thandi has a ——— attachment style
- 1 secure
 - 2 dismissing
 - 3 preoccupied-fearful
 - 4 preoccupied

Answer: 1

- 30 John and Ntombi grew up in the same small town. They attended the same school and went to the same college, where they took many of the same classes. At first, they were not particularly interested in each other romantically, but over time, they became increasingly attracted to each other and eventually married. This is best explained by the
- 1 proportion of similarity
 - 2 affect-centered model of attraction
 - 3 similarity-dissimilarity effect
 - 4 mere exposure effect

Answer: 4

- 31 Attraction between two people is enhanced when
- 1 physical proximity cannot be altered
 - 2 areas of dissimilarity cause feelings of discomfort
 - 3 areas of similarity outweigh areas of dissimilarity
 - 4 privacy is of lesser concern to both individuals

Answer: 3

- 32 Since newborns are predisposed to look toward faces in preference to other stimuli, this might offer evidence that there is
- 1 a decrease in affiliative behaviour at the community level
 - 2 a neurobiological basis for the need to affiliate
 - 3 not an automatic response to facial cues
 - 4 no evolutionary rationale for why humans would show a high affiliation need

Answer: 2

- 33 The idea that opposites attract is called
- 1 similarity
 - 2 mutual reinforcement
 - 3 attraction determinacy
 - 4 complementarity

Answer: 4

- 34 Dave has just been shown a composite face of 20 women. He will likely rate this face as ----- in attractiveness
- 1 below average
 - 2 exceptionally below average
 - 3 above average
 - 4 average

Answer: 3

- 35 According to balance theory, balance results in a -----, while imbalance results in -----, and nonbalance results in -----
- 1 negative emotional state, a positive state, indifference
 - 2 positive emotional state, indifference, a negative state
 - 3 positive emotional state, a negative state, indifference
 - 4 negative emotional state, indifference, a positive state

Answer: 3

- 36 People who see others picking up litter in a parking lot are less likely to litter themselves. This observation can best be explained by
- 1 injunctive normative theory
 - 2 normative focus theory
 - 3 situational norms
 - 4 conformity pressure

Answer: 2

- 37 In any particular situation, our conformity is influenced by at least four factors, including our desire to be in control of our own behaviour, our desire to be liked by others, our need to be accurate, and our
1. desire to love and be loved
 2. need for orderliness
 3. need to be different from others
 4. desire to provide for ourselves

Answer: 1

- 38 The foot-in-the-door technique is based on the ----- principle of compliance
- 1 reciprocity
 - 2 scarcity
 - 3 commitment/consistency
 - 4 friendship/liking

Answer: 3

- 39 Imagine that you and a friend are at the park when you both see someone casually throw a sandwich wrapper on the ground. Your friend comments "How crude! People should not litter!" and picks up the trash to drop it in a nearby trash receptacle. Your friend's words represent
- 1 an injunctive norm
 - 2 a descriptive norm
 - 3 the low-ball technique
 - 4 symbolic social influence

Answer: 2

- 40 When factors such as ----- and ----- are considered, gender differences in susceptibility to conformity disappear
- 1 group judgment, knowledge of the source of the conformity pressure
 - 2 elimination of cultural bias, knowledge of the source of the conformity pressure
 - 3 trait stubbornness, social status
 - 4 confidence in one's own judgments (as determined by familiarity with the situation), social status

Answer: 4

- 41 Peter believes that good behaviour is usually rewarded and bad behaviour is generally punished. He also believes that helping others is the right thing to do. Peter displays
- 1 social responsibility
 - 2 a belief in a just world
 - 3 low egocentrism
 - 4 empathy for those who are less fortunate

Answer: 2

- 42 People who imagine how another person both perceives an event and how that person must feel as a result tend to be
- 1 motivated by the emotional responses of fictional characters
 - 2 somewhat more egocentric
 - 3 motivated to perform altruistic behaviours
 - 4 motivated by generativity

Answer: 3

- 43 Thandi was always a very gentle child who displayed a great deal of empathy for others. Her parents, as a major influence in her life, were a positive influence on her. As she enters adolescence
- 1 she will come to resent the influence her parents exert on her
 - 2 the negative influence of her peers may replace positive parental influence
 - 3 she is likely to become an increasingly rude, unpleasant person
 - 4 her parents will continue to be the most important influence in her life

Answer: 4

- 44 Bad feelings can come from being socially excluded. When this happens, people are more likely to
- 1 not feel much empathy for others
 - 2 become extremely helpful toward person of lower status
 - 3 feel empathy only for those people who had previously excluded them
 - 4 make themselves feel better by helping others

Answer: 1

- 45 Susan believes that each individual is responsible for trying to help anyone who needs assistance. This attitude is associated with
- 1 belief in a just world
 - 2 empathy
 - 3 social responsibility
 - 4 an internal locus of control

Answer: 3

- 46 Suppose Ntombi shows a Type A behaviour pattern but her husband, Lefa, shows a Type B behaviour pattern. Given this information, which one of the following statements is true?
- 1 Ntombi is less likely than Lefa to show instrumental aggression only
 - 2 Ntombi and Lefa are equally likely to show hostile and instrumental aggression
 - 3 Ntombi is more likely than Lefa to show hostile aggression only
 - 4 Ntombi is more likely than Lefa to show instrumental aggression only

Answer: 3

- 47 In contrast to older models of aggression, modern theories tend to
- 1 be less complex
 - 2 provide a more accurate understanding of human aggression
 - 3 offer an incomplete picture of the origins of human aggression
 - 4 be less accepted by social psychologists

Answer: 2

- 48 Siphso has been watching a very exciting adventure movie at the theater. His heart rate is still a little elevated as he leaves the cinema. Just as he reaches his car in the parking lot, he sees someone accidentally bump his car as they reverse out of another parking space. Siphso becomes extremely agitated and excitedly begins yelling and pounding on the other person's car. This extreme reaction to a relatively minor annoyance can best be explained by
- 1 a hostile attributional bias
 - 2 the frustration-aggression hypothesis
 - 3 the provocation theory
 - 4 the excitation transfer theory

Answer: 4

49 Workplace aggression includes

- 1 only covert aggressive behaviour in which the victim cannot identify the source of the attack
- 2 hostile verbal or nonverbal behaviour that is directed towards subordinates
- 3 only those forms of aggressive behaviour that are intended to achieve some particular goal
- 4 any form of behaviour by which individuals seek to harm others in the workplace

Answer: 4

50 Although several factors contribute to workplace aggression, one particularly important factor that has been identified in several research studies is perceived unfairness. This is because

- 1 people are highly stressed because of the current trend towards downsizing and outsourcing
- 2 organisations generally mistreat many of their employees as a matter of course
- 3 people experience intense anger and resentment when they feel that they have been treated unfairly
- 4 organisations are impersonal structures that cannot directly support employee efforts to improve their position

Answer: 3

51 Distributive justice refers to

- 1 individuals' judgments about whether the decisions relating to the distribution of rewards have been adequately explained and distribution was courteous
- 2 individuals' judgments about whether the rewards they receive are proportionate to the contributions they have made
- 3 individuals' judgments concerning the fairness of the procedures used to distribute available rewards to group members
- 4 individuals' judgments about whether the rewards they receive are the same as the rewards received by other group members

Answer: 2

52 Transactional justice involves

- 1 individuals' judgments about the individuals who decide which group members receive rewards and the ways in which those rewards are presented
- 2 individuals' judgments about whether the decisions relating to the distribution of rewards have been adequately explained and distribution was courteous
- 3 individuals' judgments about whether the rewards they receive are the same as the rewards received by other group members
- 4 individuals' judgments concerning the fairness of the procedures used to distribute available rewards among group members

Answer: 2

53 Deindividuation is a psychological state that is

- 1 characterised by decreased self-awareness and increased social isolation brought on by internal conditions
- 2 marked by decreased self-awareness and increased influence of the social norms of the group
- 3 characterised by increased self-awareness and strengthened social identity brought on by internal conditions
- 4 marked by decreased self-awareness and increased social identity brought on by internal conditions

Answer: 2

- 54 Two neighbours are working together to build a stone fence through a field. They both help each other move the larger rocks. This is an example of
- 1 social loafing
 - 2 social construction
 - 3 a social dilemma
 - 4 cooperation

Answer: 4

- 55 Pets may help people cope with stress because they
- 1 increase the probability that their owner will affiliate with other pet owners
 - 2 engage in emotional and cognitive bonding with their owner
 - 3 provide their owner with contact comfort
 - 4 provide non-judgmental social support

Answer: 4

- 56 One likely explanation for the connection between genetics and job satisfaction is that genetic factors influence
- 1 our cognitive abilities and the ways in which we process information about our jobs
 - 2 basic aspects of personality and affectivity, which may be related to job satisfaction
 - 3 our physical appearance, which influences the way we are perceived and treated on the job
 - 4 our choice of the kinds of work we ultimately pursue

Answer: 2

- 57 Stress affects our health directly by ----- and indirectly by -----
- 1 decreasing the effort we expend in fitness-related behaviour; increasing the effort we expend in preventive behaviour
 - 2 decreasing the probability that we will modify our diet to include healthier foods, decreasing our desire for "comfort" foods, such as chocolate
 - 3 decreasing the effort we expend in preventive behaviour; increasing the effort we expend in fitness-related behaviour
 - 4 interfering with immune system functioning, decreasing the effort we expend in fitness-related and other preventive behaviours

Answer: 4

- 58 Some prosocial behaviour at work can be categorised as civic virtue, which is
- 1 showing a willingness to tolerate unfavorable conditions without complaining
 - 2 going beyond the minimum requirements of a job
 - 3 helping others to perform their jobs
 - 4 participating in and showing concern for the "life" of the organisation

Answer: 4

- 59 Social identity in the workplace refers to
- 1 the extent to which employees feel they can act together as a unit to achieve important outcomes
 - 2 the extent to which employees feel that their company is a group to which they belong
 - 3 the extent to which an employee subordinates his or her personal identity to that of the organization
 - 4 the extent to which an employee's personal identity has expanded to include subordinates

Answer: 2

60 Research (Levy *et al* , 2002) indicates that people with positive self-perceptions of aging tend to -----, while those with negative self-perceptions of aging tend to -----

- 1 perceive their lives as empty and worthless, perceive their lives as hopeful and fulfilling
- 2 live longer, perceive their lives as hopeful and fulfilling
- 3 perceive their lives as hopeful and fulfilling, die younger
- 4 perceive their lives as empty and worthless, live longer

Answer: 3

61 The relationship between leaders and followers is, by its very nature, one of

- 1 a necessary untrustworthiness
- 2 a very temporary kind
- 3 deep emotional ties
- 4 reciprocal influence

Answer: 4

62 Thabo spends a great deal of his time simply listening to people at work. He makes sure his employees have everything they need to do a good job. He also spends time explaining where the company is going, what challenges he sees ahead, and how he thinks the company can overcome those challenges with the help of its employees. He is concerned with maintaining a high level of morale among the employees. Thabo is most likely

- 1 a transactional leader
- 2 a regulatory focus leader
- 3 an initiating structure leader
- 4 a transformational leader

Answer: 1

63 In the South African study by Moore (2000), where student's attribution regarding their academic success and failures were measured, mean scores indicated a tendency towards

- 1 a correspondence bias
- 2 an actor-observer effect
- 3 a dissonance bias
- 4 a self-abusing bias

Answer: 4

64 Regarding attribution style and coping abilities for positive events, which of the following respondents were found by the South African researchers Spangenberg and Lategan (1993) to cope the best? Those with

- 1 internal, stable and global attribution styles
- 2 external, unstable and specific attribution styles
- 3 internal, unstable and dissonant attribution styles
- 4 external, stable and consonant attribution styles

Answer: 2

65 In the Bandawe and Foster (1996) study investigating factors influencing the intention of Malawian school students to engage in low-risk AIDS-related behaviours, results showed that intentions to use condoms and to stick to the same sexual partner were *predominantly* under

- 1 perceived behavioural control
- 2 behavioural intention control
- 3 self-serving control
- 4 attitudinal control

Answer: 4

66 South African attitude studies show that intergroup attitudes generally

- 1 change relatively easily over the long run
- 2 do not change easily over the long run
- 3 serve an ego-defensive function
- 4 illustrate our self-complexity

Answer: 2

67 With the South African study by Spangenberg and Lategan (1993) in mind, which one of the following statements is correct?

- 1 Masculine oriented women will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously
- 2 Androgynous women will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously
- 3 Undifferentiated women will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously
- 4 Feminine women breaking through the glass-ceiling will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously

Answer: 2

68 In the South African study investigating masculine and feminine stereotypes, Pnnsloo (1992) found that his black respondents tended to define masculinity in terms of

- 1 dominance
- 2 an absence of emotional traits
- 3 outwardly visible traits
- 4 adventurousness

Answer: 1

69 In the South African study investigating stereotypes among students from the University of Colorado and the University of Bloemfontein, the basic finding was that a strong and consistent

- 1 in-group homogeneity effect existed
- 2 masculine bias existed
- 3 out-group homogeneity effect existed
- 4 femininity bias existed

Answer: 3

70 Duckitt (1991), after measuring authoritarianism in an alternative way, concluded that norms of prejudice and individual psychological factors such as authoritarianism have - - - - roles in determining the levels of prejudice in societies such as South Africa or the southern parts of the United States

- 1 complementary
- 2 opposite
- 3 poignant
- 4 divergent

Answer: 1

SOCIAL PSYCHOLOGY

- 1 The frequency with which a given event or pattern occurs in the population is its
- 1 representativeness
 - 2 recency effect
 - 3 base rate
 - 4 frequency ratio

Answer: 3

- 2 When making judgments that involve factual information, we tend to rely on
1. the amount of relevant information we can recall
 - 2 the ease with which we can recall relevant information
 - 3 automatic processing of factual information
 - 4 our feelings regarding the topic

Answer: 1

- 3 One evening, after seeing a ----- at the Cinema, you are on your way home. You drive into a store parking lot, where another driver grabs a parking place you had spotted and were waiting for. You perceive the behaviour as very -----
- 1 comedy, moving
 - 2 violent movie, funny
 - 3 drama, meaningless
 - 4 violent movie, aggressive

Answer: 4

- 4 Siphso gets into an elevator in an office building along with three others. All passengers face front, except a woman, who continues to stand facing the back of the elevator all the way to the 21st floor. The most likely reason for Siphso's discomfort with the woman's behaviour is that
- 1 he thinks it is an attempt by the woman to change the elevator-riding "tradition" in the building
 - 2 he assumes it is some sort of feminist rebelliousness
 - 3 her behaviour is a contradiction of Siphso's elevator-riding schema
 - 4 he believes the woman may have a vision or other problem

Answer: 3

- 5 The academic performance of certain students dramatically improved when teachers were led to believe that those students were intellectually gifted, regardless of the true ability levels of the students. This result shows the importance of
- 1 schemas and self-fulfilling prophecies
 - 2 information overload
 - 3 the in-group phenomenon
 - 4 information processing and base rates

Answer: 1

- 6 The relatively effortful and conscious processing of social information is known as
- 1 automatic processing
 - 2 heuristic processing
 - 3 controlled processing
 - 4 perseverance processing

Answer: 3

- 7 Heuristics exert a strong influence on our thinking because they
- 1 activate critical brain structures such as the amygdala
 - 2 reduce the mental effort needed to make judgments and decisions
 - 3 are effortful processes that require an expenditure of mental energy
 - 4 rely on our internal personal biases and unknown prejudices

Answer: 2

- 8 Multiple, competing demands for our attention and abilities can reduce our mental processing capacity. These situations can lead to
- 1 cognitive withdrawal
 - 2 information overload
 - 3 perseverance effect
 - 4 schema development

Answer: 2

- 9 Automatic mental processes have the positive effect of
- 1 reducing the effort needed for understanding the social world
 - 2 increasing the effort needed for understanding the social world
 - 3 reducing the level of bias in our judgments and decisions
 - 4 focusing on information that may be useful at some future time

Answer: 1

- 10 Thandi and Ntombi are members of a girls' basketball team who are responsible for helping to organise fundraising efforts for their team. Thandi is extremely motivated to complete this task, in contrast, Ntombi only shows a mild interest in completing the required task. Which one of the following statements *best* summarises the likelihood that Thandi and Ntombi will complete their tasks?
- 1 Thandi's motivation will probably cause her to become overly optimistic which, in turn, will cause her to not complete the task at all. Ntombi's lack of motivation will likely cause her to complete the task, surprising even herself
 - 2 Thandi will definitely complete the task in a prompt manner due to her high level of motivation, Ntombi might not complete the task at all due to her lack of motivation
 - 3 Thandi's motivation will probably cause her to become overly optimistic which, in turn, will cause her to not complete the task at all, similarly, Ntombi might not complete the task at all due to her lack of motivation
 - 4 Thandi's motivation will likely cause her to predict that she will finish her task quickly, however, this will have no effect on whether she actually completes her task quicker than Ntombi

Answer: 4

- 11 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

Answer: 4

12 We tend to remember facts and other information better when we are in the same mood as we were in when we learned the information. This is known as

- 1 affective state determined retrieval
- 2 affect-cognition feedback
- 3 the mood congruence effect
- 4 mood dependent memory

Answer: 4

13 In general, we ----- in our detection of deception

- 1 don't perceive others as being trustworthy
- 2 do only a little better than chance
- 3 feel the need to be polite
- 4 often confront people directly

Answer: 2

14 An example of interchannel discrepancy during deception would be

- 1 blinking very often
- 2 smiling more frequently and broadly than would be expected in a given situation
- 3 showing one expression quickly followed by another
- 4 managing one's facial expressions well while not making much eye contact

Answer: 4

15 Imagine that you see a friend arguing with a sales clerk in a store. You have never seen your friend argue with anyone in public before. Therefore, you think that the clerk did something to cause the argument. The theory that most directly explains how you reached this conclusion is the

- 1 theory of correspondent inference
- 2 theory of discounting and augmenting
- 3 inferential correspondence effect
- 4 theory of consensus consistency

Answer: 1

16 Which statement *best* describes the attribution process? The process by which we

- 1 attempt to shift blame away from ourselves
- 2 focus attention inward for reflection
- 3 combine information about others into unified impressions of them
- 4 seek to understand the causes of the behaviour of others and ourselves

Answer: 4

17 The theory of ----- describes how we use others' behaviour as a basis for inferring their stable dispositions

- 1 attributional inference
- 2 implicit personality
- 3 causal attribution
- 4 correspondent inference

Answer: 4

18 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

Answer: 4

19 Impression formation is the process by which

- 1 we regulate our own behaviour in order to achieve a particular goal
- 2 particular facial expressions are used by particularly effective public speakers
- 3 we form impressions of others
- 4 implicit personality theories are recognised

Answer: 3

20 Early research conducted by Solomon Asch suggests the presence of central traits, which are

- 1 traits that strongly colour the way we interpret other aspects of another person
- 2 relatively unimportant characteristics that interact with each other to determine our overall impression of another person
- 3 clusters of traits that we use to try to understand and explain the behaviour of another person
- 4 traits that strongly encourage the self-serving bias

Answer: 1

21 Tshepo was listening as a friend described him to someone else on the telephone. His friend's description included "friendly, tall, active" and similar terms. As a result, Tshepo is now probably thinking of himself in terms of

- 1 intergroup comparisons
- 2 intragroup comparisons
- 3 individualistic relationships
- 4 collectivist relationships

Answer: 2

22 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-centred identities, other-centred identities
- 2 social identities, personal identities
- 3 individualistic identities, collectivist identities
- 4 gender-based identities, cultural-based identities

Answer: 2

23 When we compare ourselves to others who are less capable, we are engaged in

- 1 downward social comparison
- 2 downward attribution
- 3 upward attribution
- 4 upward social comparison

Answer: 1

- 24 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 both before and after, early as well as a late
 - 2 before; early
 - 3 after, late
 - 4 after, early

Answer: 2

- 25 A form of social learning that occurs when responses to a particular stimulus lead to positive outcomes or allow the person to avoid negative outcomes is called
- 1 observational learning
 - 2 social outcomes learning
 - 3 instrumental conditioning
 - 4 the zone of proximal development

Answer: 3

- 26 Palesa feels somewhat ambivalent about premarital sex. However, most of her friends seem to be unambiguously in favour of sexual activity before marriage. As a result, in a recent group discussion in her health class, Palesa expressed fairly strong opinions in favour of premarital sex, and avoided voicing her real concerns about the topic. Palesa's actions are most likely due to
- 1 peer pressure
 - 2 impression motivation
 - 3 attitude accessibility
 - 4 pluralistic ignorance

Answer: 4

- 27 According to the theory of planned behaviour, our behavioural intentions are partially determined by our attitudes toward a particular behaviour, our perceptions of our ability to perform the behaviour, and
- 1 others' perceptions of whether we have the ability to perform the behaviour adequately
 - 2 others' perceptions of our motivation for engaging in the particular behaviour
 - 3 our perceptions of whether others will approve or disapprove of the behaviour
 - 4 our perceptions of whether the behaviour will be instrumental in achieving our stated objectives

Answer: 3

- 28 Efforts to change our attitudes by using different kinds of messages are known as
- 1 subliminal conditioning
 - 2 hypnosis
 - 3 persuasion
 - 4 intentions

Answer: 3

- 29 An advertising company has been hired by the Department of Health to produce TV commercials to increase awareness of breast cancer in males. Advertising executives are considering three different commercials. The first features a film of actual patients who describe the pain they experienced from the disease. The second focuses on medical doctors discussing early detection strategies and treatment options. The third shows grieving family members surrounding a grave. Which is likely to be more effective at changing men's behaviour?
- 1 The first, focusing on actual patients and their negative outcomes
 - 2 The third, focusing on the ultimate outcome of ignoring the potential problem
 - 3 The second, focusing on specific information that will reduce fear
 - 4 None of these will be effective

Answer: 3

- 30 One result of tokenism is that it
- 1 increases the likelihood of affirmative action lawsuits
 - 2 increases the likelihood of minority group protests
 - 3 can damage the self-esteem and confidence of tokenised individuals
 - 4 damages the self-esteem of biased majority-group members

Answer: 3

- 31 Some experts have suggested that different types of prejudice may arise because of different emotional responses to the target group. From this perspective, prejudice arising from guilt may result in behaviours that try to
- 1 camouflage the prejudice to the extent possible
 - 2 avoid feelings of guilt and sympathy for the out-group
 - 3 protect the in-group's status position
 - 4 avoid contact with the out-group

Answer: 4

- 32 The tendency to divide the social world into separate groups, including our in-group and a number of different out-groups is known as
- 1 social categorisation
 - 2 in-group differentiation
 - 3 social identity formation
 - 4 contact hypothesis

Answer: 1

- 33 The idea that prejudice is caused by direct competition between social groups for scarce resources is known as
- 1 contact hypothesis
 - 2 superordinate goals theory
 - 3 realistic conflict theory
 - 4 social identity theory

Answer: 3

- 34 Encouraging majority group members to think about the advantages they have enjoyed as a result of their majority status increases their - - - - which, in turn - - - - racism
- 1 individual guilt, reduces
 - 2 collective guilt, reduces
 - 3 collective guilt, increases
 - 4 individual guilt, increases

Answer: 2

- 35 Individuals who are in stressful situations frequently experience an increase in their need to affiliate with others in a similar situation. This may be because
- 1 affiliation with others in similar situations may increase our sense of isolation
 - 2 such affiliations may provide us with improved coping strategies
 - 3 such affiliations provide opportunities for social comparisons
 - 4 affiliation with others in similar situations may increase our sense of belongingness

Answer: 3

36 Which of the following professionals are *most* likely to utilise what is known about proximity in their work?

- 1 Biologists
- 2 Architects
- 3 Attorneys
- 4 Medical doctors

Answer: 2

37 According to Zajonc (2001), repeated encounters with a stranger generally allows - - - - to decrease and - - - - to increase

- 1 positive emotions, feelings of familiarity
- 2 beneficial consequences, harmful consequences
- 3 negative emotions, positive emotions
- 4 feelings of familiarity, feelings of uncertainty

Answer: 3

38 Physical attractiveness, according to the textbook, is

- 1 adjudged based on precise cues that are not easy to identify
- 2 characteristics that are evaluated as beautiful/handsome only
- 3 not at all influenced by our prior learning experiences
- 4 generally unrelated to grades, evaluations, or other external measures of capability

Answer: 2

39 Suppose a present day mayoral candidate by the name of Jan van der Merwe is generally viewed as attractive and is taller than his male opponent Which one of the following factors may be viewed as a negative factor by many voters?

- 1 Sympathy for his less attractive opponent.
- 2 Envy (particularly from men) of his attractiveness
- 3 His ethnic name
- 4 Distraction from his qualifications by his attractiveness

Answer: 3

40 The research finding that people tend to respond positively to indications that another person shares their attitudes, beliefs, and interests while they respond negatively to indications that another person differs from them in terms of attitudes, beliefs, and interests is known as the

- 1 proportion of similarity
- 2 similarity-dissimilarity effect
- 3 repeated exposure effect
- 4 affect-centered model

Answer: 2

41 On the basis of the proportion of similar attitudes, the person we would like the *most* would be the one with

- 1 twelve similar attitudes and twenty dissimilar attitudes
- 2 ten similar attitudes and ten dissimilar attitudes
- 3 nine similar attitudes and eight dissimilar attitudes
- 4 twenty similar attitudes and four dissimilar attitudes

Answer: 4

- 42 According to balance theory, balance is achieved when
- 1 two people like each other and discover they are similar in some way
 - 2 one person likes the other and discovers a similarity between himself/herself and another person without checking to see if his/her perception is shared
 - 3 two people like each other and discover they are dissimilar in some way
 - 4 two people dislike each other and discover they are dissimilar in some way

Answer: 1

- 43 When researchers asked students to say which traits were most important for their ideal person to have, across a spectrum of different types of relationships, they named - - - - - and - - - - - as the two most important
- 1 intelligence, humor
 - 2 trustworthiness, cooperativeness
 - 3 extraversion, trustworthiness
 - 4 ambition, physical attractiveness

Answer: 2

- 44 Lerato tells her friend, Sizakele, "Didn't you hear that eating lots of garlic is good for you?" If Sizakele then changes her eating habits to include a lot of garlic, it would be due to
- 1 peer pressure
 - 2 symbolic social influence
 - 3 informational social influence
 - 4 normative social influence

Answer: 3

- 45 A minority group that wants to influence the majority must be consistent in their opposition to majority opinion, avoid appearing rigid and dogmatic, and
- 1 display greater concern for being part of the majority
 - 2 explain how their beliefs apply in ambiguous and complex social situations
 - 3 consider the general social context when formulating its arguments for change
 - 4 use tactics that command the attention of majority members

Answer: 3

- 46 One technique used for seeking compliance from others involves making a small request first, then making a larger request that is actually desired after compliance with the smaller request has been obtained. This is known as
- 1 the door-in-the-face technique
 - 2 the lowball procedure
 - 3 the foot-in-the-door technique
 - 4 ingratiation

Answer: 3

- 47 When confronted with the *that's not all* technique, we should always remember that the person making the request
- 1 ultimately just wants to gain compliance
 - 2 is trying to give us a "good" deal in order to help us out
 - 3 wants us to make a commitment so that we are more likely to comply with the request about to be made
 - 4 is watching our reactions and will add a bonus only if he or she feels it will work

Answer: 1

- 48 One way in which symbolic social influence may work is by allowing the psychological presence of others to trigger goals with which the other persons are associated. This may, in turn, influence our
- 1 desire to impress these people and our impression-management behaviours
 - 2 performance on tasks and our commitment to reaching these goals
 - 3 liking for these persons and our willingness to exert effort on their behalf
 - 4 cognitions about our behaviours and activate heuristic thinking

Answer: 2

- 49 One reason why people are willing to obey persons in authority who order them to engage in destructive behaviours is because
- 1 authority figures are selected on the basis of their superior knowledge and understanding in most situations
 - 2 the authority figure relieves those who obey of responsibility for their actions
 - 3 the authority figure represents a significant threat to those who do not obey
 - 4 the authority figure may inadvertently stimulate heuristic mental processes that limit our ability to think about what we are doing

Answer: 2

- 50 Lunga volunteers at a homeless shelter two days a month. She finds that she looks forward to her volunteer days because she feels good when helping others. Her mood is elevated before she reaches the shelter and for a few days afterwards. This situation best represents the
- 1 implicit bystander effect
 - 2 altruistic personality
 - 3 empathy-altruism hypothesis
 - 4 empathic joy hypothesis

Answer: 4

- 51 When there are many bystanders during an emergency, the probability of receiving help is reduced. This is because of
- 1 the diffusion of responsibility that occurs
 - 2 selective altruism
 - 3 the empathy-altruism hypothesis
 - 4 moral hypocrisy

Answer: 1

- 52 A bystander may ultimately decide not to help when confronted with an emergency situation if the
- 1 bystander fears potential negative consequences for trying to help
 - 2 person who needs help has the same facial expression as the bystander
 - 3 bystander was in a particularly positive mood before encountering the emergency
 - 4 bystander believes the person who needs help is not responsible for the situation

Answer: 1

- 53 Two aspects of empathy are ----- and -----
- 1 sympathising with another person, the presence of aggressive tendencies
 - 2 taking another's perspective, mistrust of other people
 - 3 taking another's perspective, sympathising with another person
 - 4 sympathising with another person, belief in a just world

Answer: 3

54 Empathic responses to the needs of others are more common in children who have

- 1 a secure attachment style
- 2 emotionally cold, distant mothers
- 3 families that avoid discussion of emotions
- 4 fathers who use anger to control their children's behaviour

Answer: 1

55 Receiving help can cause a negative emotional response if the

- 1 recipient does not feel worthy of the help being given
- 2 recipient has a high level of self-esteem
- 3 helper and recipient are somehow similar
- 4 helper feels incompetent

Answer: 3

56 According to Bandura's social learning perspective, people learn

- 1 that some groups encourage aggression against their members
- 2 different ways of inflicting harm on others and what situations tolerate or encourage aggressive behaviour
- 3 that aggressive behaviours are always punished in the long run, but rewarded in the short run
- 4 that aggressive behaviours are always rewarded with desirable outcomes.

Answer: 2

57 According to the *general aggression model*, situational factors and personal factors can lead to aggressive behaviour because of their influence on -----, -----, and -----

- 1 catharsis, provocation, cognitions
- 2 cognitions, affective states, frustration
- 3 affective states, cognitions, other people
- 4 physiological arousal, affective states, cognitions

Answer: 4

58 John has been watching a very exciting adventure movie at the theater. His heart rate is still a little elevated as he leaves the cinema. Just as he reaches his car in the parking lot, he sees someone accidentally bump his car as they back out of another parking space. John becomes extremely agitated and excitedly begins yelling and pounding on the other person's car fender. This extreme reaction to a relatively minor annoyance can best be explained by

- 1 the provocation theory
- 2 the frustration-aggression hypothesis
- 3 the excitation transfer theory
- 4 a hostile attributional bias

Answer: 3

59 Lefa always feels like he's pressed for time. As a result, he's chronically in a hurry. He is competitive with others, feeling a strong need to "prove himself" and win at everything he tries. He also tends to be somewhat irritable and aggressively impatient with those who move more slowly than he does or who get in his way. Lefa probably has a

- 1 Type A personality
- 2 Type B personality
- 3 holistic approach to aggression
- 4 hostile attributional bias

Answer: 1

- 60 Higher levels of aggression are associated with alcohol because
- 1 alcohol is ordinarily consumed in mixed-gender settings, and the presence of females tends to make males more aggressive
 - 2 alcohol is ordinarily consumed under crowded conditions where provocations, such as jostling and bumping, are more likely to occur
 - 3 alcohol reduces one's ability to process certain kinds of information and changes one's reactions to unexpected behaviours by others
 - 4 cultural norms in Western societies encourage those who consume alcohol to become at least somewhat belligerent

Answer: 3

- 61 In collectivist cultures, people tend to work harder when in a group than they do when alone because
- 1 individual accomplishment is often more highly valued than the collective good
 - 2 the collective good is more highly valued than individual accomplishment
 - 3 men are more likely to be part of a work team
 - 4 women are more likely to be part of a work team

Answer: 2

- 62 Cohesiveness consists of all the
- 1 benefits of group membership minus all the costs of group membership
 - 2 factors within a group that work to minimise conflict between members
 - 3 factors that cause group members to remain members of the group
 - 4 factors that encourage group members to leave the group

Answer: 3

- 63 Joining and belonging to a group often has a strong positive effect on the status of, and hence the self-esteem, of people who are motivated by
- 1 other-enhancement
 - 2 collective effort
 - 3 self-enhancement
 - 4 other-transcendence

Answer: 3

- 64 People whose motivation to join a particular high-status group is primarily self-enhancement tend to have a - - - - than are those whose primary motivation is self-transcendence
- 1 weaker deindividuation within the group
 - 2 stronger identification with the group
 - 3 greater deindividuation within the group
 - 4 weaker identification with the group

Answer: 2

- 65 Group members who identify with the group frequently redefine part of their self-concept to include the group, effectively creating a(n)
- 1 limited self-concept
 - 2 dysfunctional self-concept
 - 3 extended self-concept
 - 4 distended self-concept

Answer: 3

66 When individuals are part of a large crowd, they tend to

- 1 become increasingly aware of their individuality
- 2 act as if they were in a much smaller group
- 3 lose their individuality
- 4 do the same things they do when alone

Answer: 3

67 Social loafing is reduced when

- 1 the apparent value of the task is maximised
- 2 the group is composed of both male and female members
- 3 each participant's effort is blended with other people's efforts in such a way that any participant's effort is indistinguishable from that of others
- 4 group members' commitment to the group's success is decreased

Answer: 1

69 A competitive orientation towards social dilemmas involves a preference for

1. ensuring that an individual's own outcomes are at least equal to those of other individuals involved in the dilemma
2. ensuring that an individual's own outcomes are superior to those of other individuals involved in the dilemma
3. maximising the joint outcomes received by all individuals involved in the dilemma
4. maximising an individual's own outcomes in the dilemma

Answer: 2

70 Procedural justice involves individuals' judgments

- 1 about whether the rewards they receive are proportionate to the contributions they have made
- 2 about whether the rewards they receive are the same as the rewards received by other group members
- 3 about the individuals who decide which group members receive rewards and the ways in which those rewards are presented
- 4 concerning the fairness of the procedures used to distribute available rewards among group members

Answer: 4

SOCIAL PSYCHOLOGY

- 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

Answer: 1

- 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

Answer: 4

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

Answer: 3

- 5 Tracy encounters a member of a certain political group whose views and attributes are inconsistent with her 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

Answer: 5

- 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

Answer: 2

- 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

Answer: 4

- 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

Answer: 4

- 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

Answer: 3

- 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

Answer: 4

- 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

Answer: 4

- 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

Answer: 2

- 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

Answer: 4

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

Answer: 2

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

Answer: 4

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

Answer: 3

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

Answer: 4

18 To increase the effectiveness of a message, the communicator (source) should preferably be credible and

- 1 attractive
- 2 ambiguous
- 3 short
- 4 unambiguous

Answer: 1

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

Answer: 4

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

Answer: 4

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

Answer: 1

22 The strongest attitudes for an individual are usually acquired through

- 1 peer influence
- 2 cognitive processes
- 3 direct experience
- 4 social learning

Answer: 3

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

Answer: 3

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

Answer: 1

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

Answer: 4

26 Barriers based on attitudes or organisational biases that may prevent qualified women from reaching high-level positions in the workplace are known as

- 1 shifting standards
- 2 benevolent sexism
- 3 gender stereotypes
- 4 the glass ceiling

Answer: 4

27 Mike believes that men are generally better at mathematics and engineering than women. He also tends to think of women as being emotional and a bit soft. Mike recently met Karen, an attractive woman who is a civil engineer. In most other respects, Karen fits Mike's ideas about women. Rather than revise his stereotype of women, Mike probably assumed that Karen represents a(n)

- 1 implicit association
- 2 recategorization
- 3 schema
- 4 subtype

Answer: 4

28 Use of subjective measurement scales when making comparisons between members of different groups can result in

- 1 benevolent sexism
- 2 shifting standards
- 3 between-group comparisons
- 4 social creativity

Answer: 3

29 Some experts have suggested that different types of prejudice may arise because of different emotional responses to the target group. From this perspective, prejudice arising from envy may result in behaviours that try to

- 1 camouflage the prejudice to the extent possible
- 2 avoid feelings of guilt and sympathy for the out-group
- 3 avoid contact with the out-group
- 4 protect the in-group's status position

Answer: 4

30 According to research, men, more than females, seek ----- symmetry in facial features

- 1 vertical
- 2 horizontal
- 3 unilateral
- 4 bilateral

Answer: 4

31 When rating the attractiveness of other people, the greatest degree of agreement between raters occurs when

- 1 males are judging the attractiveness of males
- 2 males are judging the attractiveness of females
- 3 females are judging the attractiveness of females
- 4 females are judging the attractiveness of males

Answer: 2

32 According to Zajonc (2001), repeated encounters with a stranger generally allows - - - - to decrease and - - - - to increase

- 1 positive emotions, feelings of familiarity
- 2 beneficial consequences, harmful consequences
- 3 negative emotions, positive emotions
- 4 feelings of familiarity, feelings of uncertainty

Answer: 3

33 Proximity is important to attraction because

- 1 areas of similarity can be discovered more easily
- 2 observable characteristics become more pronounced
- 3 repeated exposure tends to produce favorable evaluations
- 4 it allows negative attitudes to dissipate over time

Answer: 3

34 Flattery often works with respect to attraction because of the rule of

- 1 complimentarity
- 2 implicit evaluation
- 3 reciprocity
- 4 similarity

Answer: 1

35 People who share similar attitudes and beliefs are ----- to like each other

- 1 more likely
- 2 neither more nor less likely
- 3 either more or less likely, depending on other factors
- 4 unlikely

Answer: 1

36 Our evaluations of strangers tend to be higher when

- 1 there are indications that the stranger's attitudes and beliefs are different from ours
- 2 we know that some attitudes are dissimilar but some beliefs are similar to ours
- 3 we know that they share attitudes and beliefs that are similar to ours
- 4 there are indications of differences in attitudes and beliefs but similarities in behaviours

Answer: 3

37 The proportion of similarity is predictive of the degree of attraction between two people

- 1 when discussions are between males and females
- 2 when discussions are of topics that are important to the individuals
- 3 when discussions are between males and males
- 4 regardless of the importance of the topics they discuss

Answer: 4

38 Individuals tend to show the greatest decrease in their ability to show harmful obedience when they

- 1 view a victim being physically harmed
- 2 receive rewards from the authority figures
- 3 receive feedback from the victim
- 4 question the expertise and motives of the authority figures

Answer: 4

- 39 Ntombi has been living with her boyfriend for a year. During that time, Ntombi has heard her boyfriend and his family make many negative comments about Cubans. When her boyfriend's family is around, Ntombi also occasionally makes negative comments about Cubans, even though she doesn't believe these comments are based on facts. This situation best represents the distinction between ----- and -----
- 1 public speech, private beliefs
 - 2 private speech, public beliefs
 - 3 public conformity, private non-conformity
 - 4 public conformity, private acceptance

Answer: 4

- 40 One of the factors associated with compliance is commitment. This is because we are more willing to comply with requests
- 1 from friends or from those we like than with requests from strangers or people we dislike
 - 2 that come from those who hold a position of authority over us
 - 3 that result in behaviour we see as consistent with positions we have made a commitment to
 - 4 from those whom we see as similar to ourselves in some way

Answer: 3

41 ~~impulsive~~ normative norms

- 1 encourage the adoption of certain attitudes ~~but not others~~
- 2 specify what ought to be done in a particular situation
- 3 determine the ways in which we interact with other people
- 4 are unspoken, implicit standards for behaviour

Answer: 2

42 Pressures toward conformity have a stronger effect on our behaviour when

- 1 we dislike a particular group of persons
- 2 different members of a particular group are saying or doing different things
- 3 the group we observe is very small
- 4 we like and admire a particular group of persons

Answer: 4

43 Tandi tells her friend, Nandi, *Didn't you hear that eating lots of garlic is good for you?* If Nandi then changes her eating habits to include a lot of garlic, it would be due to

- 1 faulty peer attributions
- 2 individuation
- 3 symbolic social influence
- 4 informational social influence

Answer: 4

44 Siphos and Lebo just bought a house, and moved into a new, upscale neighbourhood. One of their friends, who lives down the street from them, has installed a hot tub in her rock garden and has pointed out all the advantages of having one. Siphos and Lebo are debating whether to install a rock garden with a hot tub in their new home. Their decision may be strongly influenced by the

- 1 normative focus influence of their friend
- 2 normative social influence of their friend
- 3 informational social influence of their friend
- 4 individuation influence of their friend

Answer: 2

- 45 One technique that is sometimes used to gain compliance is to tell the target person that they have only a limited amount of time in which to obtain a desired item or take advantage of an offer. This is known as the
- 1 foot-in-the-door technique
 - 2 that's-not-all technique
 - 3 door-in-the-face technique
 - 4 fast-approaching-deadline technique

Answer: 4

- 46 Sam's younger brother has just given him R4000 to pay for repairs to his (Sam's) car. Sam is very unhappy about accepting the money from his brother and intends to repay the money with interest over the next few months. Sam is now also planning to switch to a higher-paying job, even if it means working somewhere that he doesn't like as well as his current job, because he is determined to never be in a position to have to accept help from his brother again. This situation represents
- 1 the negative-state relief model
 - 2 diffusion of responsibility
 - 3 a wish to be in better financial condition than anyone else
 - 4 the motivating aspect of receiving help from someone else

Answer: 4

- 47 One component of empathy involves perspective taking. One type of perspective taking involves imagining how
- 1 another person perceives an event and feels about it as a result
 - 2 you would feel if you were the cause of the other's distress
 - 3 the other person would behave if they were in your position
 - 4 the other person might resolve the problem that they are facing

Answer: 1

- 48 The *empathy-altruism hypothesis* suggests that at least some prosocial behaviour is
- 1 driven by genetic attributes that evolved because they enhanced the probability of genetic success
 - 2 motivated solely by the desire to help someone in need
 - 3 driven by our motivation to engage in any behaviour that provides the greatest satisfaction to us
 - 4 motivated by our desire to appear moral without our having to pay the costs involved in actually being moral

Answer: 2

- 49 Lebo volunteers at a homeless shelter two days a month. She finds that she looks forward to her volunteer days because she feels good when helping others. Her mood is elevated before she reaches the shelter and for a few days afterwards. This situation best represents the
- 1 implicit bystander effect
 - 2 empathy-altruism hypothesis
 - 3 negative-state relief model
 - 4 empathic joy hypothesis

Answer: 4

- 50 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

Answer: 4

51 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

Answer: 4

52 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

Answer: 3

53 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

Answer: 1

54 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

Answer: 4

55 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

Answer: 4

56 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

Answer: 4

- 57 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

Answer: 3

- 58 Victims who are bullied repeatedly and brutally may *most probably* react by
- 1 committing suicide
 - 2 trying to sue the bullies and their friends
 - 3 lashing out at the parents of the bullies
 - 4 reporting the problem to the police

Answer: 1

- 59 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

Answer: 3

- 60 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

Answer: 4

- 61 Bargaining is a process
- 1 by which one individual or group attempts to strengthen its relatively weak position by offering a concession to the dominant individual or group
 - 2 in which opposing sides attempt to argue for the other's position in order to develop more effective counterarguments
 - 3 in which opposing sides attempt to resolve conflicts by maximising the rewards received by both sides, either directly or through representatives
 - 4 in which opposing sides exchange offers, counteroffers, and concessions, either directly or through representatives

Answer: 4

- 62 Procedural justice involves individuals' judgments
- 1 about whether the rewards they receive are proportionate to the contributions they have made
 - 2 about whether the rewards they receive are the same as the rewards received by other group members
 - 3 about the individuals who decide which group members receive rewards and the ways in which those rewards are presented
 - 4 concerning the fairness of the procedures used to distribute available rewards among group members

Answer: 4

63 Norms are the

- 1 rules that specify how a group is to become cohesive
- 2 behaviours that groups use to establish their relationship with other groups
- 3 rules within a group that indicate how its members should or should not behave
- 4 behaviours that individuals who occupy specific positions within a group are expected to perform

Answer: 3

64 The effect on our performance that results from the presence of others is

- 1 deindividuation
- 2 social facilitation
- 3 social polarisation
- 4 social reciprocity

Answer: 2

65 Siphon, a mid-level manager at a national retail chain, finds that he spends most of his time ensuring that his subordinates are following proper procedures and company policies and ensuring that his work group consistently meets its goals. Siphon is high on the ----- dimension of leadership

- 1 leadership motivation
- 2 consideration
- 3 transactional
- 4 initiating structure

Answer: 4

66 The autocratic-participative dimension of leadership is concerned with the extent to which leaders

- 1 closely direct the activities of all group members or allow group members to direct their own activities
- 2 make all the decisions or allow group members to participate in the decision making process
- 3 boost performance to very high levels and enjoy high levels of respect or direct the actions of group members by rewarding desired behaviour and punishing undesired behaviour
- 4 are admired and trusted by their followers and inspire people by offering them meaningful, challenging work or pay attention to their followers' needs for achievement and growth and encourage their followers to question existing assumptions

Answer: 2

67 Chronic exposure to stressful situations may affect our health by

- 1 decreasing levels of cortisol
- 2 increasing the attention and effort devoted to health-related behaviours
- 3 decreasing our blood pressure
- 4 interfering with the immune system's functioning

Answer: 4

68 One of the most important characteristics of successful leaders is their flexibility, which is characterised as the ability to

- 1 delegate authority and power to subordinates when appropriate
- 2 recognise what actions or approaches are necessary in a particular situation and to act accordingly
- 3 quickly recognise and react to changes in the environment
- 4 think clearly under pressure and to creatively come up with an acceptable course of action

Answer: 2

69 Health psychology is the branch of psychology that studies the relationship between

- 1 health and the evolutionary basis for behaviour
- 2 health and psychological variables
- 3 behaviour and psychological variables
- 4 psychological variables and exercise

Answer: 2

70 Transactional leaders are more effective when their group

- 1 faces rapidly changing, chaotic environments
- 2 is unsure of the requirements for success
- 3 faces a relatively stable environment
- 4 has chosen to accept very difficult challenges

Answer: 3

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SOCIAL PSYCHOLOGY

1 Mental frameworks for organising and processing social information are known as

- 1 affective states
- 2 anchoring frameworks
- 3 schemas
- 4 heuristics

Answer: 3

2 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

Answer: 1

3 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

Answer: 4

4 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

Answer: 1

- 5 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

Answer: 4

- 6 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

Answer: 4

- 7 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

Answer: 1

- 8 Sipho has been severely depressed for about six months and has difficulty remembering when he was not depressed. He is illustrating the effects of
- 1 mood-congruent memory
 - 2 mood-assimilation memory
 - 3 mood-deleting memory
 - 4 mood-dependent memory

Answer: 4

- 9 Thabo is overjoyed by the fact that he received a scholarship to go to law school. As a result of his general positive and happy mood, he would be *most* likely to show an
- 1 increased level of compassion
 - 2 increase in depression
 - 3 increase in creativity
 - 4 excessively high sense of self-worth

Answer: 3

- 10 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

Answer: 2

- 11 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

Answer: 4

- 12 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

Answer: 1

- 13 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)

Answer: 3

- 14 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

Answer: 3

- 15 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

Answer: 4

- 16 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

Answer: 1

17 - - - - 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

Answer: 3

18 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

Answer: 2

19 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

Answer: 2

20 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

Answer: 4

21 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

Answer: 1

22 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

Answer: 2

- 23 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

Answer: 2

- 24 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

Answer: 4

- 25 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

Answer: 3

- 26 Fishbein and Ajzen's theory of planned behaviour suggests that the choice of whether or not to engage in a specific behaviour is determined
- 1 perceptually
 - 2 by observing others
 - 3 rationally
 - 4 subconsciously

Answer: 3

- 27 In what health context might positive messages be much better than fear-inducing messages for effecting behaviour change? When
- 1 health officials want to get children to see the school nurse
 - 2 males are warned about painful examinations or tests
 - 3 the message's health concern is not serious and does not involve a prescription
 - 4 the message's health concern is very serious or fatal

Answer: 4

- 28 Ntombi has been listening to a political speaker who is encouraging people to support a law that would require all people to recycle aluminum cans, and severely penalise those who do not recycle. The speaker is giving strong arguments in favour of this proposed law and is couching his appeal in moral and ethical language. As a result, Ntombi is becoming increasingly annoyed and resentful of the speaker and his arguments. She may be experiencing
- 1 biased assimilation
 - 2 cognitive dissonance
 - 3 reactance
 - 4 counterfactual thinking

Answer: 3

- 29 Arlene was always averse to physical contact with pigs, because she thought pigs were essentially dirty animals. Despite her concerns, she was induced to kiss a clean-looking pig on the snout for only R1 00 while appearing on a television game show. As a result, Arlene has become a staunch advocate of pigs, and soon plans to have one as a pet. The most probable explanation for this change in attitude is the
- 1 third-person trivialisation effect
 - 2 less-leads-to-more effect
 - 3 elaboration likelihood model effect
 - 4 attitude-to-behaviour process effect

Answer: 2

- 30 Providing members of a group with less favourable treatment because of their group membership is known as
- 1 stereotyping
 - 2 prejudice
 - 3 discrimination
 - 4 tokenism

Answer: 3

- 31 The stereotype for women shows them as being relatively high on - - - - and relatively low on - - - -
- 1 warmth, competence
 - 2 competence, warmth
 - 3 self-confidence, friendliness
 - 4 sensitivity, promptness

Answer: 1

- 32 Palesa has worked her way up in her organisation and is now a mid-level manager. She has treated her subordinates the same way her male counterparts treat theirs. Recently, Palesa has been passed over for several promotions. The jobs went to male coworkers who were possibly not quite as well qualified as Palesa. This situation probably represents
- 1 shifting standards
 - 2 the glass ceiling effect
 - 3 gender stereotypes
 - 4 tokenism

Answer: 2

- 33 Some experts have suggested that different types of prejudice may arise because of different emotional responses to the target group. From this perspective, prejudice arising from *anger* may result in behaviours that try to
- 1 protect the in-group's status position
 - 2 camouflage the prejudice to the extent possible
 - 3 avoid contact with the out-group
 - 4 harm the out-group directly

Answer: 4

- 34 Very brief exposures to faces of people from different ethnic backgrounds (about whom one has a negative attitude) frequently causes people to respond faster to words with negative meanings than to words with positive meanings. This technique or type of research is known as
- 1 a bogus pipeline
 - 2 category activation
 - 3 the superordinate memory effect
 - 4 the bona fide pipeline

Answer: 4

- 35 One approach to reducing prejudice and bias is to encourage individuals to recategorise out-group members and in-group members as both being part of a larger single social entity. This approach is known as the
- 1 common in-group identity model
 - 2 inclusiveness model
 - 3 shifting standards model
 - 4 in-group differentiation model

Answer: 1

- 36 Individuals who are in stressful situations frequently experience an increase in their need to affiliate with others in a similar situation. This may be because
- 1 affiliation with others in similar situations may increase our sense of belongingness
 - 2 such affiliations provide opportunities for social companions
 - 3 affiliation with others in similar situations may increase our sense of isolation
 - 4 others who are in similar situations may better know what to do

Answer: 2

- 37 The repeated exposure effect is *least* likely to generate positive evaluations when the
- 1 individual being exposed has a relatively strong need for structure
 - 2 stimulus initially generates strong negative affect
 - 3 individual is consciously processing information about the stimulus
 - 4 individual is not aware that exposure has taken place

Answer: 2

- 38 The proportion of similarity is predictive of the degree of attraction between two people
- 1 when discussions are between females and females
 - 2 when discussions are between males and females
 - 3 regardless of the importance of the topics they discuss
 - 4 when discussions are of topics that are important to the individuals

Answer: 3

39 Lerato has relationships with men in which she feels worthy, but inevitably has low expectations of the relationship, leading her to fear genuine closeness. Lerato has a - - - - attachment style

- 1 dismissing
- 2 fearful-avoidant
- 3 secure
- 4 preoccupied-fearful

Answer: 1

40 A person's attachment style

- 1 may change with relationship experience
- 2 will remain stable throughout his or her life
- 3 will become less pronounced after one has children
- 4 is accentuated with age

Answer: 1

41 A minority group that wants to influence the majority must be consistent in their opposition to majority opinion, avoid appearing rigid and dogmatic, and

- 1 display greater concern for being part of the majority
- 2 explain how their beliefs apply in ambiguous and complex social situations
- 3 encourage majority members to think heuristically
- 4 consider the general social context when formulating its arguments for change

Answer: 4

42 One of the factors associated with compliance is social validation. This is because we

- 1 want to be correct, and one way to do so is to emulate the behaviours of others whom we see as similar to ourselves in some way
- 2 are more willing to comply with requests from friends or from those we like than with requests from strangers or people we dislike
- 3 are more willing to comply with requests that call attention to scarcity than to those that do not
- 4 are more likely to comply with requests that come from those who hold a position of authority over us

Answer: 1

43 One way in which symbolic social influence may work is by allowing the psychological presence of others to trigger goals with which the other persons are associated. This may, in turn, influence our

- 1 performance on tasks and our commitment to reaching these goals
- 2 effort to achieve particular goals and meet behavioural standards
- 3 liking for these persons and our willingness to exert effort on their behalf
- 4 cognitions about our behaviours and activate heuristic thinking

Answer: 1

44 One reason that people are willing to obey persons in authority who order them to engage in destructive behaviours is that

- 1 the authority figure represents a significant threat to those who do not obey
- 2 authority figures may inadvertently stimulate heuristic mental processes that limit our ability to think about what we are doing
- 3 authority figures are selected on the basis of their superior knowledge and understanding in most situations
- 4 persons in authority often possess visible signs of their status which remind us of the social norm for obedience to authorities

Answer: 4

- 45 According to your prescribed book, Kin selection refers to the idea that
- 1 natural selection favours those who engage in prosocial behaviour and disfavors those who do not
 - 2 natural selection applies to behaviours that benefit other individuals with whom we share genes
 - 3 behaviour is based on both our genetic endowment and our past learning experiences
 - 4 behaviour is driven by genetic attributes that evolved because they enhance the probability of transmitting one's genes to future generations

Answer: 2

- 46 Based on Burnstein's research, if a person were confronted with rescuing a person or animal in a burning building, s/he would more likely rescue a ----- than a -----
- 1 non-relative, distant relative
 - 2 young male, young female
 - 3 dog, young male human
 - 4 young female close relative, middle-age female close relative

Answer: 4

- 47 Which statement *best* describes the decision making model of helping behaviour developed by Latane and Darley?
- 1 Fallacies in our thinking make it difficult for us to make rational decisions regarding prosocial behaviour
 - 2 People are more likely to help during an emergency when there are relatively few bystanders
 - 3 The person confronted by an emergency situation must make five crucial decisions before helping
 - 4 Whether we perform prosocial behaviour depends on whether we have been primed to do so

Answer: 3

- 48 In one study students were made to experience social exclusion or social inclusion by being told they would likely be alone in later life or that they would have a future rich in personal relationships. Results indicate participants who were
- 1 told they would be alone were less willing to help a fellow student
 - 2 already guaranteed a future rich in personal relationships did not bother to help a fellow student because they did not need any more friends
 - 3 told they would be alone were more willing to help a fellow student to try to make friends
 - 4 already guaranteed a future rich in personal relationships were unable to experience empathy for someone who needed help

Answer: 1

- 49 Thanatos is
- 1 Baron's idea that evolution is one of several causes of human aggression
 - 2 Hilton's idea that males aggress against other males but less so against females
 - 3 Lorenz's idea of a fighting instinct in human males
 - 4 Freud's idea of a death wish that becomes redirected towards others as aggression

Answer: 4

- 50 After watching wrestling on TV for an hour, five-year-old Samuel went outside to play. When five-year-old Jamie, who lives next door, came outside, Samuel shoved him and tried to get him in a head-lock. This situation can *best* be explained by
- 1 the Type A behaviour pattern
 - 2 excitation transfer theory
 - 3 instrumental aggression
 - 4 the social learning perspective

Answer: 4

- 51 The frustration-aggression hypothesis suggests that
- 1 frustration leads to the arousal of an aggression drive
 - 2 both frustration and aggression are innate human drives that cannot be easily controlled or eliminated
 - 3 males aggress against other males in order to obtain access to females
 - 4 frustration causes the activation of our fighting instincts

Answer: 1

- 52 A person who has experienced an arousing event
- 1 experiences collateral frustration
 - 2 always reduces the tension through aggression
 - 3 tends to avoid that situation and similar situations
 - 4 may transfer that arousal to another situation

Answer: 4

- 53 Lefa is a relatively easy-going person who never seems to be in a hurry. He tends to avoid direct competition with others, preferring to set and meet goals and standards for himself without considering what others are doing or achieving. He is always patient with those who move more slowly than he does or who get in his way. Lefa probably has a
- 1 Type A personality
 - 2 holistic approach to aggression
 - 3 non-hostile attributional bias
 - 4 Type B personality

Answer: 4

- 54 Programs that are intended to reduce bullying in schools or in prisons
- 1 can be effective if a 12-step program is used as the basis for treating the problem
 - 2 are more effective in collectivist societies than they are in individualistic societies
 - 3 are rarely effective in any but the most unusual set of circumstances
 - 4 can be effective if bullying is recognised as a serious problem and organisations take strong and appropriate steps to correct it

Answer: 4

- 55 The catharsis hypothesis suggests that providing people with an opportunity to express aggressive impulses in a safe manner will decrease their tendencies to engage in unacceptable forms of aggressive behaviour. What does research on this hypothesis demonstrate/suggest?
- 1 Catharsis is effective with children but not with adults
 - 2 Catharsis decreases inappropriate aggressive behaviour
 - 3 Catharsis has no effect on aggressive behaviour
 - 4 Catharsis may actually increase aggressive behaviour

Answer: 4

56 Members of a - - - - group are linked by face to face interaction

- 1 common-bond
- 2 common-identity
- 3 national
- 4 collectivist

Answer: 1

57 Sibusiso, in his professional association, serves informally as a kind of "father confessor," listening attentively to members of his group This best reflects - - - - in the group

- 1 his role
- 2 the status he has attained
- 3 an unstated norm
- 4 his formal assigned task

Answer: 1

58 According to social facilitation theories, people's thoughts, feelings, and behaviours can be affected by the

- 1 presence of others
- 2 presence of attractive others
- 3 presence of higher-status others
- 4 sudden presence of a stranger

Answer: 1

59 Superordinate goals are goals that

- 1 both sides to a conflict seek and that tie the two sides' interests together
- 2 are so important to one or another group that compromise is not possible
- 3 individual group members think are more important than their group's overall goals
- 4 are ordinarily achieved by bridging

Answer: 1

60 Distributive justice refers to individuals' judgments

- 1 about the individuals who decide which group members receive rewards and the ways in which those rewards are presented
- 2 about whether the rewards they receive are proportionate to the contributions they have made
- 3 concerning the fairness of the procedures used to distribute available rewards to group members
- 4 about whether the rewards they receive are the same as the rewards received by other group members

Answer: 2

61 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

Answer: 2

- 62 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

Answer: 4

- 63 In the South African study by Moore (2000), where student's attribution regarding their academic success and failures were measured, mean scores indicated a tendency towards
- 1 a correspondence bias
 - 2 an actor-observer effect
 - 3 a dissonance bias
 - 4 a self-abusing bias

Answer: 4

- 64 Regarding attribution style and coping abilities for positive events, which of the following respondents were found by the South African researchers Spangenberg and Lategan (1993) to cope the best? Those with
- 1 internal, stable and global attribution styles
 - 2 external, unstable and specific attribution styles
 - 3 internal, unstable and dissonant attribution styles
 - 4 external, stable and consonant attribution styles

Answer: 1

- 65 In the Bandawe and Foster (1996) study investigating factors influencing the intention of Malawian school students to engage in low-risk AIDS-related behaviours, results showed that intentions to use condoms and to stick to the same sexual partner were *predominantly* under
- 1 perceived behavioural control
 - 2 behavioural intention control
 - 3 self-serving control
 - 4 attitudinal control

Answer: 4

- 66 South African attitude studies show that intergroup attitudes generally
- 1 change relatively easily over the long run
 - 2 do not change easily over the long run
 - 3 serves an ego-defensive function
 - 4 illustrates our self-complexity

Answer: 2

67 With the South African study by Spangenberg and Lategan (1993) in mind, which one of the following statements is correct?

- 1 Masculine oriented women will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously
- 2 Androgynous women will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously
- 3 Undifferentiated women will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously
- 4 Feminine women breaking through the glass-ceiling will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously

Answer: 2

68 In the South African study investigating masculine and feminine stereotypes, Prinsloo (1992) found that his black respondents tended to define masculinity in terms of

- 1 dominance
- 2 an absence of emotional traits
- 3 outwardly visible traits
- 4 adventurousness

Answer: 1

69 In the South African study investigating stereotypes among students from the University of Colorado and the University of Bloemfontein, the basic finding was that a strong and consistent

- 1 in-group homogeneity effect existed
- 2 masculine bias existed
- 3 out-group homogeneity effect existed
- 4 femininity bias existed

Answer: 3

70 Duckitt (1991), after measuring authoritarianism in an alternative way, concluded that norms of prejudice and individual psychological factors such as authoritarianism have - - - - roles in determining the levels of prejudice in societies such as South Africa or the southern parts of the United States

- 1 complementary
- 2 opposite
- 3 poignant
- 4 divergent

Answer: 1

SOCIAL PSYCHOLOGY

- 1 The process during which we interpret, analyse, remember, and use information about the social world, is known as
- 1 encoding
 - 2 automatic processing
 - 3 social cognition
 - 4 heuristics

Answer: 3

- 2 Thandi finds that she has been given too much information about different new cars and their relative merits and drawbacks. She is having a difficult time making a decision about which car to buy because she cannot process all the information she has gathered. This is an example of
- 1 non-automatic processing
 - 2 information overload
 - 3 anchoring and adjustment
 - 4 the representativeness heuristic

Answer: 2

- 3 If you were a convicted defendant facing sentencing for your crime in a country where they still have the death penalty, what would you want the judge to do before he or she sentenced you? (Keep anchoring and adjustment research in mind)
- 1 Give a light sentence to another criminal for a similar crime
 - 2 Give a harsh sentence to another criminal for a more severe crime.
 - 3 Read a treatise on the death penalty vs life imprisonment
 - 4 Read a newspaper article about a crime in which the defendant received a harsh sentence

Answer: 1

- 4 The storing of information in memory involves the process known as
- 1 storage
 - 2 retrieval
 - 3 cognitive load
 - 4 encoding

Answer: 4

- 5 One evening, after seeing a(n) ----- at the Cinema, you are on your way home. You drive into a store parking lot, where another driver grabs a parking place you had spotted and were waiting for. You most likely perceive the behaviour as very -----
- 1 violent movie, aggressive
 - 2 comedy, aggressive
 - 3 drama, meaningless
 - 4 violent movie, funny

Answer: 1

- 6 The fact that we can make judgments and evaluations about different aspects of the world in either a controlled, reflective way or in an automatic way, suggests we have
- 1 several different evaluative systems that operate relatively independently of each other and generally address different aspects of the world
 - 2 only one system for evaluating the social world, but this system can be controlled or operated in two different ways
 - 3 two systems for evaluating the social world which may be located in different areas of the brain
 - 4 two systems for evaluating the social world, but they generally work together so that it is difficult to distinguish between the two

Answer: 3

- 7 People frequently fall prey to the planning fallacy because
- 1 they tend to assume an external locus of control when they are successful
 - 2 they tend to engage in magical thinking when contemplating future tasks
 - 3 they focus more strongly on the past than on the future
 - 4 when planning a task, they focus more strongly on the future than on the past

Answer: 4

- 8 According to your prescribed book *affect* includes
- 1 our anticipated emotions and thoughts
 - 2 the ways we process, store, and use information
 - 3 current emotions and moods
 - 4 the interaction between moods and thoughts

Answer: 3

- 9 Nonverbal cues are often deemed to be irrepressible because they are
- 1 difficult to control
 - 2 only useful when we are trying to determine if someone likes us
 - 3 unrelated to our feelings
 - 4 consciously controlled

Answer: 1

- 10 On her way to work one morning, Ntombi was cut off by a driver who was weaving in and out of traffic, tailgating slower moving cars, racing through yellow lights, and generally driving rather erratically. According to recent research, Ntombi should probably - - - - because - - - - .
- 1 slow down in front of the driver, if this can be done safely, this will allow the driver time to calm down and begin driving more safely
 - 2 pretend to call the police on her cell phone, she will be able to intimidate the other driver
 - 3 stare the other driver down, the driver will eventually turn his attention elsewhere
 - 4 avoid making eye contact with the driver, the driver might interpret Ntombi's eye contact as an act of aggression

Answer: 4

11 What is the relevance of Aronoff, Woike, and Hyman's (1992) research on the dancing styles of key characters in classic ballet to the study of body language?

- 1 Large-scale body movements and postures often inform us about others' emotions or traits
- 2 Body movements and postures tend to be informative only if we are within three meters of the person in question
- 3 This research has no relevance to the study of body language
- 4 Body movements must agree with verbal signals in order to be interpreted

Answer: 1

12. Imagine that you see a friend of yours arguing with a sales clerk in a store. You have never seen your friend argue with anyone in public before. Therefore, you think that the clerk did something to cause the argument. The theory that most directly explains how you reached this conclusion is the

- 1 theory of discounting and augmenting
2. inferential correspondence effect theory
- 3 theory of consensus consistency
- 4 theory of correspondent inference

Answer: 4

13 Noncommon effects (in attribution theory) are

- 1 effects that can be caused only by a combination of two or more factors
- 2 effects that can be caused by only one specific factor
- 3 effects that can be caused by one of several different factors
- 4 unusually weak indicators of underlying personality traits

Answer: 2

14 According to Kelley's theory, behaviours that arise because of an individual's traits, motives, or intentions are - - - - - caused, while those behaviours that arise because of some aspect of the social or physical environment are - - - - - caused

- 1 ambiguously, distinctively
2. genetically, environmentally
- 3 externally, internally
- 4 internally, externally

Answer: 4

15 Mary sees Greta trip while walking down an outside flight of steps and thinks "What a clumsy person!" Five minutes later, though, Mary trips on the same flight of steps, and says to an onlooker "Wow, it is wet today!" This is an illustration of the

- 1 actor-observer effect
- 2 self-serving bias effect
- 3 blame-avoidance principle
- 4 projection principle

Answer: 1

16 Asch defined central traits as those traits that were

- 1 located near the middle of our cognitive structure for attitudes
- 2 crucial for making cognitive decisions about the other traits
- 3 formed by our implicit personality theories
- 4 crucial in shaping the overall impression of a stranger

Answer: 4

- 17 Recent research suggests that impression management can work against an individual if
- 1 impression management techniques provide accurate information about the individual using them
 - 2 the individual using these techniques selects an inappropriate target for impression management
 - 3 the individual using these techniques displays an inappropriate interest in another person
 - 4 impression management techniques are overused or ineffectively used

Answer: 4

- 18 Research indicates that people's online identities often reflect the

- 1 physical self
- 2 true self with no deception
- 3 ideal self and some deception
- 4 ought self with no deception

Answer: 3

- 19 People tend to describe themselves in different ways under different circumstances. According to Mendoza-Denton's (2001) research, people who are given open-ended prompts tend to describe themselves using ----- terms

- 1 state-like and specific
- 2 situationally contingent
- 3 relationship-based
- 4 trait-like and global

Answer: 4

- 20 A study of chronic dieters found that making an initial tempting food item available caused them to ----- a second appealing dish

- 1 eat more of
- 2 eat less of
- 3 eat the initial item but ignore
- 4 combine (and then eat) the first item with

Answer: 1

- 21 Thabo feels helpless at his job, feels that he cannot control his workday, and feels that he is useless, worthless, and inept. These characteristics would most probably mean that Thabo has

- 1 low self-esteem
- 2 high locus of control
- 3 high self-insight
- 4 low locus of control

Answer: 1

- 22 Individuals who have high self-esteem and could be described as showing instability may exhibit

- 1 hostility and defensive responding when their self-esteem is threatened
- 2 the most humility when someone challenges their self-esteem
- 3 major depression when their self-esteem is threatened
- 4 passive responding, as though they are above it all when their self-esteem is threatened

Answer: 1

23 Katherine and Amy are members of the same hostel at university and are members of the university's swimming team. They have been trying to master a difficult dive from the high board at the university's swimming pool. Amy is showing faster improvement in the dive than Katherine. If they compare their performance as individuals, the self-evaluation maintenance model suggests that

- 1 Amy should like Katherine more
- 2 Katherine should dislike Amy more
- 3 Katherine should like Amy more
- 4 Amy should dislike Katherine more

Answer: 2

24 ----- occurs when individuals think that they may be judged in light of a negative stereotype about their social identity

- 1 Performance deficit
- 2 Negativity bias
- 3 Stereotype anxiety
- 4 Stereotype threat

Answer: 4

25 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 before, late
- 3 after, late
- 4 both before and after, both early and late

Answer: 1

26 As discussed in your prescribed book, LaPiere's research with the Chinese couple pointed out the

- 1 concordance between actual attitudes and reported conditions
- 2 strong agreement between reported attitudes and actual behaviour
- 3 difficulty of predicting actual behaviour from reported attitudes
- 4 consistent prejudice against Chinese visitors

Answer: 3

27 According to the theory of planned behaviour, the very first step we take in making a decision about pursuing a particular behaviour is to consider

- 1 various conflicting attitudes we may hold
- 2 the subjective norms that may be relevant
- 3 various behavioural options
- 4 whether important others are engaging in the planned behaviour

Answer: 3

28 Fazio's attitude-to-behaviour process model suggests that events may activate attitudes and -----, which both influence our behaviour

- 1 knowledge of social norms
- 2 rational thought processes
- 3 situational constraints on our behaviour
- 4 intent to act in a particular way

Answer: 1

- 29 The CEO of a Gauteng company with excellent personal credibility gave a press briefing and espoused some fairly restrictive regulations aimed to reduce carbon emissions and water pollution. His excellent credibility was most probably due to the fact that
- 1 many people in the area work for him
 - 2 he is the CEO of a chemical company
 - 3 TV is an excellent means by which to express one's attitude
 - 4 most viewers had not been forewarned about his message

Answer: 2

- 30 One reason why distractions may increase the persuasiveness of a message is because distractions
- 1 prevent heuristic processing from occurring
 - 2 enhance the appearance of humility in the person delivering the message
 - 3 enhance the apparent intelligence level of the person delivering the message
 - 4 prevent systematic processing of the message content

Answer: 4

- 31 The fact that we tend to pay particular attention to information that supports our attitudes and to direct our attention away from information that is contrary to our attitudes is known as
- 1 selective exposure
 - 2 subliminal conditioning
 - 3 reactance
 - 4 the less-is-more effect

Answer: 1

- 32 Cognitive dissonance arises when we notice a discrepancy between our attitudes and our behaviours. One way we can reduce the dissonance is by
- 1 trivialising the inconsistency by concluding that the attitude or the behaviour is not important, so the inconsistency is also unimportant
 - 2 focusing more of our attention on the discrepancy to determine whether the attitude or the behaviour is more important to us
 - 3 strengthening the attitude and the behaviour and ignoring the discrepancy
 - 4 modifying either the attitude or the behaviour to be more extremely inconsistent with each other

Answer: 1

- 33 Small rewards produce greater attitude change than do large rewards when people believe they are personally responsible for the action and
1. when the behaviour is relatively trivial
 - 2 that they are responsible for any positive effects the action produced
 - 3 that they are responsible for any negative effects the action produced
 - 4 when the justification for the behaviour is large

Answer: 3

- 34 Gender-based discrimination affects a substantial proportion of the population by
- 1 blocking women's progress in the workplace
 - 2 affecting men disproportionately from technical careers
 - 3 affecting women's status in the social world more generally
 - 4 increasing the level of marital discord

Answer: 1

- 35 One result of tokenism is that it
- 1 can damage the self-esteem and confidence of tokenised individuals
 - 2 increases the likelihood of minority group protests
 - 3 increases the likelihood of affirmative action lawsuits
 - 4 damages the self-esteem of biased majority-group members

Answer: 1

- 36 Promoting only a very few women (or only one women) into high-status positions in an organisation has the result of
- 1 causing women not promoted to be more likely to blame themselves for not being promoted
 - 2 causing the promoted women not to be identified as "token" promotions
 - 3 causing the promoted women to be viewed as exceptionally blessed
 - 4 showing that the organisation is genuinely free of discrimination

Answer: 1

- 37 Sometimes we can be victims of stereotyping and not even recognise it. Attitude studies in this regard show that ----- are generally viewed ----- than -----
- 1 poor people, more positively; rich people
 - 2 married people, more positively, single people
 - 3 convicted felons, more positively, honest hard-working people
 - 4 couples living together, more positively, couples in long-distance relationships

Answer: 2

- 38 Some experts have suggested that different types of prejudice may arise because of different emotional responses to the target group. From this perspective, prejudice arising from pity may result in behaviours that try to
- 1 avoid feelings of guilt and sympathy for the out-group
 - 2 harm the out-group directly
 - 3 protect the in-group's status position
 - 4 avoid contact with the out-group

Answer: 4

- 39 Participants in an experiment were asked to rate a series of pictures and were assigned randomly to a group. They were told that the others in their group shared a preference for either Klee or Kandinsky paintings. When given an opportunity to distribute money to others in the experiment, these participants
- 1 split the money equally among both in group and out group members
 - 2 gave more money to the out group to compensate for collective guilt
 - 3 gave less money to their in group if it meant they could maximise the difference between the amount given to the in group and the amount given to the out group
 - 4 gave more money to their in group if it meant they could decrease the inequalities between their group and the out group

Answer: 4

- 40 Attributing bigoted opinions to sources other than prejudice and/or expressing biased attitudes in some safe areas but not publicly is a part of
- 1 modern racism
 - 2 reverse discrimination
 - 3 recategorisation
 - 4 implicit associations

Answer: 1

41 Lerato is washing the dishes and asks her brother to help by drying them. Her brother says that dishwashing is women's work, which makes their father smile. Her brother sees the smile and walks away. This scenario is an example of prejudice as a result of

- 1 social learning
2. social assimilation
- 3 incidental feelings
- 4 compunction

Answer: 1

42 When our membership in a group is salient, a stereotype (about an out-group) endorsed by our in-group is more likely to ----- our ----- about that out-group.

- 1 overcome, personal beliefs
- 2 overcome, in-group prejudice
- 3 become less important than, personal beliefs
- 4 be invalidated if, personal belief is strengthened

Answer: 1

43 The basic motive to seek and maintain interpersonal relationships is known as

- 1 the affiliation need
- 2 the affect-centered model of attraction
- 3 the proportion of similarity
- 4 an adaptive response

Answer: 1

44 Which of the following is true about individuals with a dismissing avoidant attachment style?

- 1 They do not benefit from relationships with others
2. They have a very high need for affiliation
- 3 Just like everyone else, their self-esteem rises when they are accepted by others
- 4 They are incapable of having relationships with others

Answer: 1

45 Attraction between two people is enhanced when

- 1 the need for affiliation is particularly strong
- 2 privacy is of lesser concern to both individuals
- 3 areas of similarity outweigh areas of dissimilarity
- 4 physical proximity cannot be altered

Answer: 3

46 Suppose you are taking a friend to a party. The invitation specified that the party would begin at 6:00. When you arrive at your friend's apartment at 5:45 to pick her up, she tells you she won't be ready to leave before about 6:30 and comments that "Nobody arrives on time, anyway." Your friend is following a(n)

- 1 explicit social norm
- 2 symbolic social influence factor
- 3 implicit social norm
- 4 ingratiation technique

Answer: 3

- 47 In Asch's classic experiment, a standard-setting line was first presented to small groups of people, followed by the presentation of three comparison lines of different lengths. In one condition, three accomplices, posing as students, chose an incorrect answer before the subject could respond. Frequently, the subject would then also select an incorrect response. This result illustrates
- 1 the effects of compliance
 - 2 an informational social influence
 - 3 the absence of individuation tendencies in some participants
 - 4 the influence of group pressure to conform

Answer: 4

- 48 When factors such as - - - - - and - - - - - are considered, gender differences in susceptibility to conformity disappear
- 1 confidence in one's own judgments (as determined by familiarity with the situation), social status
 - 2 trait stubbornness, social status
 - 3 intelligence, unconsciously primed stubbornness
 - 4 group judgment, knowledge of the source of the conformity pressure

Answer: 1

- 49 According to your textbook, empathy develops from
- 1 several different aspects of our personality
 - 2 a combination of biological and environmental factors
 - 3 environmental factors only
 - 4 adolescent learning experiences

Answer: 2

- 50 It is clear to social psychologists that - - - - - and - - - - - are - - - - -
- 1 aggression, prosocial behaviour, opposites
 - 2 aggression, prosocial behaviour, similar in some ways
 - 3 aggression, empathy, very similar emotional states
 - 4 prosocial behaviour, anger, very similar emotional states

Answer: 2

- 51 Lefa, a seventh-grader, is on the playground. Lefa has started pushing another student around and has punched him twice when a teacher intervenes. Lefa tries to explain his aggressiveness by saying, "I was just having fun." This is an example of
- 1 instrumental aggression
 - 2 hostile aggression
 - 3 Type A personality
 - 4 hostile attributional bias

Answer: 2

- 52 A behavioural pattern in which one person is chosen as the target of repeated aggression by one or more others is known as
- 1 displacement
 - 2 frustration aggression
 - 3 bullying
 - 4 provocation

Answer: 3

- 53 The four conditions that must be met for punishment to be effective are
- 1 It must be delayed for a brief period of time, it must be relatively likely to occur, it must be mild, and it must be perceived by the recipients as deserved
 - 2 It must be delayed for a brief period of time, it must be relatively likely to occur, it must be mild, and it must be perceived by all parties to the punishment as deserved
 - 3 It must be delayed for a brief period of time, it must be relatively likely to occur, it must be strong, and it must be perceived by the recipients as deserved
 - 4 It must be prompt, it must be certain to occur, it must be strong, and it must be perceived by the recipients as deserved

Answer: 4

- 54 Ahmed belongs to his university's Student Representative Council, a group that is high in entitivity It is likely that Ahmed feels that the Student Representative Council
- 1 is unlikely to be stereotyped
 2. is of great consequence to him
 - 3 uses too much political jargon
 - 4 is polarised in a conservative direction

Answer: 2

- 55 The effect on our performance that results from the presence of others is
- 1 deindividuation
 - 2 social polarisation
 - 3 social reciprocity
 - 4 social facilitation

Answer: 4

- 56 When people work on relatively simple, well-known tasks, an audience
- 1 causes performance to suffer for most people
 2. improves performance for most people
 - 3 will cause performance to suffer for introverts but not extroverts
 - 4 will cause improvement to performance for extroverts but not introverts

Answer: 2

- 57 Dominant responses are responses that are
- 1 often incorrect for a specific situation
 - 2 least likely to occur in the mathematics class
 - 3 most likely to occur in any given situation
 - 4 least likely to occur in the psychology class

Answer: 3

- 58 Sibusiso is learning to play the guitar He is in the process of mastering several new songs. From the perspective of Zajonc's drive theory of social facilitation, Sibusiso should
- 1 practice when others are present until mastery is achieved
 2. practice alone until partial mastery is achieved, then practice only late in the evening in the presence of others
 - 3 attempt to become unaware of the presence of others
 - 4 practice alone until mastery is achieved, and then perform in the presence of others

Answer: 4

59 Roger, Sabiha, Emily, and George are working on a group paper for a class. How would one go about reducing the likelihood of Emily engaging social loafing?

- 1 Convince Emily that her contribution is unique.
- 2 Have Sabiha confront Emily about her performance
- 3 Limit Emily's input into group decision-making processes
- 4 Ask Emily to demonstrate her competence to complete the task

Answer: 1

60 A social dilemma is a situation in which each person can increase his or her individual gains by

- 1 acting in one way, but at the expense of other persons
- 2 acting in a selfish manner, but if most persons do so, the outcomes experienced by all are reduced
- 3 working against other persons when they attempt to cooperate with each other
- 4 competing with other persons but not by cooperating with them

Answer: 2

61 Procedural justice involves individuals' judgments

- 1 about whether the decisions relating to the distribution of rewards have been adequately explained and distribution was courteous
- 2 about whether the rewards they receive are the same as the rewards received by other group members
- 3 about the individuals who decide which group members receive rewards and the ways in which those rewards are presented
- 4 concerning the fairness of the procedures used to distribute available rewards among group members

Answer: 4

62 Strongly cohesive groups may assume that their decisions can't be incorrect and put pressure on all group members to strongly support the group's decisions. This is known as

- 1 a social dilemma
- 2 groupthink
- 3 deindividuation
- 4 the collective effort model

Answer: 2

63 In the South African study by Moore (2000), where students' attributions regarding their academic success and failures were measured, mean scores indicated a tendency towards

- 1 a correspondence bias
2. an actor-observer effect
- 3 a dissonance bias
- 4 a self-abusing bias.

Answer: 4

64 Regarding attribution style and coping abilities for positive events, which of the following respondents were found by the South African researchers Spangenberg and Lategan (1993) to cope the best? Those with

- 1 internal, stable and global attribution styles
- 2 external, unstable and specific attribution styles
- 3 internal, unstable and dissonant attribution styles
- 4 external, stable and consonant attribution styles

Answer: 1

65. In the Bandawe and Foster (1996) study investigating factors influencing the intention of Malawian school students to engage in low-risk AIDS-related behaviours, results showed that intentions to use condoms and to stick to the same sexual partner were predominantly under

- 1 perceived behavioural control
- 2 behavioural intention control
- 3 self-serving control
- 4 attitudinal control

Answer: 4

66 South African attitude studies show that intergroup attitudes generally

- 1 change relatively easily over the long run
2. do not change easily over the long run
- 3 serves an ego-defensive function
4. illustrates our self-complexity

Answer: 2

67 With the South African study by Spangenberg and Lategan (1993) in mind, which one of the following statements is correct?

- 1 Masculine oriented women will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously
- 2 Androgynous women will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously
3. Undifferentiated women will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously
- 4 Feminine women breaking through the glass-ceiling will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously

Answer: 2

68 In the South African study investigating masculine and feminine stereotypes, Prinsloo (1992) found that his black respondents tended to define masculinity in terms of

- 1 dominance
- 2 an absence of emotional traits
- 3 outwardly visible traits
- 4 adventurousness

Answer: 1

69 In the South African study investigating stereotypes among students from the University of Colorado and the University of Bloemfontein, the basic finding was that a strong and consistent

- 1 in-group homogeneity effect existed
- 2 masculine bias existed
- 3 out-group homogeneity effect existed
- 4 femininity bias existed

Answer: 3

70 Duckitt (1991), after measuring authoritarianism in an alternative way, concluded that norms of prejudice and individual psychological factors such as authoritarianism have - - - - roles in determining the levels of prejudice in societies such as South Africa or the southern parts of the United States

- 1 complementary
- 2 opposite
- 3 poignant
- 4 divergent

Answer: 1

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SOCIAL PSYCHOLOGY

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

Answer: 1

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

Answer: 4

3 Simple rules for making complex decisions or drawing inferences are known as

- 1 schemas
- 2 automaticity
- 3 heuristics
- 4 anchoring and adjustment

Answer: 3

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

Answer: 4

- 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

Answer: 4

- 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

Answer: 2

- 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

Answer: 4

- 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

Answer: 4

- 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

Answer: 3

- 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

Answer: 4

- 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

Answer: 4

- 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

Answer: 2

- 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

Answer: 4

- 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

Answer: 2

- 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

Answer: 4

- 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

Answer: 4

- 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

Answer: 4

- 18 To increase the effectiveness of a message, the communicator (source) should preferably be credible and
- 1 attractive
 - 2 ambiguous
 - 3 short
 - 4 unambiguous

Answer: 1

- 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

Answer: 4

- 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

Answer: 4

- 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

Answer: 1

- 22 The strongest attitudes for an individual are usually acquired through
- 1 peer influence
 - 2 cognitive processes
 - 3 direct experience
 - 4 social learning

Answer: 3

- 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

Answer: 3

- 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

Answer: 1

- 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

Answer: 4

- 26 Barriers based on attitudes or organisational biases that may prevent qualified women from reaching high-level positions in the workplace are known as
- 1 shifting standards
 - 2 benevolent sexism
 - 3 gender stereotypes
 - 4 the glass ceiling

Answer: 4

- 27 Mike believes that men are generally better at mathematics and engineering than women. He also tends to think of women as being emotional and a bit soft. Mike recently met Karen, an attractive woman who is a civil engineer. In most other respects, Karen fits Mike's ideas about women. Rather than revise his stereotype of women, Mike probably assumed that Karen represents a(n)
- 1 implicit association
 - 2 recategorisation
 - 3 schema
 - 4 subtype

Answer: 4

- 28 Use of subjective measurement scales when making comparisons between members of different groups can result in
- 1 benevolent sexism
 - 2 shifting standards
 - 3 between-group comparisons
 - 4 social creativity

Answer: 2

29 Some experts have suggested that different types of prejudice may arise because of different emotional responses to the target group. From this perspective, prejudice arising from envy may result in behaviours that try to

- 1 camouflage the prejudice to the extent possible
- 2 avoid feelings of guilt and sympathy for the out-group
- 3 avoid contact with the out-group
- 4 protect the in-group's status position

Answer: 4

30 According to research, men, more than females, seek ----- symmetry in facial features

- 1 vertical
- 2 horizontal
- 3 unilateral
- 4 bilateral

Answer: 4

31 When rating the attractiveness of other people, the greatest degree of agreement between raters occurs when

- 1 males are judging the attractiveness of males
- 2 males are judging the attractiveness of females
- 3 females are judging the attractiveness of females
- 4 females are judging the attractiveness of males

Answer: 2

32 According to Zajonc (2001), repeated encounters with a stranger generally allows - - - - to decrease and - - - - to increase

- 1 positive emotions, feelings of familiarity
- 2 beneficial consequences, harmful consequences
- 3 negative emotions, positive emotions
- 4 feelings of familiarity, feelings of uncertainty

Answer: 3

33 Proximity is important to attraction because

- 1 areas of similarity can be discovered more easily
- 2 observable characteristics become more pronounced
- 3 repeated exposure tends to produce favorable evaluations
- 4 it allows negative attitudes to dissipate over time

Answer: 3

34 Flattery often works with respect to attraction because of the rule of

- 1 complementarity
- 2 implicit evaluation
- 3 reciprocity
- 4 similarity

Answer: 3

35 People who share similar attitudes and beliefs are ----- to like each other

- 1 more likely
- 2 neither more nor less likely
- 3 either more or less likely, depending on other factors
- 4 unlikely

Answer: 1

36 Our evaluations of strangers tend to be higher when

- 1 there are indications that the stranger's attitudes and beliefs are different from ours
- 2 we know that some attitudes are dissimilar but some beliefs are similar to ours
- 3 we know that they share attitudes and beliefs that are similar to ours
- 4 there are indications of differences in attitudes and beliefs but similarities in behaviours

Answer: 3

37 The proportion of similarity is predictive of the degree of attraction between two people

- 1 when discussions are between males and females
- 2 when discussions are of topics that are important to the individuals
- 3 when discussions are between males and males
- 4 regardless of the importance of the topics they discuss

Answer: 4

38 Individuals tend to show the greatest decrease in their ability to show harmful obedience when they

- 1 view a victim being physically harmed
- 2 receive rewards from the authority figures
- 3 receive feedback from the victim
- 4 question the expertise and motives of the authority figures

Answer: 4

39 Ntombi has been living with her boyfriend for a year. During that time, Ntombi has heard her boyfriend and his family make many negative comments about Cubans. When her boyfriend's family is around, Ntombi also occasionally makes negative comments about Cubans, even though she doesn't believe these comments are based on facts. This situation best represents the distinction between ----- and -----

- 1 public speech, private beliefs
- 2 private speech, public beliefs
- 3 public conformity, private non-conformity
- 4 public conformity, private acceptance

Answer: 4

40 One of the factors associated with compliance is commitment. This is because we are more willing to comply with requests

- 1 from friends or from those we like than with requests from strangers or people we dislike
- 2 that come from those who hold a position of authority over us
- 3 that result in behaviours we see as consistent with positions we have made a commitment to
- 4 from those whom we see as similar to ourselves in some way

Answer: 3

41 Injunctive norms

- 1 encourage the adoption of certain attitudes but not others
- 2 specify what ought to be done in a particular situation
- 3 determine the ways in which we interact with other people
- 4 are unspoken, implicit standards for behaviour

Answer: 2

42 Pressures toward conformity have a stronger effect on our behaviour when

- 1 we dislike a particular group of persons
- 2 different members of a particular group are saying or doing different things
- 3 the group we observe is very small
- 4 we like and admire a particular group of persons

Answer: 4

43 Thandi tells her friend, Nandi, *Didn't you hear that eating lots of garlic is good for you?* If Nandi then changes her eating habits to include a lot of garlic, it would be due to

- 1 faulty peer attributions
- 2 individuation
- 3 symbolic social influence
- 4 informational social influence

Answer: 4

44 Sipho and Lebo just bought a house, and moved into a new, upscale neighbourhood. One of their friends, who lives down the street from them, has installed a hot tub in her rock garden and has pointed out all the advantages of having one. Sipho and Lebo are debating whether to install a rock garden with a hot tub in their new home. Their decision may be strongly influenced by the

- 1 normative focus influence of their friend
- 2 normative social influence of their friend
- 3 informational social influence of their friend
- 4 individuation influence of their friend

Answer: 3

45 One technique that is sometimes used to gain compliance is to tell the target person that they have only a limited amount of time in which to obtain a desired item or take advantage of an offer. This is known as the

- 1 foot-in-the-door technique
- 2 that's-not-all technique
- 3 door-in-the-face technique
- 4 fast-approaching-deadline technique

Answer: 4

- 46 Sam's younger brother has just given him R4000 to pay for repairs to his (Sam's) car. Sam is very unhappy about accepting the money from his brother and intends to repay the money with interest over the next few months. Sam is now also planning to switch to a higher-paying job, even if it means working somewhere that he doesn't like as well as his current job, because he is determined to never be in a position to have to accept help from his brother again. This situation represents
- 1 the negative-state relief model
 - 2 diffusion of responsibility
 - 3 a wish to be in better financial condition than anyone else
 - 4 the motivating aspect of receiving help from someone else

Answer: 4

- 47 One component of empathy involves perspective taking. One type of perspective taking involves imagining how
- 1 another person perceives an event and feels about it as a result
 - 2 you would feel if you were the cause of the other's distress
 - 3 the other person would behave if they were in your position
 - 4 the other person might resolve the problem that they are facing

Answer: 1

- 48 The *empathy-altruism hypothesis* suggests that at least some prosocial behaviour is
- 1 driven by genetic attributes that evolved because they enhanced the probability of genetic success
 - 2 motivated solely by the desire to help someone in need
 - 3 driven by our motivation to engage in any behaviour that provides the greatest satisfaction to us
 - 4 motivated by our desire to appear moral without our having to pay the costs involved in actually being moral

Answer: 2

- 49 Lebo volunteers at a homeless shelter two days a month. She finds that she looks forward to her volunteer days because she feels good when helping others. Her mood is elevated before she reaches the shelter and for a few days afterwards. This situation best represents the
- 1 implicit bystander effect
 - 2 empathy-altruism hypothesis
 - 3 negative-state relief model
 - 4 empathic joy hypothesis

Answer: 4

- 50 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

Answer: 4

- 51 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

Answer: 3

- 52 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

Answer: 3

- 53 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

Answer: 1

- 54 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

Answer: 4

- 55 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

Answer: 4

- 56 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

Answer: 4

- 57 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

Answer: 2

- 58 Victims who are bullied repeatedly and brutally may *most probably* react by
- 1 committing suicide
 - 2 trying to sue the bullies and their friends
 - 3 lashing out at the parents of the bullies
 - 4 reporting the problem to the police

Answer: 1

- 59 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

Answer: 3

- 60 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

Answer: 4

- 61 Bargaining is a process
- 1 by which one individual or group attempts to strengthen its relatively weak position by offering a concession to the dominant individual or group
 - 2 in which opposing sides attempt to argue for the other's position in order to develop more effective counterarguments
 - 3 in which opposing sides attempt to resolve conflicts by maximising the rewards received by both sides, either directly or through representatives
 - 4 in which opposing sides exchange offers, counteroffers, and concessions, either directly or through representatives

Answer: 4

- 62 Procedural justice involves individuals' judgments
- 1 about whether the rewards they receive are proportionate to the contributions they have made
 - 2 about whether the rewards they receive are the same as the rewards received by other group members
 - 3 about the individuals who decide which group members receive rewards and the ways in which those rewards are presented
 - 4 concerning the fairness of the procedures used to distribute available rewards among group members

Answer: 4

- 63 In the South African study by Moore (2000), where student's attribution regarding their academic success and failures were measured, mean scores indicated a tendency towards
- 1 a correspondence bias
 - 2 an actor-observer effect
 - 3 a dissonance bias
 - 4 a self-abusing bias

Answer: 4

- 64 Regarding attribution style and coping abilities for positive events, which of the following respondents were found by the South African researchers Spangenberg and Lategan (1993) to cope the best? Those with
- 1 internal, stable and global attribution styles
 - 2 external, unstable and specific attribution styles
 - 3 internal, unstable and dissonant attribution styles
 - 4 external, stable and consonant attribution styles

Answer: 1

- 65 In the Bandawe and Foster (1996) study, investigating factors influencing the intention of Malawian school students to engage in low-risk AIDS-related behaviours, results showed that intentions to use condoms and to stick to the same sexual partner were *predominantly* under
- 1 perceived behavioural control
 - 2 behavioural intention control
 - 3 self-serving control
 - 4 attitudinal control

Answer: 4

- 66 South African attitude studies show that intergroup attitudes generally
- 1 change relatively easily over the long run
 - 2 do not change easily over the long run
 - 3 serve an ego-defensive function
 - 4 illustrate our self-complexity

Answer: 2

67 With the South African study by Spangenberg and Lategan (1993) in mind, which one of the following statements is correct?

- 1 Masculine oriented women will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously
- 2 Androgynous women will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously
- 3 Undifferentiated women will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously
- 4 Feminine women breaking through the glass-ceiling will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously

Answer: 2

68 In the South African study investigating masculine and feminine stereotypes, Prinsloo (1992) found that his black respondents tended to define masculinity in terms of

- 1 dominance
- 2 an absence of emotional traits
- 3 outwardly visible traits
- 4 adventurousness

Answer: 1

69 In the South African study investigating stereotypes among students from the University of Colorado and the University of Bloemfontein, the basic finding was that a strong and consistent

- 1 in-group homogeneity effect existed
- 2 masculine bias existed
- 3 out-group homogeneity effect existed
- 4 femininity bias existed

Answer: 3

70 Duckitt (1991), after measuring authoritarianism in an alternative way, concluded that norms of prejudice and individual psychological factors such as authoritarianism have - - - - roles in determining the levels of prejudice in societies such as South Africa or the southern parts of the United States

- 1 complementary
- 2 opposite
- 3 poignant
- 4 divergent

Answer: 1

SOCIAL PSYCHOLOGY

1 The representative heuristic - - - -

- 1 occurs when we are aware of the base rate
2. occurs when we ignore the base rate
3. is the same as the false consensus effect
4. is the frequency with which an event occurs in the general population

Answer: 2

2 The process involved with storing information in memory is known as - - - -

- 1 encoding
- 2 attention
- 3 retrieval
- 4 storage

Answer: 1

3 Max meets Josephine who is a member of a certain racial group. Josephine's behaviour is inconsistent with Max's schemas about that group. Max is *most likely* to - - - -

- 1 completely change his schema about the group
- 2 place Josephine into a subtype of those who do not confirm his schema
- 3 completely ignore this information
- 4 suppress conscious awareness of this information, but it will exert an influence on his behaviour without his awareness

Answer: 2

4 Which one of the following statements with regard to schemas is INCORRECT?

- 1 Schemas are direct versions of incoming stimuli
- 2 Schemas help us interpret specific situations or events
3. Schemas contain information relevant to specific situations or events
- 4 Schemas are cognitive structures that represent our general knowledge about a given concept or stimulus

Answer: 3

5 - - - - occur(s) when a person's memory is sensitised to certain information

- 1 Priming
- 2 The availability heuristic
- 3 The false consensus effect
- 4 The fundamental attribution error

Answer: 1

6. Which one of the following statements best describes mood congruence effects?
- 1 What we remember in a given mood may be determined by what we learned when previously in that mood
 - 2 Cognition can influence emotions by activating certain schemas
 - 3 We are more likely to store positive information when in a positive mood
 - 4 When we are in a positive mood, we tend to think heuristically than when we are in a negative mood

Answer: 1

- 7 Affective forecasts refer to our - - - - -
- 1 emotions about events that we have experienced
 - 2 cognitions about events that we have experienced
 - 3 expectations about how we would feel about events we have not actually experienced
 - 4 expectations about our emotions regarding negative events that may occur in future

Answer: 3

- 8 Two drivers on a highway are cut off by a third driver. The first driver is startled, and thinks "the driver was careless, and I don't think he noticed me". The second driver is furious and thinks "he deliberately tried to run me off the road". This scenario most clearly illustrates how - - - - -
- 1 emotions influence cognition
 - 2 arousal influences emotions
 - 3 emotions influence arousal
 - 4 cognition influences emotions

Answer: 1

- 9 One indication of possible deception occurs when inconsistencies exist between different types of nonverbal cues, such as facial expression and posture. These inconsistencies are known as - - - - -
- 1 body language
 - 2 linguistic style
 - 3 cultural inconsistencies
 - 4 interchannel discrepancies

Answer: 4

- 10 Which one of the following does NOT describe characteristics of a micro expression? They - - - - -
- 1 appear on the face very quickly after an emotion-provoking event
 - 2 are fleeting facial expressions lasting a few tenths of a second
 - 3 usually do not reveal a person's feelings
 - 4 are difficult to suppress

Answer: 3

- 11 Joshua, a friend of yours, obtained 85% for his social psychology examination. You are likely to attribute his performance to his ability when distinctiveness is - - - - -, consistency is - - - - -, and consensus is - - - - -
- 1 low, high, high
 - 2 low, high, low
 - 3 high, low; high
 - 4 high, high, low

Answer: 2

12. You see a shop assistant flirting with a customer and assume he finds her attractive. However, you then see him flirting with several other customers in the shop. This best represents the concept of - - - -

- 1 consensus
- 2 distinctiveness
- 3 consistency
- 4 common effects

Answer: 3

13. According to the notion of correspondence bias, which one of the following behaviours is *most likely* to be attributed to a trait in a person?

- 1 A teacher checking a child's homework
- 2 A bank teller asking for your identification
- 3 A television presenter sneezing on the air
- 4 A shop salesman picking his teeth

Answer: 3

14. You and all your friends are afraid of your neighbour's dog. However, you are not afraid of any other dog. The attribution that follows from this information - - - -

- 1 is an internal one (about you)
- 2 is an external one (about the dog)
- 3 relates to consensus
- 4 relates to noncommon effects

Answer: 2

15. You and Sharon work on a joint project, and it succeeds. Sharon believes that her contribution was greater than yours. You, however, believe that your contribution was greater than hers. This is indicative of the - - - -

- 1 self-serving bias
- 2 actor-observer bias
- 3 correspondent inference
- 4 fundamental attribution error

Answer: 1

16. The Social Compensation hypothesis claims that - - - - adolescents who - - - - are likely to use Facebook to find online contacts to - - - -

- 1 extroverted, enjoy making new friends, create a positive image of themselves
- 2 introverted; have difficulty making friends, compensate for an undesirable offline social life
- 3 high self-esteem, have only a few friends in their social life, increase their circle of friends
- 4 low self-esteem, are shy, find their 'true self' online

Answer: 2

17. In a new study group meeting you stress your studious qualities (something you want others to agree with), while underplaying other important aspects of yourself (such as being an excellent gymnast). You are practicing a - - - - approach in presenting yourself to others.

- 1 self-deprecating
- 2 self-denial
- 3 self-enhancement
- 4 self-verification

Answer: 1

18 Which one of the following alternatives is the most correct? Self-esteem refers to the - - - - -

- 1 positive or negative evaluation of the self by oneself
- 2 positive evaluation of the self by oneself
- 3 positive emotion that one is experiencing at the moment
- 4 positive evaluations of others about the self

Answer: 1

19. The research findings of Wood et al (2009) indicated that focusing on positive self-talk such as "I am a good person resulted in - - - - -

- 1 *increased* happiness with the self for those with *low self-esteem*
- 2 *decreased* happiness with the self for those with *high self-esteem*
- 3 *increased* happiness with the self for those with *high self-esteem*
4. *decreased* happiness with the self for those with *low self-esteem*

Answer: 1

20 An involuntary negative reaction to a member of a stigmatised group is the result of a(n) - - - - - attitude

- 1 explicit
- 2 implicit
- 3 mere exposure effect
- 4 unconditional stimulus

Answer: 2

21 According to the process of instrumental conditioning, negative attitudes will be displayed often by an individual if - - - - -

- 1 it is reinforced
- 2 it is preceded by a pleasant stimulus
- 3 the individual sees a role model perform the action
- 4 the individual is exposed to stimuli that are below the threshold of awareness

Answer: 1

22 The unpleasant, negative reaction that occurs when you perceive that someone is trying to limit your personal freedom is called - - - - -

- 1 framing
- 2 reactance
- 3 dissonance
- 4 discrepancy

Answer: 2

23 Immediately after a certain political commercial with which Bongani disagrees comes on, he switches to another channel. This is an example of - - - - -

- 1 reactance
- 2 attitude avoidance
- 3 selective avoidance
- 4 selective attention

Answer: 3

- 24 Which one of the following situations is most likely to cause cognitive dissonance?
- 1 A high self-monitoring person being persuaded by a salesperson
 - 2 A low self-monitoring person not being persuaded by a salesperson
 - 3 A person who has just cheated on a test convinces himself that it does not matter
 - 4 A person who has just cheated in an examination perceives himself as being honest

Answer: 3

- 25 Research indicates that a person who is distracted from a message is more likely to be persuaded by that message. The elaboration likelihood model (ELM-model) explains this by suggesting that distractions - - - - -
1. make the source more likable
 2. take up most of the person's peripheral processing ability
 - 3 serve as cues for rewards or punishments for being persuaded
 4. prevent people from engaging in central route processing of information

Answer: 4

- 26 Differential actions taken toward members of specific social groups are known as - - - - -
- 1 prejudices
 - 2 stereotypes
 - 3 selective avoidance
 - 4 shifting standards

Answer: Option should be Discrimination

- 27 Barriers based on attitudes that may prevent qualified women from reaching high level positions in the workplace are known as - - - - -
- 1 the glass ceiling
 - 2 gender stereotypes
 - 3 tokenism
 - 4 objectification

Answer: 1

- 28 Realistic conflict theory - - - - -
- 1 fails to explain prejudice
 - 2 explains only realistic prejudice
 - 3 refers to competition over valued commodities
 - 4 refers to discrimination and conflict but not to prejudice

Answer: 3

- 29 Goals that can only be reached by cooperation between groups are known as - - - - -
1. superordinate goals
 2. subordinate goals
 - 3 intrapersonal goals
 4. interpersonal goals

Answer: 1

- 30 The view that prejudice is acquired through direct and indirect experiences is known as - - - - -
- 1 instrumental conditioning
 - 2 social comparison
 3. observational learning
 - 4 social learning

Answer: 3

31 When people are socially excluded, they frequently demonstrate - - - - -

- 1 a lower need for affiliation
- 2 increases in cognitive functioning
3. decreased sensitivity to interpersonal information
- 4 increased sensitivity to interpersonal information

Answer: 3

32 Bruce has a relatively high need for affiliation. As such, he would likely - - - - -

- 1 show less emotional involvement in a relationship
- 2 avoid people with undesirable physical characteristics
3. prefer to spend as much time alone as possible
4. avoid making negative comments to fellow workers

Answer: 4

33 Which of the following professionals are MOST likely to utilise what is known about proximity in their work?

- 1 Accountants
- 2 Attorneys
- 3 Architects
- 4 Medical doctors

Answer: 3

34 Our evaluations of strangers tend to be higher when - - - - -

- 1 there are indications of differences in attitudes and beliefs but similarities in behaviours
- 2 we know that some beliefs are dissimilar but some attitudes are similar to ours
- 3 we know that they share attitudes and beliefs that are similar to ours
- 4 we know that some attitudes are dissimilar but some beliefs are similar to ours

Answer: 3

35 The degree of security an individual feels in interpersonal relationships is referred to as her or his - - - - -

- 1 attachment style
- 2 mother-infant bonding
- 3 level of misanthropy
4. basic attitudes towards interactions

Answer: 1

36 Research shows that sexual attraction is a - - - - - but not - - - - - condition for being in love

- 1 necessary, sufficient
- 2 sufficient, necessary
- 3 necessary, lasting
- 4 sufficient, primary

Answer: 1

37 - - - - - are rules that indicate how people are expected to behave in particular situations

- 1 Social validations
- 2 Social pressures
- 3 Social norms
- 4 Normative force

Answer: 3

38 People who see others picking up litter in a parking lot are less likely to litter themselves. This observation can be best explained by - - - - -

- 1 a descriptive norm
- 2 an injunctive norm
- 3 environmental awareness
- 4 the low-ball technique

Answer: 2

39 Michele's friends are very conservative in terms of their dress and appearance. Much to their amusement, Michele dyes her hair pink and green. Michele's action can be explained by her need for - - - - -

- 1 cohesiveness
- 2 systematic processing
- 3 avoiding peer pressure
- 4 individuation

Answer: 4

40 All of the following individuals would likely be considered a "compliant professional" EXCEPT - - - - -

- 1 a telephone operator
- 2 an advertiser
- 3 a fundraiser
- 4 a sales representative

Answer: 1

41 Pointing out incidental similarities between ourselves and those whom we wish to influence is based on the - - - - - principle of compliance

- 1 social validation
- 2 reciprocity
- 3 commitment/ consistency
- 4 friendship/ liking

Answer: 4

42 A possible reason why authority figures can be so successful in getting obedience for horrific tasks is that they - - - - -

- 1 encourage thoughtful consideration of their position
- 2 try to engage in the process of ingratiation
- 3 allow the obedient person to escalate their tasks very gradually
- 4 put the obedient person's focus on considering whether he or she is doing something wrong

Answer: 3

43 Behaviour that is motivated by an unselfish concern for the welfare of others is known as - - - - -

- 1 reciprocal prosocial behaviour
- 2 heroism
- 3 self interest
- 4 altruism

Answer: 4

44 The empathy-altruism hypothesis suggests that at least some prosocial behaviour is - - - - -

- 1 driven by our motivation to engage in any behaviour that provides the greatest satisfaction to us
- 2 motivated by our desire to appear moral without our having to pay the costs involved in actually being moral
- 3 caused by the desire to reduce our own discomfort in the presence of negative emotions
- 4 motivated solely by the desire to help someone in need

Answer: 4

45 Mark and Cynthia are writing checks to donate to their alma mater. First, Mark says he's going to donate R5,000, and then Cynthia indicates she might be able to donate more than that. Mark then decides he too could contribute more than R5,000. What is this called?

- 1 Competitive altruism
- 2 Empathy-altruism
- 3 Negative-state relief
- 4 Empathy joy

Answer: 1

46 When there are many bystanders during an emergency, the probability of receiving help is reduced. This is because of - - - - -

- 1 the diffusion of responsibilities that occurs
- 2 selective altruism
- 3 the empathy-altruism hypothesis
- 4 moral hypocrisy

Answer: 1

47 Bad feelings can come from being socially excluded. When this happens, people are more likely to - - - - -

- 1 make themselves feel better by helping others
- 2 feel empathy only for those people who had previously excluded them
- 3 feel empathy for others who were similarly rejected
- 4 become extremely helpful towards persons of lower status

Answer: 3

48 Oliver is experiencing a major financial crisis and is in need of help. Given this information, which of the following statements is the MOST accurate?

- 1 If Oliver receives help from a governmental agency, he will likely develop a negative self-image
- 2 If Oliver receives help from a governmental agency, he will likely become dependent on governmental aid
- 3 Oliver is more likely to work hard to avoid such problems in the future if he gets assistance from his family rather than from governmental aid
- 4 Oliver is more likely to work hard to avoid such problems in the future if he gets assistance from governmental aid rather than from his family

Answer: 3

49 Behaviour that is intended to harm is known as - - - - -

- 1 Type B behaviour
- 2 Type A behaviour
- 3 provocation
- 4 aggression

Answer: 4

50 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

Answer: 4

51 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

Answer: 1

52 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

Answer: 3

53. One result of desensitisation to violence is that individuals who are desensitised to violence are likely to - - - - -

- 1 be more aggressive to others
- 2 respond less quickly to aggressive situations
- 3 have weakened reactions to violence
- 4 react peacefully when things turn violent

Answer: 2

54 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

Answer: 3

55. 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

Answer: 4

56 The primary strategy for survival among humans is - - - - -

- 1 interdependence
- 2 genetic programming
- 3 group sharing
- 4 group cooperation

Answer: 1

57 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 leave the group shortly after being initiated as members
- 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 belong to the group for a while, then drift away

Answer: 3

58 If it is shared by several people, the task of pushing a stalled car is a(n) - - - - -

- 1 deindividuating task
- 2 additive task
- 3 multiplicative task
- 4 interactional task

Answer: 2

59 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

Answer: 3

60 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

Answer: 2

- 61 In the South African study by Moore (2000), where students' attribution regarding their academic failures were measured, mean scores indicated a tendency towards attributing their failure to - - - - -
- 1 external factors
 - 2 a lack of personal effort
 - 3 uncontrollable factors
 - 4 stable factors

Answer: 2

- 62 The South African researchers Spangenberg and Lategan (1993) found that respondents who showed a - - - - - were the most likely to cope with *negative* events
- 1 external, unstable and specific attribution style
 - 2 internal, stable and global attribution style
 - 3 external, stable and global attribution style
 - 4 internal, unstable and specific attribution style

Answer: 1

- 63 The South African researcher Borman (1999) investigated the self-esteem levels of three ethnic groups (White Afrikaner, Black, White English) Her findings revealed that the black group had the - - - - - mean score on the self-esteem scale When this score is compared with the scores of the other ethnic groups, it indicates that the black group's score - - - - -
- 1 highest, is indicative of a 'real' high self-esteem
 - 2 highest, is *not* indicative of a 'real' high self-esteem
 - 3 lowest, is indicative of a 'real' low self-esteem
 - 4 lowest, is *not* indicative of a 'real' low self-esteem

Answer: 4

- 64 The South African researchers Gulle, Tredoux and Foster (1998) found that the top three stressors experienced by South African Police members are (from highest to lowest)
- 1 Killing someone in line of duty, inadequate salary, court leniency with criminals
 2. Inadequate salary, court leniency with criminals, ineffectiveness of the judicial system
 - 3 Fellow killed in the line of duty, killing someone in line of duty, inadequate salary
 - 4 Racial prejudice and conflict, inadequate salary, making arrests while alone

Answer: 3

- 65 Bandawe and Foster (1996) investigated factors influencing the intention of Malawian school students to engage in low-risk AIDS-related behaviours Their results showed that intentions to use condoms and to stick to the same sexual partner were *predominantly* under - - - - -.
1. perceived behavioural control
 2. behavioural intention control
 - 3 self-serving control
 4. attitudinal control

Answer: 4

- 66 South African attitude studies show that intergroup attitudes generally - - - - -
- 1 change relatively easily over the long run
 - 2 do not change easily over the long run
 - 3 serve an ego-defensive function
 - 4 illustrate our self-complexity

Answer: 2

67 A South African study (Pitt & Nel, 1990) confirmed that cohesive groups often perform better than less cohesive groups, on condition that cohesion levels are ----- that they lead to -----

- 1 not so high, groupthink
- 2 not so low, social loafing
- 3 not so high, social facilitation
4. not so low, social dilemmas

Answer: 1

68 A South African study (Sukhai, Seedat, Jordaan & Jackson, 2005) operationalised road rage on a continuum consisting of four levels Level 1 -----, Level 2 ---, Level 3 -----, Level 4 -----

- 1 expressions of annoyance, aggressive driving, intimidating behaviour; confrontational behaviour
- 2 aggressive driving, confrontational behaviour, intimidating behaviour; expressions of annoyance
- 3 intimidating behaviour, expressions of annoyance, confrontational behaviour; aggressive driving
4. confrontational behaviour, expressions of annoyance, aggressive driving, intimidating behaviour

Answer: 1

69 The results of a South African study (Botha, 1998) that was conducted in an area plagued by community violence revealed that -----

- 1 a preference for violent television programs was shown by both children and their parents
- 2 children, but not their parents, had a preference for violent television programs
- 3 parents, but not their children, had a preference for violent television programs
- 4 a preference for violent television programs was virtually absent for both children and their parents

Answer: 4

70 With the South African study by Spangenberg and Lategan (1993) in mind, which one of the following statements is correct?

- 1 Masculine oriented women will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously.
- 2 Androgynous women will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously
- 3 Undifferentiated women will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously
- 4 Feminine women breaking through the glass-ceiling will be in a better position to cope with contemporary demands to be both professionals and homemakers simultaneously

Answer: 2

SOCIAL PSYCHOLOGY

1 Simple rules for making decisions in a seemingly effortless manner are known as

- 1 biases
- 2 schemas
- 3 heuristics
- 4 cognitions

Answer: 3

2 Solomon has constantly heard that he is not a good student, after a while he starts to behave as people perceive him. This behavioural change supports the notion of

- 1 individualism
- 2 anchoring and adjustment
- 3 self-fulfilling schema
- 4 social influence

Answer: 3

3 Which one of the following statements regarding conscious thought and automatic processing is correct?

- 1 Conscious thought has strict limits in terms of the amount of information we can process
- 2 Conscious thought has a much greater capacity than unconscious, automatic thought
- 3 Automatic processing is always inferior to careful, conscious thought in terms of making decisions
- 4 Automatic processing reflects our real preferences less than conscious thought

Answer: 1

4 According to the notion of counterfactual thinking our thoughts are influenced by

- 1 the pessimistic bias
- 2 what has happened in the past
- 3 careful and deliberate attention
- 4 imagined outcomes

Answer: 4

5 Jane is in a good mood and reflects on all the wonderful holidays she has experienced. This is an example of

- 1 mood dependent memory
- 2 mood congruence effects
- 3 the influence of cognition on affect
- 4 magical thinking

Answer: 1

6 Two drivers are cut off by a bus. The first driver, who thinks that the bus driver did not see him, is relatively calm. The second driver, who thinks that the bus driver deliberately tried to hit him, is furious. This scenario illustrates how

- 1 affect influences arousal
- 2 affect influences cognition
- 3 cognition influences affect
- 4 cognition influences thinking.

Answer: 3

- 7 Both Richard (an American student) and Kaito (a Japanese student) obtain their degrees with distinction. Richard is likely to say (a) - - - - and Kaito is likely to say (b) - - - -.
- 1 (a) "I'm so happy because of my achievement" (b) "I'm so happy because my family will be proud of me"
 - 2 (a) "I'm so happy because my family will be proud of me" (b) "I'm so happy because of my achievement"
 - 3 (a) "I'm so happy because of my achievement" (b) "I'm so happy because of my achievement"
 - 4 (a) "I'm so happy because my family will be proud of me" (b) "I'm so happy because my family will be proud of me".

Answer: 1

- 8 It is hypothesised that the actor-observer effect occurs, in part, because
- 1 of the self-schema bias
 - 2 it is easier to detect deception in the self than in others
 - 3 people do not attach much importance to the actions of others
 - 4 we are more aware of external factors that influence our own behaviour

Answer: 4

- 9 People who suffer from depression tend to attribute their failures to - - - - and their successes to - - - -.
- 1 lasting internal causes, lasting external causes
 - 2 lasting external causes, lasting external causes
 - 3 lasting internal causes, temporary external causes
 - 4 temporary external causes, lasting internal causes

Answer: 3

- 10 Asanda is going for a job interview. Her friend advises her "tell yourself that you are great, and then you will be". The research by Wood (2009) revealed that such self-talk
- 1 is beneficial in all circumstances for all people
 - 2 is only beneficial for those with low self-esteem
 - 3 is only beneficial for those with a positive self-image
 - 4 either has no effect, or even may frequently backfire

Answer: 3

- 11 Explicit attitudes are attitudes that are at the (a) - - - - level, are (b) - - - - and are (c) - - - -.
- 1 (a) unconscious (b) uncontrollable (c) difficult to self-report
 - 2 (a) conscious (b) controllable (c) easy to self-report
 - 3 (a) conscious (b) uncontrollable (c) easy to self-report
 - 4 (a) unconscious (b) controllable (c) difficult to self-report

Answer: 2

- 12 LaPier's well-known research with a Chinese couple pointed out the
- 1 strong agreement between reported attitudes and actual behaviour
 - 2 difficulty of predicting reported attitudes from actual behaviour
 - 3 difficulty of studying reported attitudes and actual behaviour
 - 4 sizable gap between reported attitudes and actual behaviour

Answer: 2

13 According to the theory of planned behaviour, the first step we take in making a decision about pursuing a particular behaviour is to consider

- 1 various behavioural options
- 2 various conflicting attitudes we may hold
- 3 the subjective norms that may be relevant
- 4 whether important others are engaging in the planned behaviour

Answer: 1

14 The theory of reasoned action suggests that

- 1 in addition to attitudes toward a given behaviour individuals also consider their ability to perform the behaviour
- 2 events trigger our attitudes and simultaneously the appropriate norms for how people should behave in a given situation
- 3 the decision to engage in a particular behaviour is the result of a rational process in which behavioural options are considered
- 4 people often erroneously believe that others have different attitudes from themselves

Answer: 3

15 Johannes, a man who places great value on being environmentally responsible just purchased a new car that he later discovers does not have a good fuel consumption. It is likely that Johannes will experience

- 1 cognitive dissonance
- 2 ego-depletion
- 3 mood congruent effects
- 4 reactance

Answer: 1

16 The - - - - refers to electing women for high status positions that are risky and likely to fail

- 1 glass ceiling barrier
- 2 glass cliff effect
- 3 objectification of females
- 4 shifting standards rule

Answer: 2

17 According to the research findings relating to the effects of Facebook

- 1 socially skilled persons experience substantial improvements in their social skills
- 2 less socially skilled people find that online interaction is intimidating
- 3 socially skilled people are not motivated to add friends to an already positive self-view
- 4 shy, less socially skilled persons experience a substantial improvement in their social skills

Answer: 4

18 Jenny drives the same route to work every day. One morning, a car goes through a red light and hits Jenny's car at a certain intersection. After that, every time Jenny approaches the intersection, her hands begin to sweat and her heart races. In this scenario, the intersection is - - - - for Jenny

- 1 a conditioned stimulus
- 2 an unconditioned stimulus
- 3 subliminal exposure
- 4 social learning

Answer: 1

- 19 At first Max did not like his teacher, but after sitting in this teacher's class for a number of weeks Max started to like his teacher. This new perspective is an example of (the)
- 1 bystander effect
 - 2 in-group bias
 - 3 mere-exposure effect
 - 4 ingratiation

Answer: 3

- 20 Which one of the following statements is INCORRECT?
- 1 Attitudes can be classically conditioned even without our awareness
 - 2 Attitudes that are acquired through instrumental conditioning stem from differential rewards and punishments for adopting particular views
 - 3 Attitudes are not affected by subliminal conditioning
 - 4 People may express different attitudes to different audiences

Answer: 3

21. Research suggests that the most effective persuasive messages are those that are
- 1 mildly fear inducing
 - 2 extremely fear inducing
 3. presented in a negative manner
 - 4 presented by a communicator who has a personal stake in the product

Answer: 1

- 22 If you are in the shops to buy a new car radio and you find yourself listening to the salesperson's life story, then according to the elaboration likelihood model you are focused on
- 1 the peripheral route of persuasion
 - 2 the central route of persuasion
 - 3 cognitive dissonance
 - 4 systematic processing

Answer: 4

- 23 When people feel that their freedom to choose an action is threatened, they experience a negative reaction that is known as
- 1 selective avoidance
 - 2 forewarning
 - 3 reactance
 - 4 fear

Answer: 3

24. When confronted with a strong hard sell attempt to influence us, reactance will cause us to
- 1 experience dissonance
 - 2 resist the attempt
 - 3 identifying with the influencing agent
 - 4 adopt the views of the influencing agent

Answer: 2

25 According to the theory of cognitive dissonance, attitudes are changed because

- 1 clashing thoughts cause discomfort
- 2 logical arguments change our beliefs
- 3 we avoid exposure to information that contradicts our views
- 4 of our limited capacity to engage our willpower and control our own thinking

Answer: 1

26 The term 'discrimination' refers to

- 1 negative evaluations of a social group
- 2 negative attitudes toward a social group
- 3 negative behaviour directed toward a social group
- 4 negative emotional responses toward a social group

Answer: 3

27 Keit has to attend a Unisa lecture and wants to meet fellow students. With your knowledge regarding proximity effects, you advise her to

- 1 look for lonely people to talk to
- 2 sit in the middle of the lecture room
- 3 talk as much as possible during the lecture
- 4 share her assignments with fellow students

Answer: 2

28 Sophia heard a new song and did not like it at all. Afterwards, she heard it repeatedly. It is likely that Sophia's liking for the song

- 1 increased
- 2 increased and then decreased
- 3 decreased and then increased
- 4 decreased

Answer: 4

29 Rosenbaum's repulsion hypothesis proposes that Sharon and Frank

- 1 will be attracted to each other because they have similar attitudes
- 2 will not be attracted to each other because they have dissimilar attitudes
- 3 will be attracted to each other because 'opposites attract'
- 4 will not be attracted to each other as they are not equally attractive.

Answer: 2

30. According to Newcombs's Balance Theory, Angelo and Louise's relationship is 'imbalanced' as

- 1 although they like each other they are dissimilar in some respect
- 2 they dislike each other and don't care if they are dissimilar in some respect
- 3 they dislike each other but are similar in some respect
- 4 they like each other and are similar in some respect

Answer: 1

31 With regarding to attachment style, a style that is characterised by low self-esteem and high interpersonal trust is known as a - - - - style

- 1 fearful-avoidant attachment
- 2 dismissing attachment
- 3 trusting-avoidant
- 4 preoccupied attachment

Answer: 4

32. According to Sternberg's triangular model of love, intimacy involves

1. the closeness felt by two people
2. the sexual motives associated with a couple's relationship
3. the cognitive processes involved in deciding that you love another person
4. a complete and ideal love.

Answer: 1

33 Which one of the following statements, according to the research of Eagly et al (2009) is correct regarding the selection of romantic partners?

- 1 When men expect to be providers they also expect their potential partner to contribute financially to the relationship
- 2 When men expect to be homemakers they expect their potential partners to be the breadwinners
- 3 Regardless of expected roles, both women and men place equal emphasis on their partner being a good provider
- 4 All of the above

Answer: 3

34 Our belief that social influence plays a smaller role in shaping our own actions than it does in shaping the actions of others is known as

- 1 introspection illusion
- 2 conformity
3. social influence
- 4 symbolic social influence

Answer: 1

35 A social norm is

- 1 a written rule
- 2 a form of social influence involving direct requests from one person to another
- 3 a mental representation of others or our relationships with them
- 4 a spoken or unspoken rule concerning how we ought to behave

Answer: 4

36. The extent to which we are attracted to a social group and want to belong to it is known as

- 1 ingratiation
- 2 conformity
- 3 social influence
- 4 cohesiveness

Answer: 4

37 You're watching a concert and as the musicians stop playing, everyone else stands up and starts clapping. You most likely will stand up and begin clapping too. Why? Because that's what everyone else is doing. This is an example of

- 1 an injunctive norm
- 2 a descriptive norm
- 3 normative social influence
- 4 matching hypothesis

Answer: 3

38 If you have a friend who is reluctant to help you wash your entire car, you may be successful if you ask him to simply help you wash two of the doors. This approach is referred to as - - - - - technique.

- 1 that's-not-all
- 2 door-in-the-face
- 3 lowball procedure
- 4 foot-in-the-door

Answer: 4

39 One lesson to be learned from the Milgram studies is that many people

- 1 will follow orders even if they do not like them
- 2 have an unexpected stubborn streak
- 3 can be easily fooled
- 4 are actually sadistic

Answer: 1

40 The negative-state relief model proposes that

- 1 helps respond to the needs of a victim because they want to accomplish something
- 2 people help others because it reduces their uncomfortable negative emotions
- 3 helps enjoy the positive reactions shown by those they help
- 4 people help others to improve their own positive mood

Answer: 2

41 In-group bias refers to the tendency to

- 1 conform to the social harmony of a group
- 2 tendency to see other members of a group as similar
- 3 favour one's group and see this group as superior
- 4 perform better when others are watching

Answer: 3

42 People who are unlikely to help someone because there are many people present would be exhibiting

1. groupthink
- 2 diffusion of responsibility
- 3 group polarization
- 4 mere-exposure effect

Answer: 2

43 Drive theories postulate that

- 1 internal, forces, free of any external influences determine aggression
- 2 aggression is practised because it has been internalised
- 3 external conditions arouse strong internal motives
- 4 aggression is determined by genes

Answer: 3

44. The excitation transfer theory of aggression proposes that

- 1 physiological arousal dissipates slowly
- 2 people are aware of their heightened physiological arousal
- 3 we inherit the predisposition to be aggressive
- 4 playing violent video games decreases physical aggression

Answer: 1

45 Which one of the following statements regarding aggression is correct?

- 1 Males are significantly more likely than females to aggress against others when they have been provoked
- 2 Males are significantly more likely than females to aggress against others when they have not been provoked
- 3 Females are significantly more likely than males to aggress against others when they have been provoked
- 4 Females are significantly more likely than males to aggress against others when they have not been provoked

Answer: 1

46 Ralph is talking to Joseph (one of his friends), Joseph asks, "Do you have problems watching horror movies? I have been watching this kind of movie for a long time, and it doesn't bother me." This statement indicates which one of the following?

- 1 Priming
- 2 Catharsis
- 3 Desensitisation
- 4 Weakening of aggression

Answer: 3

47. Punishment seldom deters aggression because

1. punishment breeds resentment
2. the conditions under which it is most effective, are rarely met
3. the learning concepts underlying punishment have been shown to be false
4. punishment is effective at altering behaviour in the short term, but not in the long term

Answer: 2

48 Catharsis is

- 1 irrelevant to aggression
- 2 *blowing off steam*
- 3 *doing your thing*
- 4 turning inward

Answer: 2

49 Khuze has become physically aggressive towards his classmates. Khuze's teacher suggests to his mother that she buys Khuze a punching bag so that Khuze can express his anger in an acceptable way. What do research findings suggest in this regard? By punching the bag it is likely that

- 1 Khuze's overt aggression will decrease
- 2 Khuze will experience a catharsis
- 3 Khuze's aggressive feelings will decrease
- 4 Khuze's aggression will increase

Answer: 4

50 Which one of the following is valued by cultures that emphasise 'individualism'?

- 1 Analytical thinking
- 2 Community
- 3 Mutual involvement
- 4 Submissiveness

Answer: 1

51 Social facilitation occurs when

- 1 people do less in a group setting
- 2 people listen more to people who are credible and attractive
- 3 people do more in a group setting
- 4 people's performance is improved by the presence of others

Answer: 4

52 Cooperation is sometimes not possible because the

- 1 individuals have invested too much in the process
- 2 outcome is incompatible with the process.
- 3 desired goals cannot be shared
- 4 conflict is too great

Answer: 3

53 An example of a superordinate goal is

- 1 getting good grades
- 2 making money
- 3 making friends
- 4 protecting clean water supplies

Answer: 4

54 - - - - refers to individuals' judgments about whether they are receiving a fair share of available rewards, - - - - refers to the fairness of the procedures, - - - - refers to the extent to which people who distribute rewards explain their decisions

- 1 Distributive justice, procedural justice, transactional justice
- 2 Procedural justice, transactional justice, distributive justice
- 3 Transactional justice, distributive justice, procedural justice
- 4 Distributive justice; transactional justice, procedural justice

Answer: 1

55 Which one of the following statements regarding Groupthink is correct?

- 1 Groupthink enables a group to make sound decisions
- 2 Groupthink allows members to discuss their personal views freely
- 3 Groupthink encourages members to generate new ideas
- 4 None of the above

Answer: 4

56 According to Baron and Branscombe loneliness occurs when

- 1 a desire for a close relationship is unfulfilled
- 2 a long-term relationship has ended
- 3 one has very few friends
- 4 one is alone

Answer: 1

57 Maria is very quiet at school, but later that night at a party Maria gets 'crazy' and starts to cut the curtains. Maria's friends are shocked at her behaviour. Maria is experiencing

- 1 deindividuation
- 2 hooliganism
- 3 social embeddedness
- 4 collective identity

Answer: 1

58 Many strategies can be used in attaining integrative agreements, one of them, - - - - -, is when available resources are increased so that both sides can obtain the major goals

- 1 nonspecific compensation
- 2 broadening the pie
- 3 logrolling
- 4 bridging

Answer: 2

59 Which one of the following does not describe the characteristics of a microexpression? They

- 1 appear on the face very quickly after an emotion-provoking event
- 2 are fleeting facial expressions lasting a few tenths of a second
- 3 usually do not reveal a person's real feelings
- 4 are difficult to suppress

Answer: 3

60 The process by which we try to understand the causes behind others' behaviour is known as

- 1 Correspondent inference theory
- 2 Fundamental attribution theory
- 3 Actor-observer effect
- 4 Attribution theory

Answer: 4

61 Susan and Troy were involved in a car accident and they both suffered broken legs. Susan told Troy "At least we only broke our legs – we could've died!" Troy's response was "Yes, but I'm now thinking about how I can be a better driver so that I never have an accident again." Susan's statement reflects - - - - counterfactual thinking and Troy's reply reflects - - - - counterfactual thinking

- 1 downward, downward
- 2 upward, upward
- 3 downward, upward
- 4 upward, downward

Answer: 3

62 The evaluations we have of various aspects of the social world are called

- 1 cognitions
- 2 heuristics
- 3 attitudes
- 4 schemas

Answer: 3

63 The primary question we try to answer when we make attributions is

- 1 How?
- 2 Why?
- 3 Who?
- 4 When?

Answer: 2

64 The planning fallacy occurs as a result of the

- 1 optimistic bias
- 2 underconfidence barrier
- 3 negativity bias
- 4 actor-observer effect

Answer: 1

65 According to Moore's 2000 study, Unisa students tend to attribute their successes to (a) - - - - factors and failures to (b) - - - - factors

- 1 (a) internal (b) stable/external
- 2 (a) external (b) lack of effort
- 3 (a) internal (b) unstable/internal
- 4 (a) external (b) factors, internal

Answer: 1

66 Stumpfer, Danana, Gouws and Vviers (1998) in their research relating to personality dispositions and job satisfaction found

- 1 a significant positive correlation between positive affect and job satisfaction in the student group
- 2 an insignificant positive correlation between positive affect and job satisfaction in the student group
- 3 a significant positive correlation between positive affect and job satisfaction in the life insurance group.
- 4 an insignificant positive correlation between positive affect and job satisfaction in the life insurance group

Answer: 1

67 The events that Guile, Tredoux and Foster (1998) found to be the most stressful by the South African police members's were (in order)

- 1 (1) killing someone in the line of duty (2) fellow member killed in the line of duty (3) inadequate salary
- 2 (1) fellow member killed in the line of duty (2) inadequate salary (3) killing someone in the line of duty
3. (1) inadequate salary (2) killing someone in the line of duty (3) fellow member killed in the - 0line of duty
- 4 (1) fellow killed in the line of duty (2) killing someone in the line of duty (3) inadequate salary

Answer: 4

68 Pitt and Nel (1990) found that

- 1 more cohesive groups often perform better than less cohesive groups – on condition that cohesion levels are very high
- 2 more cohesive groups often perform better than less cohesive groups – on condition that cohesion levels are not so high
- 3 less cohesive groups often perform better than more cohesive groups – on condition that cohesion levels are relatively high
- 4 less cohesive groups often perform better than more cohesive groups – on condition that cohesion levels are not so high

Answer: 2

- 69 Regarding attribution style and coping abilities for positive events, which of the following respondents were found by the South African researchers Spangenberg and Lategan (1993) to cope the best? Those with
- 1 internal, stable and global attribution styles
 - 2 external, unstable and specific attribution styles
 - 3 internal, unstable and dissonant attribution styles
 - 4 external, stable and consonant attribution styles

Answer: 1

- 70 In the Bandawe and Foster (1996) study, investigating factors influencing the intention of Malawian school students to engage in low-risk AIDS-related behaviours, results showed that intentions to use condoms and to stick to the same sexual partner were *predominantly* under
- 1 perceived behavioural control
 - 2 behavioural intention control
 - 3 self-serving control
 - 4 attitudinal control

Answer: 4

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SOCIAL PSYCHOLOGY

- 1 The process during which we interpret, analyse, remember and use information about the social world is known as - - - - -
- 1 social cognition
 - 2 attribution
 - 3 encoding
 - 4 heuristics

Answer: 1

- 2 High levels of stress and multiple, competing demands for our attention and abilities can reduce our mental processing capacity. These situations can lead to - - - - -
- 1 cognitive withdrawal
 - 2 automatic processing
 - 3 information overload
 - 4 anchoring frameworks

Answer: 3

- 3 Judging individuals based on their similarity to typical members of a group is known as the - - - - -
- 1 availability heuristic
 - 2 automatic priming
 - 3 anchoring heuristic
 - 4 representativeness heuristic

Answer: 4

- 4 One way that schemas influence social thought is by - - - -
- 1 acting as a filter to direct our attention towards some information and away from other information
 - 2 increasing our cognitive load by activating more information from our long term memory stores
 - 3 ensuring that inconsistent information is stored in our memories and retrieved rapidly
 - 4 activating the availability heuristic and enabling automatic priming

Answer: 1

- 5 When you notice something and then remember it, you are involving the processes known as - - - - and - - - -
- 1 attention, retrieval
 - 2 retrieval, encoding
 - 3 attention, encoding
 - 4 retrieval, attention

Answer: 3

- 6 One adaptive purpose served by counterfactual thinking is to - - - -
- 1 increase the negative affect associated with failure
 - 2 make disappointments and tragedies more bearable
 - 3 decrease the positive affect associated with success
 - 4 decrease motivation to work harder towards our goals

Answer: 2

- 7 When people engage in magical thinking, they tend to - - - -
- 1 overuse the representativeness heuristic
 - 2 resist suggestions to suppress unwanted thoughts
 - 3 experience mood congruence effects very strongly
 - 4 make compelling assumptions that are not rational

Answer: 4

- 8 Max is in a fairly good mood. Consequently, we should expect him to show a(n) - - - - in his use of - - - -
- 1 increase, heuristics
 - 2 decrease, heuristics
 - 3 increase, thought suppression
 - 4 decrease, thought suppression

Answer: 1

- 9 Many times, attempts at deception are thwarted because of - - - - facial expressions
- 1 irrelevant
 - 2 irrepressible
 - 3 stereotypical
 - 4 basic channel

Answer: 2

10 Body movements that carry specific meanings in a given culture, such as the 'thumbs-up' motion (fist with an extended thumb pointing upwards), are known as - - - - -

- 1 macroexpressions
- 2 microexpressions
- 3 Emblems
- 4 slogans

Answer: 3

11 Maria took longer to reply to certain questions and the pitch of her voice rose considerably, these aspects of her - - - - -, gave away that she was lying

- 1 logical coherency
- 2 linguistic style
- 3 nonverbal cue
- 4 lack of affect

Answer: 2

12 Which statement BEST describes the attribution process? The process by which we - - - - -

- 1 focus attention inward for reflection
- 2 attempt to shift blame away from ourselves
- 3 combine information about others into unified impressions of them
- 4 seek to understand the causes of the behaviour of others and ourselves

Answer: 4

13 Imagine you see a friend arguing with a sales clerk in a store. You have never seen your friend argue with anyone before. Therefore, you think that the clerk did something to cause the argument. The theory that most directly explains how you reached this conclusion is the - - - - -

- 1 theory of discounting and augmenting
- 2 theory of correspondent inference
- 3 inferential correspondence effect
- 4 actor-observer effect

Answer: 2

14 Noncommon effects are - - - - -

- 1 effects that can be caused only by a combination of two or more factors
- 2 effects that can be caused by one of several different factors
- 3 unusually weak indicators of underlying personality traits
- 4 effects that can be caused by only one specific factor

Answer: 4

15 Socially introverted individuals who use Facebook tend to - - - - -

- 1 benefit from receiving validation of a possible self and may improve social success offline
- 2 become more introverted because their social interaction is only occurring online
- 3 have lower offline self-esteem than introverts who do not use Facebook
- 4 not be able to transfer their online personas into the real world

Answer: 1

16 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-efficacy
- 3 self-promotion
- 4 self-aggrandisement

Answer: 3

17 Nisbett and Wilson (1977) showed that, after an action, we examine our - - - - and generate - - - - reasons for why we acted in a certain way

- 1 attitudes, highly insightful
- 2 behaviour, often inaccurate
- 3 behaviour, mostly complex
- 4 feelings, mostly accurate

Answer: 2

18 We tend to make - - - - attributions for our own negative behaviours, and - - - - attributions for others' positive behaviours

- 1 situational, situational
- 2 dispositional, situational
- 3 situational, dispositional
- 4 positive, positive

Answer: 3

19 People's personal identities, and their various social identities, require them to be different people in different contexts. This results in - - - -

- 1 people often having a distorted view of who they 'really are'
- 2 people often operating from a less-than-principled position
- 3 people having false selves depending on the context
- 4 a potentially variable but coherent self-definition

Answer: 4

20 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 before, late
- 3 after, early
- 4 after, late

Answer: 1

21 The type of learning that is based on association of two or more stimuli is called - - - -

- 1 instrumental conditioning
- 2 classical conditioning
- 3 association learning
- 4 social learning

Answer: 2

22 If we form an attitude by watching television, it is called - - - - learning

- 1 acquired
- 2 comparison
- 3 media-based
- 4 observational

Answer: 4

- 23 Melusi feels somewhat ambivalent about premarital sex. However, most of his friends seem to be in favour of sexual activity before marriage. As a result, in a recent group discussion Melusi expressed fairly strong opinions in favour of premarital sex and avoided voicing her real concerns. Melusi's actions are most likely due to - - - -
- 1 impression motivation
 - 2 attitude accessibility
 - 3 pluralistic ignorance
 - 4 attitude discordance

Answer: 3

- 24 A message intended to reduce cheating among high school students is more likely to be effective if it is delivered by - - - -
- 1 a local politician
 - 2 an elderly teacher
 - 3 an intelligent outsider
 - 4 an attractive and popular student

Answer: 4

- 25 - - - - is our negative reaction to perceived threats to our personal freedom
- 1 Reactance
 - 2 Avoidance
 - 3 Forewarning
 - 4 Trivialisation

Answer: 1

- 26 After the election of President Obama, White Americans report - - - -
- 1 more support for policies that address racial inequality
 - 2 less support for policies that address racial inequality
 - 3 feeling more positive toward all African Americans
 - 4 greater need for further racial progress

Answer: 1

- 27 The usually negative affect (feelings) that people have about particular social groups is known as - - - -
- 1 stereotyping
 - 2 negative perception
 - 3 discrimination
 - 4 prejudice

Answer: 4

- 28 Gender-based discrimination affects a substantial proportion of the population by - - - -
- 1 blocking women's progress in the workplace
 - 2 blocking men disproportionately from technical careers
 - 3 affecting women's status in the social world more generally
 - 4 having a subtle effect on religious participation

Answer: 1

29 In the march toward racial equality, Whites may perceive Black progress as - - - - , while Blacks perceive it as a - - - -

- 1 loss, gain
- 2 gain, loss
- 3 loss, loss
- 4 gain, gain

Answer: 1

30 Women are stereotyped as relatively warm (compassionate) but less competent than men. This stereotype is typical of groups who are - - - - and - - - -

- 1 relatively high in status, are perceived as a threat to the high-status group
- 2 relatively low in status, are perceived as a threat to the high-status group
- 3 relatively high in status, not perceived as a threat to the high-status group
- 4 relatively low in status, not perceived as a threat to the high-status group

Answer: 4

31 The glass cliff experienced by women who break through the glass ceiling refers to - - - -

- 1 women being selected for leadership positions that are risky, precarious or when the outcome is more likely to result in failure
- 2 women selected for a leadership position, negatively evaluated, and fired
- 3 women serving as figureheads while men continue to make all of the important decisions
- 4 women being selected for a leadership position only after a company has had a large financial success

Answer: 1

32 Participants in a study were exposed to female video game avatars that were dressed either suggestively or conservatively and either had a high or low gaze. Their results showed that - - - -

- 1 men but not women were more likely to score high on rape myth acceptance when exposed to the high gaze suggestively clad avatar
- 2 both men and women were more accepting of rape myths when viewing the high gaze suggestively clad avatar and the low gaze conservatively dressed avatar
- 3 only women reported benevolent sexism
- 4 only the suggestively dressed avatar resulted in differences

Answer: 2

33 Rudman and Fairchild (2004) found that when participants performed - - - - on a gender - - - - test, they were - - - - likely to hide their performance from others

- 1 poorly, congruent, more
- 2 poorly, congruent, less
- 3 well, incongruent, more
- 4 well, congruent, less

Answer: 3

34 The basic motive to seek and maintain interpersonal relationships is known as - - - -

- 1 the affiliation need
- 2 the proportion of similarity
- 3 an adaptive response
- 4 the aversion hypothesis

Answer: 1

35 Bruce has a relatively high need for affiliation. As such, he would likely - - - - -

- 1 show less emotional involvement in a relationship
- 2 not express a desire to marry right after college
- 3 avoid people with undesirable physical characteristics
- 4 avoid making negative comments to fellow workers

Answer: 4

36 Joshua happened to be sitting next to Brittany when the professor returned term papers to the class. Brittany received an unexpectedly high grade and the teacher's comments were very flattering to her. Brittany now finds herself liking Joshua a bit more than before. This occurrence is best explained by the - - - - -

- 1 need for affiliation
- 2 similarity-dissimilarity effect
- 3 associated effect of emotions
- 4 power of proximity

Answer: 3

37 Regarding the affect-attraction relationship on social influence, an ad agency is primarily concerned with - - - - - in order to sell a product.

- 1 mentioning the unique aspects of their products
- 2 arousing positive feelings
- 3 highlighting a company's business record
- 4 associating the product with a particular sound

Answer: 2

38 A person with a preoccupied attachment style is said to have a - - - - - self-image and - - - - - interpersonal trust.

- 1 negative, high
- 2 positive, low
- 3 negative, negative
- 4 positive, high

Answer: 1

39 In general - - - - - report having more - - - - - than - - - - -

- 1 women, close friends, men
- 2 women, acquaintances, men
- 3 men, close friends, women
- 4 men, acquaintances, women

Answer: 1

40 Research shows that sexual attraction is a - - - - - but not - - - - - condition for being in love.

- 1 necessary, sufficient
- 2 necessary, lasting
- 3 sufficient, primary
- 4 primary, lasting

Answer: 1

- 41 In Asch's classic experiment, a standard-setting line was first presented to small groups of people, followed by the presentation of three comparison lines of different lengths. In one condition, three accomplices, posing as students, chose an incorrect answer before the subject could respond. - - - - of the research participants agreed with a clearly incorrect answer at least once.
- 1 More than 75 percent
 - 2 All
 - 3 About 50 percent
 - 4 Less than 5 percent

Answer: 1

- 42 Public conformity is - - - -, private acceptance is - - - -.
- 1 doing and/or saying what others do with a fair degree of acceptance, independently coming to question some aspect of the normative view
 - 2 coming to feel or think as others around us do, saying, but not doing, what others say and do
 - 3 doing or saying what others around us do or say, coming to feel or think as others around us do
 - 4 doing what others do, privately entertaining arguments against the public view

Answer: 3

- 43 Imagine that you are at the park with a friend one day when you and your friend see someone casually toss a plastic bag on the ground. Your friend comments, "How crude! People should not litter," and picks up the plastic bag and drops it in a nearby rubbish bin. Your friend's words represents - - - -.
- 1 a descriptive norm
 - 2 environmental awareness
 - 3 symbolic social influence
 - 4 an injunctive norm

Answer: 4

- 44 Cialdini's compliance principle of social validation suggests that compliance with a request is more likely when the requested action is seen as being consistent with information we have about what persons similar to us are doing. This principle is closely related to the - - - - aspect of conformity.
- 1 informational social influence
 - 2 normative social influence
 - 3 personal control
 - 4 individuation

Answer: 1

- 45 Jack has agreed to trade in his old car and buy a new car for R180,000. However, just before he signs the contract, the salesman tells Jack that the sales manager decided that he cannot trade in Jack's old car. Therefore the price of the new car will have to be higher, probably around R190,000. Jack has just been the victim of the - - - -.
- 1 lowball technique
 - 2 door-in-the-face technique
 - 3 that's-not-all technique
 - 4 foot-in-the-door technique

Answer: 1

- 46 One way in which symbolic social influence may work is by allowing the psychological presence of others to trigger goals with which the other persons are associated. This may, in turn, influence our - - - - -
- 1 performance on tasks and our commitment to reaching these goals
 - 2 effort to achieve particular goals and meet behavioural standards
 - 3 liking for these persons and our willingness to exert effort on their behalf
 - 4 desire to impress these people and our impression- management behaviours

Answer: 1

- 47 One way to help people become more resistant to commands from authorities that may lead to destructive behaviours is to - - - - -
- 1 expose people to positive effects of obedience to authorities
 - 2 remind people that they- not the authorities- are responsible for any harm done
 - 3 expose people to the negative consequences of disobedience to authorities
 - 4 remind people that challenges to authority can sometimes be met with violence

Answer: 2

- 48 Jason is the owner of a furniture store in a small town. He donated several hundred mattresses to the Red Cross after hearing about the devastation caused by a flood in a neighboring village. The idea that he could receive a tax rebate, and that he would be seen as a 'good' person, motivated his behaviour. This is an example of - - - - -
- 1 altruism
 - 2 self-interest
 - 3 prosocial behaviour
 - 4 heroism

Answer: 3

- 49 As bystanders we frequently fail to respond to an emergency because no one else is responding. We tend to rely on what others say and do when we are not sure of the nature of the situation or of how we should behave. This is known as - - - - -
- 1 the altruistic personality effect
 - 2 pluralistic ignorance
 - 3 selective altruism
 - 4 the implicit bystander effect

Answer: 2

- 50 What are the three distinct components of empathy?
- 1 Emotional empathy, empathic accuracy, empathic concern
 - 2 Emotional accuracy, sympathetic responding, self-regulation
 - 3 Self-regulation, emotional empathy, empathic concern
 - 4 Social adjustment, emotional accuracy, emotional empathy

Answer: 1

- 51 The empathy-altruism hypothesis suggests that at least some prosocial behaviour is - - - - -
- 1 driven by our motivation to engage in any behaviour that provides the greatest satisfaction to us
 - 2 driven by genetic attributes that evolved because they enhanced the probability of genetic success
 - 3 caused by the desire to reduce our own discomfort in the presence of negative emotions
 - 4 motivated solely by the desire to help someone in need

Answer: 4

52 Ron and Elaine are walking down the street when they see a young girl helping an old man across the road. On the next block, they see a woman having difficulty in trying to get across the street. Elaine says, "We'd better give her a hand." The young girl who initially helped the old man - - - - -

- 1 did so because of self-monitoring effects
- 2 did so as to increase other directed affect
- 3 acted as a prosocial model
- 4 acted as a boost to egocentrism

Answer: 3

53 Prosocial video games encourage people to be more prosocial because - - - - -

- 1 players think about helping others
- 2 players learn strategies and techniques on how to help
- 3 these games provide a variety of situations in which help is needed
- 4 players develop skills that make them more proficient at providing instrumental aid

Answer: 1

54 When helping stems from - - - - - motives, it generates more - - - - - reactions than when it stems from - - - - - motives

- 1 internal, negative, external
- 2 internal, positive, empathic
- 3 external, negative, internal
- 4 external, empathic, internal

Answer: 3

55 A teacher gives a learner detention for not paying attention during class. During detention the learner is required to read extra material on the topic and do some extra homework assignments. The teacher's behaviour is - - - - -

- 1 clearly aggressive
- 2 both prosocial and aggressive
- 3 prosocial with no aggressive motive
- 4 aggressive with no prosocial outcome

Answer: 3

56 Some support for an evolutionary explanation for aggression comes from gender differences that show - - - - -

- 1 men are more aggressive towards other men than towards women
- 2 women are more aggressive towards men than towards women
- 3 men are more aggressive towards women than towards other men
- 4 women are much more aggressive than men

Answer: 1

57 Samantha is frustrated after waiting in a long line for an hour and ultimately shouts at the person in front of her. According to the frustration-aggression hypothesis, Samantha is showing aggression due to - - - - -

- 1 the fact that frustration always leads to aggression
- 2 Samantha's inherent aggressive tendencies
- 3 the negative affect emanating from her frustration elicited by the person in front of her
- 4 obvious provocation from others

Answer: 3

58 The idea that physiological arousal produced in one situation can persist and intensify emotional responses in a different situation is known as - - - - -

- 1 the hostile attributional bias
- 2 the provocation theory
- 3 the excitation transfer theory
- 4 the catharsis hypothesis

Answer: 3

59 Violent video games have impacts on aggressive thoughts, feelings, and behaviours, but these games also - - - - -

- 1 persist for only short periods of time
- 2 increase empathic responding
- 3 decrease empathic responding
- 4 decrease response times in cognitive tasks

Answer: 3

60 When asked how a man might lose his "manhood," people provide a long list that includes all of the following EXCEPT - - - - -

- 1 losing face
- 2 winning the lottery
- 3 being unable to support his family
- 4 losing his job

Answer: 2

61 A behavioural pattern in which one person is chosen as the target of repeated aggression by one or more others is known as - - - - -

- 1 displacement
- 2 frustration aggression
- 3 bullying
- 4 provocation

Answer: 3

62 Bullies tend to believe that - - - - -

- 1 aggression against those who provoke them will bring respect from others
- 2 their victims can stop the bullying if they (the victims) want to badly enough
- 3 other people can be trusted after a dominance hierarchy is firmly established
- 4 people act as they do because of lasting characteristics of the individual

Answer: 1

63 Entitativity refers to - - - - -

- 1 the factors that cause group members to remain in the group
- 2 the collection of goals and outcomes that is common to all group members
- 3 the extent to which a group is perceived as being a coherent entity
- 4 the extent to which group members are similar to one another in meaningful ways

Answer: 3

64 One's position or rank within a group is one's - - - - -

- 1 status
- 2 norm
- 3 office
- 4 authority

Answer: 1

65 Personal attributes such as - - - - - appear to play a role in acquiring higher status

- 1 height
- 2 size of forehead
- 3 usage of abstract words
- 4 introverted personal style

Answer: 1

66 According to social facilitation theories, people's thoughts, feelings, and behaviors can be affected by the - - - - -

- 1 presence of others
- 2 presence of attractive others
- 3 time limit on a social interaction
- 4 sudden presence of a stranger

Answer: 1

67 A social dilemma is a situation in which each person can increase his or her individual gains by - - - - -

- 1 acting in a selfish manner, but if most persons do so, the outcomes experienced by all are reduced
- 2 working against other persons when they attempt to cooperate with each other
- 3 competing with other persons but not by cooperating with them
- 4 cooperating with other persons but not by competing with them

Answer: 1

68 Superordinate goals are goals that - - - - -

- 1 both sides to a conflict seek and that tie the two sides' interests together
- 2 are so important to one or another group that compromise is not possible
- 3 can only be satisfied through nonspecific compensation
- 4 are ordinarily achieved by bridging

Answer: 1

69 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 social cohesiveness
- 2 groupthink
- 3 evaluation apprehension
- 4 social comparison

Answer: 4

- 70 Strongly cohesive groups may assume that their decisions can't be incorrect and pressurise all group members to support the group's decisions. This is known as - - - - -
- 1 A social dilemma
 - 2 group polarisation
 - 3 deindividuation
 - 4 groupthink

Answer: 4

Assignment 01 for Semester 1

Closing date: 20 March 2015

Unique Number: 578756

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

2. Which one of the following individuals is *most* likely to experience information overload? A person who is
 1. singing in the shower
 2. dancing and talking at a party
 3. talking on a cell phone while driving a car
 4. chatting with his wife while dressing for work.

3. One way that schemas influence social thought is by
 1. acting as a filter to direct our attention towards some information and away from other information
 2. increasing our cognitive load by activating more information from our long term memory stores
 3. ensuring that inconsistent information is stored in our memories and retrieved rapidly
 4. activating the availability heuristic and enabling automatic priming.

4. Christine encounters a member of a certain political group whose views and attributes are inconsistent with (Christine's) schemas about that group. What is the *most* likely conclusion that Tracy will make?
 1. Christine will place this individual into a subtype of those who do not confirm her schema
 2. Christine will suppress conscious awareness of this conflicting information, but it will exert an influence on her behaviour without her awareness
 3. Christine will not lose confidence in her ability to create schemas
 4. Christine will completely change her schema about the group.

5. In thinking about a major assignment that is due in one week, Maria 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, she is likely to underestimate the amount of time needed for the assignment. This is probably because Maria
 1. entered a planning or narrative mode of thought
 2. activated an inappropriate schema
 3. fallen prey to the negativity bias
 4. engaged in magical thinking.

6. Khuze has been very depressed for about six months and has difficulty remembering when he was not depressed. This phenomenon illustrates the effects of
 1. mood-dependent memory
 2. mood-assimilation memory
 3. mood-deleting memory
 4. mood-congruent memory.

7. Which one of the following is *not* an example of a basic channel of nonverbal communication?
 1. Posture.
 2. Talking.
 3. Eye contact.
 4. Facial expression.

8. Which statement *best* describes the attribution process? The process by which we
 1. combine information about others into unified impressions of them
 2. focus attention inward for reflection
 3. seek to understand the causes of the behaviour of others and ourselves
 4. attempt to shift blame away from ourselves.

9. 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 others' behaviour
 3. overestimate the role of dispositions in causing others' behaviour
 4. overestimate the role of situations in causing our own behaviour.

10. 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.

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. 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.

13. When individuals mentally compare their current outcomes with more favorable possible outcomes, they are engaging in
 1. mitigating social comparison
 2. downward counterfactuals
 3. dissatisfaction social comparison
 4. upward counterfactuals.
14. 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.
15. Overall, the relationship between attitudes and behaviour is
 1. based on personality attributes
 2. based on gender
 3. usually not reliable, with some exceptions
 4. reliable, with some exceptions.
16. The strongest attitudes for an individual are usually acquired through
 1. peer influence
 2. cognitive processes
 3. direct experience
 4. social learning.
17. 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.
18. Use of subjective measurement scales when making comparisons between members of different groups can result in
 1. benevolent sexism
 2. shifting standards
 3. between-group comparisons
 4. social creativity.
19. Some experts have suggested that different types of prejudice may arise because of different emotional responses to the target group. From this perspective, prejudice arising from envy may result in behaviours that try to
 1. camouflage the prejudice to the extent possible
 2. avoid feelings of guilt and sympathy for the out-group
 3. avoid contact with the out-group
 4. protect the in-group's status position.
20. According to research, men, more than females, seek - - - - symmetry in facial features.
 1. vertical
 2. horizontal
 3. unilateral
 4. bilateral

1. Answers and feedback for Assignment 01

Question 1

Alternative 3 is correct. See the definitions of the various concepts in your text book. (For all items relating to definitions consult the Subject Index at the back of your text book.)

Question 2

Alternative 3 is correct. Psychologists have recognised for many years that humans have a limited capacity to process information. Information overload occurs when we receive more information (that demands our attention) than can be processed.

Question 3

Alternative 1 is correct. Schemas act as a kind of filter so as to prevent us from suffering from cognitive overload. Schemas can also be described as a mental structure of preconceived ideas, a framework representing some aspect of the world, or a system of organising and perceiving new information. They influence attention and the absorption of new knowledge: People are more likely to notice things that fit into their schema, while re-interpreting contradictions to the schema as exceptions or distorting them to fit.

Question 4

Alternative 1 is correct. Schemata have a tendency to remain unchanged, even in the face of contradictory information. Therefore, Christine will place an individual (who differs from her schema) into a subgroup.

Question 5

Alternative 1 is correct. The planning fallacy is a phenomenon in which predictions about how much time will be needed to complete a future task display an optimistic bias (underestimate the time needed). This phenomenon occurs regardless of the individual's knowledge that past tasks of a similar nature have taken longer to complete than generally planned

Question 6

Alternative 1 is correct. Mood dependence is the facilitation of memory when mood at retrieval is identical to the mood at encoding. When humans encode a memory, they not only record the visual and other sensory data, they also store their mood and emotional state. An individual's present mood thus affects the memories that are most easily available to them: When in a good mood we can easily recall good memories (and vice versa).

Question 7

Alternative 2 is correct. Talking is a verbal form of communication.

Question 8

Alternative 3 is correct. See the definition of attribution in your text book.

Question 9

Alternative 3 is correct. See the definition of the fundamental attribution error in your text book.

Question 10

Alternative 2 is correct. See your text book for the definition of central traits.

Question 11

Alternative 4 is correct. See the discussion of impression formation in Chapter 3 of your text book.

Question 12

Alternative 4 is correct. See the definition of implicit personality theories' in your text book.

Question 13

Alternative 4 is correct. See your textbook for the definition of 'upward counterfactuals'.

Question 14

Alternative 4 is correct. See the definitions of the various concepts in your text book

Question 15

Alternative 4 is correct. See the discussion on the relationship between attitudes and behaviour in your text book.

Question 16

Alternative 3 is correct. See the discussion under 'Attitude Formation: How Attitudes Develop' in your textbook.

Question 17

Alternative 1 is correct. See the discussion in your textbook under the heading 'Attitudes Arrived at Through Reasoned Thought'.

Question 18

Alternative 2 is correct. See the discussion under 'Is Stereotyping Absent if Members of Different Groups Are Rated the Same'

Question 19 and 20

These items could not be answered from one of the 13th editions and were therefore marked. For interest alternative 4 was the correct answer to both of these items.

Assignment 02 for Semester 1

Closing date: 20 April 2015

Unique Number: 578804

1. According to Zajonc (2001), repeated encounters with a stranger generally allows - - - - to decrease and - - - - to increase.
 1. positive emotions; feelings of familiarity
 2. beneficial consequences; harmful consequences
 3. negative emotions; positive emotions
 4. feelings of familiarity; feelings of uncertainty
2. People who share similar attitudes and beliefs are - - - - to like each other.
 1. more likely
 2. neither more nor less likely
 3. either more or less likely, depending on other factors
 4. unlikely
3. The proportion of similarity is predictive of the degree of attraction between two people
 1. when discussions are between males and females
 2. when discussions are of topics that are important to the individuals
 3. when discussions are between males and males
 4. regardless of the importance of the topics they discuss.
4. Individuals who are in stressful situations frequently experience an increase in their need to affiliate with others in a similar situation. This may be because
 1. such affiliations provide opportunities for social comparisons
 2. affiliation with others in similar situations may increase our sense of belongingness
 3. affiliation with others in similar situations may increase our sense of isolation
 4. others who are in similar situations may better know what to do.
5. The proportion of similarity is predictive of the degree of attraction between two people
 1. when discussions concern mutual interests
 2. regardless of the importance of the topics they discuss
 3. when discussions are of a serious nature
 4. when discussions are of topics that are important to the individuals.
6. Gladys has relationships with men in which she feels worthy, but inevitably has low expectations of the relationship, leading her to fear genuine closeness. Gladys has a - - - - attachment style.
 1. secure
 2. fearful-avoidant
 3. dismissing
 4. preoccupied-fearful

7. Ntombi has been living with her boyfriend for a year. During that time, Ntombi has heard her boyfriend and his family make many negative comments about Cubans. When her boyfriend's family is around, Ntombi also occasionally makes negative comments about Cubans, even though she doesn't believe these comments are based on facts. This situation best represents the distinction between ----- and -----.
1. public speech; private beliefs
 2. private speech; public beliefs
 3. public conformity; private non-conformity
 4. public conformity; private acceptance
8. Injunctive norms
1. encourage the adoption of certain attitudes but not others
 2. specify what ought to be done in a particular situation
 3. determine the ways in which we interact with other people
 4. are unspoken, implicit standards for behaviour.
9. Thandi tells her friend, Nandi, *Didn't you hear that eating lots of garlic is good for you?* If Nandi then changes her eating habits to include a lot of garlic, it would be due to
1. faulty peer attributions
 2. individuation
 3. symbolic social influence
 4. informational social influence.
10. One technique that is sometimes used to gain compliance is to tell the target person that they have only a limited amount of time in which to obtain a desired item or take advantage of an offer. This is known as the
1. foot-in-the-door technique
 2. that's-not-all technique
 3. door-in-the-face technique
 4. fast-approaching-deadline technique.
11. Lebo volunteers at a homeless shelter two days a month. She finds that she looks forward to her volunteer days because she feels good when helping others. Her mood is elevated before she reaches the shelter and for a few days afterwards. This situation best represents the
1. implicit bystander effect
 2. empathy-altruism hypothesis
 3. negative-state relief model
 4. empathic joy hypothesis.
12. 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.
13. One component of empathy involves perspective taking. One type of perspective taking involves imagining how
1. another person perceives an event and feels about it as a result
 2. you would feel if you were the cause of the other's distress
 3. the other person would behave if they were in your position
 4. the other person might resolve the problem that they are facing.

14. The frustration-aggression hypothesis suggests that
 1. both frustration and aggression are innate human drives that cannot be easily controlled or eliminated
 2. frustration leads to the arousal of an aggression drive
 3. frustration leads to provocation which in turn leads to aggression
 4. frustration causes the activation of our fighting instincts.
15. 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.
16. 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.
17. 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.
18. One approach to reducing prejudice and bias is to encourage individuals to recategorise out-group members and in-group members as both being part of a larger single social entity. This approach is known as the
 1. inclusiveness model
 2. common in-group identity model
 3. shifting standards model
 4. in-group differentiation model.
19. 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.
20. Bargaining is a process
 1. by which one individual or group attempts to strengthen its relatively weak position by offering a concession to the dominant individual or group
 2. in which opposing sides attempt to argue for the other's position in order to develop more effective counterarguments
 3. in which opposing sides attempt to resolve conflicts by maximising the rewards received by both sides, either directly or through representatives
 4. in which opposing sides exchange offers, counteroffers, and concessions, either directly or through representatives.

1. Answers and feedback for Assignment 02

Question 1

Alternative 3 is correct. Repeated exposure to a stimulus generally leads to increased liking.

Question 2

Alternative 1 is correct. See Newcombs (1956) classic study on university students. "Birds of a feather flock together."

Question 3

Alternative 4 is correct. The effect of attitude similarity on attraction is strong regardless of the number of topics and how trivial the topics are.

Question 4

Alternative 1 is correct. According to the social comparison theory (Festinger, 1954) people compare themselves to others because they want to evaluate the accuracy of their views and their "normality" and whether others agree with them.

Question 5

Unfortunately a gremlin crept in here - this item is the same as Question 3.

Question 6

Alternative 3 is correct. Gladys has a high self-esteem (feels worthy) and low interpersonal trust (low expectation of a relationship) and she fears genuine closeness which could lead to her rejecting the other person.

Question 7

Alternative 4 is correct. See Asch's research on conformity. Ntombi ended up making negative comments about Cubans (public conformity) even though she believed they were not based on facts (private acceptance) - actually coming to feel or think as others do.

Question 8

Alternative 2 is correct. Injunctive norms specify what ought to be done, what is approved or disapproved behavior in a given situation.

Question 9

Alternative 4 is correct. Nandi changed her eating habits to include garlic based on Thandi's information. See a section in the textbook on social foundations of conformity.

Question 10

Alternative 4 is correct. Target people are told that they have limited time to take advantage of some offer.

Question 11

Alternative 4 is correct. Empathic joy hypothesis suggests that helping stems from the positive reactions victims show when they receive help, helpers in return enjoy these positive reactions and therefore more likely to help in future.

Question 12

Alternative 4 is correct. The social group to which an individual belongs is known as an in-group.

Question 13

Alternative 1 is correct. One type of perspective taking involves imagining how another person perceives an event and feels about it as a result.

Question 14

Alternative 2 is correct. The frustration-aggression hypothesis suggests that frustration leads to the arousal of an aggression drive.

Question 15

Alternative 4 is correct. Narcissism refers to holding an inflated view of one's own virtues or accomplishments.

Question 16

Alternative 2 is correct. Giving up the desire to punish others who have hurt us and seeking to act in helpful ways toward them constitutes forgiveness.

Question 17

Alternative 1 is correct. As temperatures increase violent crimes, such as aggravated assault and homicide, also increase. However, aggression may decrease after prolonged exposure to high temperatures – as people become so uncomfortable and focus on reducing their discomfort.

Question 18

Alternative 2 is correct. Common in-group identity model suggests that one approach to reducing prejudice and bias is to encourage individuals to recategorise out-group members and in-group members as both being part of a larger single social entity.

Question 19

Alternative 3 is correct. Members of a secret society group are very unlikely to leave the group after they have joined.

Question 20

Alternative 4 is correct. Bargaining is a process in which opposing sides exchange offers, counteroffers, and concessions, either directly or through representatives.

3. Answers to the self-evaluation test

Question 1

Define and give your own example of the self-serving bias and briefly discuss the reasons why it occurs. Refer to South African research.

The self-serving bias refers to our tendency to attribute our positive outcomes to internal but our failures to external factors. For example, if I pass my Social Psychology exam I am likely to attribute it to my intelligence. However, if I fail the exam I am likely to blame some external factor such as a noisy exam hall, problems at home, or an incomprehensible textbook.

The cognitive explanation states we expect to succeed and when we do we attribute it to internal factors and when we do not succeed we blame external factors. The motivational explanation suggests that we wish to protect and enhance our self-esteem as well as to look good to others.

Moore (2000) found that Unisa students, on average, made internal attributions for their previous achievement. This finding provides evidence for the self-serving bias. However, they were inclined to attribute past failure to lack of effort (which is internal). This suggests a self-abusing bias. However, it may be 'protective' in that one's perception of ability is kept intact.

Question 2

How effective are fear appeals in persuasive messages? Refer to relevant research.

It appears reasonable to think that fear appeals may be effective in inducing attitude change. However, it appears that the issue is a rather complicated one. If the message is so fear arousing that it threatens people, they tend to react defensively by arguing against the threat or by dismissing its applicability to the self. More moderate levels of fear are more effective, but then only when it is paired with specific information about how to reduce the fear and methods of behavioural change that allow the negative consequences to be avoided.

An additional issue concerns the question as to whether health messages are more effective when they are framed in a positive manner (in terms of the potential benefits of a particular action) or a negative manner (in terms of the negative consequences if you do not take the action). Broemer's research suggests that when serious symptoms could result as a consequence of our health-related behaviour, a positive message is more effective in inducing attitude change. If we think that only trivial symptoms might occur, a negative message is more effective.

Question 3

Discuss stereotypes as a cognitive source of prejudice in detail. Concentrate on why people form and use stereotypes and how stereotypes operate. Use examples discussed in the South African Supplement to Social Psychology where appropriate.

Stereotypes are beliefs about social groups in terms of the traits or characteristics that they are assumed to share.

The main reason why people form stereotypes is because they function as convenient schemas and as such activate heuristic information processing, save us cognitive effort, and might serve different motivational purposes. Stereotypes suggest that members of any particular group possess certain typical traits and once these schemas are activated, the traits come to mind automatically. Information relevant to a stereotype is processed faster; we usually pay attention to information consistent with the stereotype; and, we refute, or subtly change, inconsistent information to make it fit with the stereotype.

Some researchers came to the conclusion that stereotypes can be seen as inferential prisons. Once they are formed, they shape our perceptions so that new information is seen as confirming our stereotypes. Even when we encounter someone from a particular group who does not fit the stereotype we have, we place the person in a subtype rather than changing our stereotype about the group.

South African research such as the one by Viljoen indicates that some groups are seen in largely positive terms by other groups while others are seen negatively. Later research by Mynhardt showed that these stereotypical viewpoints by South Africans are widespread. Louw-Potgieter, Kamfer and Boy developed a generally effective stereotype reduction workshop.

Question 4

Thirty-eight people witnessed the murder of Kitty Genovese, but not one of them tried to help - directly or indirectly - by calling the police. According to your knowledge of variables that influence prosocial behaviour in emergencies, explain the reactions of the bystanders, using the five essential steps in the decision making process. Give a South African perspective.

Step 1: Noticing the emergency: There is a possibility that some of the bystanders who were around when Kitty was murdered, did not even notice what was happening. With reference to the Soweto teenager, bystanders might not have been aware that she was kidnapped and being raped.

Step 2: Interpreting an emergency as an emergency: The fear of being humiliated or misinterpreting a situation lead people to not react promptly. There were thirty eight people who witnessed the murder and none of them did anything to help and this tendency to do nothing is based on what is called pluralistic ignorance where people rely on what others are doing. People in the community where the Soweto teenager stays did not do anything to support or protect her.

Step 3: Assuming responsibility: If people feel that it is not their responsibility to help, they do not take any action of trying to help. In both cases mentioned above the bystanders might have felt that it is the responsibility of the police to take action. None of them called the police.

Step 4: Knowing what to do: People are likely to help only if they know what to do. In the case of Kitty Genovese, the bystanders could have at least called the police but they did not. In the case of the Soweto teenager the bystanders might have decided not to help because they were afraid of also being victimised by those rapists.

Step 5: Deciding to help: The bystanders who witnessed Kitty's murder decided not to help. The bystanders in the Soweto teenager's case might have decided not to help due to the potential negative consequences. The rapists were released from jail even though they were guilty.

Question 5

What accounts for our ability to resist conformity? Discuss this question with reference to the factors discussed by Baron, Byrne and Branscombe.

The first factor is our need to maintain individuality. This need appears to be a powerful one because even though we want to be like others, we do not want to be like them to the extent where we lose our personal identity. Along with the need to be liked and to be right, we still have a desire for individuation, for being distinguishable from others in some respects. Being exactly like someone else might involve giving up one's individuality. The second factor is the desire for personal control. People have the desire to maintain control over events in their lives. Most people want to believe that they can determine what happens to them, and yielding to social pressures sometimes runs counter to this desire. Studies show that the stronger individuals' need for personal control, the less likely they are to yield to social pressure. The third factor is people who cannot conform. There are many people who cannot conform for physical, legal or psychological reasons. For example, people who are physically challenged. Though they can lead rich, full lives and participate in many activities that able-bodied persons enjoy, they cannot adhere to some social norms because of physical limitations.

Question 6

Explain why individuals in large crowds often do things they would not normally do.

- Hooliganism – for example, disorder at sport events.
- Effects in crowds where there is a drift towards wild, unrestrained behaviour were initially termed de-individuation (when people are in large crowds they tend to lose their individuality and instead act as others do).
- More formally de-individuation was a term used to indicate a psychological state characterised by reduced self-awareness and personal identity salience, brought on by external conditions, such as being an anonymous member of a large crowd.
- Initial research – Zimbardo (1976) – suggests that being in a crowd makes people anonymous and therefore less responsible or accountable for their own actions, which leads to unrestrained, antisocial actions.
- More recent research however shows that de-individuation leads to greater normative behaviour, not less.
- Meaning, when we are part of a crowd we are more likely to obey the norms of that particular group – whatever those may be.
- For example, at a sporting event, when the norms of the particular group suggest that it is appropriate to boo the opposing team, that is what many people will do.
- Therefore, being part of a large crowd and experiencing de-individuation does not necessarily lead to negative or harmful behaviour, it simply increases the likelihood that crowd members will follow the norms of the group. These can either be good or ill norms.

Assignment 02 for Semester 2

Closing date: 16 September 2015

Unique Number: 578832

1. Flattery often works with respect to attraction because of the rule of
 1. complementarity
 2. implicit evaluation
 3. reciprocity
 4. similarity.
2. A person's attachment style
 1. will become less pronounced after one has children
 2. will remain stable throughout his or her life
 3. may change with relationship experience
 4. is accentuated with age.
3. Proximity is important to attraction because
 1. areas of similarity can be discovered more easily
 2. observable characteristics become more pronounced
 3. repeated exposure tends to produce favorable evaluations
 4. it allows negative attitudes to dissipate over time.
4. The repeated exposure effect is *least* likely to generate positive evaluations when the
 1. individual being exposed has a relatively strong need for structure
 2. individual is not aware that exposure has taken place
 3. individual is consciously processing information about the stimulus
 4. stimulus initially generates strong negative affect.
5. Our evaluations of strangers tend to be higher when
 1. there are indications that the stranger's attitudes and beliefs are different from ours
 2. we know that some attitudes are dissimilar but some beliefs are similar to ours
 3. we know that they share attitudes and beliefs that are similar to ours
 4. there are indications of differences in attitudes and beliefs but similarities in behaviours.
6. Pressures toward conformity have a stronger effect on our behaviour when
 1. we dislike a particular group of persons
 2. different members of a particular group are saying or doing different things
 3. the group we observe is very small
 4. we like and admire a particular group of persons.

7. One of the factors associated with compliance is social validation. This is because we
 1. are more willing to comply with requests that call attention to scarcity than to those that do not
 2. are more willing to comply with requests from friends or from those we like than with requests from strangers or people we dislike
 3. want to be correct, and one way to do so is to emulate the behaviours of others whom we see as similar to ourselves in some way
 4. are more likely to comply with requests that come from those who hold a position of authority over us.

8. One of the factors associated with compliance is commitment. This is because we are more willing to comply with requests
 1. from friends or from those we like than with requests from strangers or people we dislike
 2. that come from those who hold a position of authority over us
 3. that result in behaviours we see as consistent with positions we have made a commitment to
 4. from those whom we see as similar to ourselves in some way.

9. Individuals tend to show the greatest decrease in their ability to show harmful obedience when they
 1. view a victim being physically harmed
 2. receive rewards from the authority figures
 3. receive feedback from the victim
 4. question the expertise and motives of the authority figures.

10. The *empathy-altruism hypothesis* suggests that at least some prosocial behaviour is
 1. driven by genetic attributes that evolved because they enhanced the probability of genetic success
 2. motivated solely by the desire to help someone in need
 3. driven by our motivation to engage in any behaviour that provides the greatest satisfaction to us
 4. motivated by our desire to appear moral without our having to pay the costs involved in actually being moral.

11. 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.

12. Sam's younger brother has just given him R4000 to pay for repairs to his (Sam's) car. Sam is very unhappy about accepting the money from his brother and intends to repay the money with interest over the next few months. Sam is now also planning to switch to a higher-paying job, even if it means working somewhere that he doesn't like as well as his current job, because he is determined to never be in a position to have to accept help from his brother again. This situation represents
 1. the negative-state relief model
 2. diffusion of responsibility
 3. a wish to be in better financial condition than anyone else
 4. the motivating aspect of receiving help from someone else.

13. 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.

14. 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.

15. 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.

16. Victims who are bullied repeatedly and brutally may *most probably* react by
 1. committing suicide
 2. trying to sue the bullies and their friends
 3. lashing out at the parents of the bullies
 4. reporting the problem to the police.

17. According to social facilitation theories, people's thoughts, feelings, and behaviours can be affected by the
 1. presence of others
 2. presence of attractive others
 3. presence of higher-status others
 4. sudden presence of a stranger.

18. 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

19. Procedural justice involves individuals' judgments
 1. about whether the rewards they receive are proportionate to the contributions they have made
 2. about whether the rewards they receive are the same as the rewards received by other group members
 3. about the individuals who decide which group members receive rewards and the ways in which those rewards are presented
 4. concerning the fairness of the procedures used to distribute available rewards among group members.

20. Group polarisation involves the tendency of
1. group members to shift toward more extreme positions than those they initially held as a result of group discussion
 2. some group members to shift from one extreme position to another, depending on the views of the group's leadership
 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.

1. Answers and feedback for Assignment 02

Question 1

Alternative 3 is correct. Flattery often works with respect to attraction because of the rule of reciprocity.

Question 2

Alternative 3 is correct. A person's attachment style may change with relationship experience.

Question 3

Alternative 3 is correct. Proximity is important to attraction because repeated exposure tends to produce favorable evaluations.

Question 4

Alternative 4 is correct. The repeated exposure effect is *least* likely to generate positive evaluations when the stimulus initially generates strong negative affect.

Question 5

Alternative 3 is correct. Our evaluations of strangers tend to be higher when we know that they share attitudes and beliefs that are similar to ours.

Question 6

Alternative 4 is correct. Pressures toward conformity have a stronger effect on our behaviour when we like and admire a particular group of persons.

Question 7

Alternative 3 is correct. One of the factors associated with compliance is social validation. This is because we want to be correct, and one way to do so is to emulate the behaviours of others whom we see as similar to ourselves in some way.

Question 8

Alternative 3 is correct. One of the factors associated with compliance is commitment. This is because we are more willing to comply with requests that result in behaviours we see as consistent with positions we have made a commitment to.

Question 9

Alternative 4 is correct. Individuals tend to show the greatest decrease in their ability to show harmful obedience when they question the expertise and motives of the authority figures.

Question 10

Alternative 2 is correct. The *empathy-altruism hypothesis* suggests that at least some prosocial behaviour is motivated solely by the desire to help someone in need.

Question 11

Alternative 4 is correct. A common factor that increases the likelihood of helping behaviour irrespective of the bystander's emotional state is an unambiguous need for help.

Question 12

Alternative 4 is correct. The situation represents the motivating aspect of receiving help from someone else.

Question 13

Alternative 4 is correct. Thanatos is Freud's idea of a death wish that becomes redirected towards others as aggression.

Question 14

Alternative 4 is correct. Exposure to media violence may increase the likelihood of aggressive behaviour because it creates a hostile expectation bias.

Question 15

Alternative 3 is correct. Programs that are intended to reduce bullying in schools or in prisons can be effective if bullying is recognised as a serious problem and organisations take strong and appropriate steps to correct it.

Question 16

Alternative 1 is correct. Victims who are bullied repeatedly and brutally may *most probably* react by committing suicide.

Question 17

Alternative 1 is correct. According to social facilitation theories, people's thoughts, feelings, and behaviours can be affected by the presence of others.

Question 18

Alternative 4 is correct. People whose motivation to join a particular high-status group is primarily for self-enhancement, they tend to have stronger identification with the group than those whose primary motivation is for self-transcendence.

Question 19

Alternative 4 is correct. Procedural justice involves individuals' judgments concerning the fairness of the procedures used to distribute available rewards among group members.

Question 20

Alternative 1 is correct. Group polarisation involves the tendency of group members to shift toward more extreme positions than those they initially held as a result of group discussion.

Assignment 01 for Semester 1

Closing date: 21 March 2016

Unique Number: 711723

1. Simple rules for making decisions in a seemingly effortless manner are known as
 1. biases
 2. schemas
 3. heuristics
 4. cognitions.
2. Which one of the following statements regarding conscious thought and automatic processing is correct?
 1. Conscious thought has strict limits in terms of the amount of information we can process.
 2. Conscious thought has a much greater capacity than unconscious, automatic thought.
 3. Automatic processing is always inferior to careful, conscious thought in terms of making decisions.
 4. Automatic processing reflects our real preferences less than conscious thought.
3. Jane is in a good mood and reflects on all the wonderful holidays she has experienced. This is an example of
 1. mood dependent memory
 2. mood congruence effects
 3. the influence of cognition on affect.
 4. magical thinking.
4. Both Richard (an American student) and Kaito (a Japanese student) obtain their degrees with distinction. Richard is likely to say (a) ----- and Kaito is likely to say (b) -----.
 1. (a) "I'm so happy because of my achievement" (b) "I'm so happy because my family will be proud of me"
 2. (a) "I'm so happy because my family will be proud of me" (b) "I'm so happy because of my achievement"
 3. (a) "I'm so happy because of my achievement" (b) "I'm so happy because of my achievement"
 4. (a) "I'm so happy because my family will be proud of me" (b) "I'm so happy because my family will be proud of me".
5. People who suffer from depression tend to attribute their failures to ----- and their successes to -----.
 1. lasting internal causes; lasting external causes
 2. lasting external causes; lasting external causes
 3. lasting internal causes; temporary external causes
 4. temporary external causes; lasting internal causes.
6. Explicit attitudes are attitudes that are at the (a) ----- level, are (b) ----- and are (c) -----.
 1. (a) unconscious (b) uncontrollable (c) difficult to self-report
 2. (a) conscious (b) controllable (c) easy to self-report
 3. (a) conscious (b) uncontrollable (c) easy to self-report
 4. (a) unconscious (b) controllable (c) difficult to self-report.

7. According to the theory of planned behaviour, the first step we take in making a decision about pursuing a particular behaviour is to consider
 1. various behavioural options
 2. various conflicting attitudes we may hold
 3. the subjective norms that may be relevant
 4. whether important others are engaging in the planned behaviour.

8. Johannes, a man who places great value on being environmentally responsible just purchased a new car that he later discovers does not have a good fuel consumption. It is likely that Johannes will experience
 1. cognitive dissonance
 2. ego-depletion
 3. mood congruent effects
 4. reactance.

9. According to the research findings relating to the effects of Facebook
 1. socially skilled persons experience substantial improvements in their social skills.
 2. less socially skilled people find that online interaction is intimidating
 3. socially skilled people are not motivated to add friends to an already positive self-view
 4. shy, less socially skilled persons experience a substantial improvement in their social skills.

10. At first Max did not like his teacher, but after sitting in this teacher's class for a number of weeks Max started to like his teacher. This new perspective is an example of (the)
 1. bystander effect
 2. in-group bias
 3. mere-exposure effect
 4. ingratiation.

11. Research suggests that the most effective persuasive messages are those that are
 1. mildly fear inducing
 2. extremely fear inducing
 3. presented in a negative manner
 4. presented by a communicator who has a personal stake in the product.

12. When people feel that their freedom to choose an action is threatened, they experience a negative reaction that is known as
 1. selective avoidance
 2. forewarning
 3. reactance
 4. fear.

13. According to the theory of cognitive dissonance, attitudes are changed because
 1. clashing thoughts cause discomfort
 2. logical arguments change our beliefs
 3. we avoid exposure to information that contradicts our views
 4. of our limited capacity to engage our willpower and control our own thinking.

14. Keit has to attend a Unisa lecture and wants to meet fellow students. With your knowledge regarding proximity effects, you advise her to
1. look for lonely people to talk to
 2. sit in the middle of the lecture room
 3. talk as much as possible during the lecture
 4. share her assignments with fellow students.
15. Rosenbaum's repulsion hypothesis proposes that Sharon and Frank
1. will be attracted to each other because they have similar attitudes.
 2. will not be attracted to each other because they have dissimilar attitudes.
 3. will be attracted to each other because 'opposites attract'.
 4. will not be attracted to each other as they are not equally attractive.

1. Answers and feedback for Assignment 01

Question 1

Alternative 3 is correct. The term heuristic means simple rules for making complex decisions or drawing inferences in a rapid manner and seemingly effortless manner.

Question 2

Alternative 1 is correct. Conscious thought has strict limits in terms of the amount of information we can process. So, when we think actively about decisions, we may not be able to take account of all available information, as opposed to unconscious, automatic thought.

Question 3

Alternative 2 is correct. Mood congruent effects refer to the fact that current moods strongly determine which information in a given situation, is noticed and entered into memory. That is to say that a current mood serves as a filter, permitting primarily information consistent with these moods to enter into long term storage

Question 4

Alternative 1 is correct. Americans have an individualistic culture, whereas Japanese are from a more collectivist culture. It is therefore likely that Richard will say: "I'm so happy because of my achievement" because his emotions are uniquely his. On the other hand, Kaito will say: "I'm so happy because my family will be proud of me" because his emotions come from relations with others.

Question 5

Alternative 3 is correct. Depressed people have a self-defeating pattern of attribution. They attribute negative outcomes to lasting, internal causes such as their own traits or lack of ability. However, they attribute positive outcomes to temporary, external causes such as good luck or special favours from others.

Question 6

Alternative 2 is correct. See the differentiation between explicit and implicit attitudes in Chapter 5 of your text book. The explicit attitudes are consciously accessible attitudes that are controllable and easy to report, whereas the implicit attitudes are unconscious, uncontrollable and difficult to self-report.

Question 7

Alternative 1 is correct. According to the theory of planned behaviour, the first step we take in making a decision about pursuing a particular behaviour is to consider various behavioural options.

Question 8

Alternative 1 is correct. It is likely that Johannes will experience cognitive dissonance which is an unpleasant state that occurs when we notice that our attitudes and behaviour are inconsistent.

Question 9

Alternative 4 is correct. According to the research findings relating to the effects of Facebook, shy, less socially skilled persons experience a substantial improvement in their social skills.

Question 10

Alternative 4 is correct. This new perspective is an example of the mere-exposure effect, which shows that even when we can remember being exposed to information, its mere repetition creates a sense of familiarity and results in more positive attitudes.

Question 11

Alternative 1 is correct. Research suggests that the most effective persuasive messages are those that are mildly fear inducing.

Question 12

Alternative 3 is correct. When people feel that their freedom to choose an action is threatened, they experience a negative reaction that is known as reactance. It often increases resistance to persuasion and can even produce negative attitude change or opposite what was intended.

Question 13

Alternative 1 is correct. According to the theory of cognitive dissonance, attitudes are changed because clashing thoughts cause discomfort.

Question 14

Alternative 3 is correct. With your knowledge regarding proximity effects, you advise her to talk as much as possible during the lecture.

Question 15

Alternative 2 is correct. Rosenbaum's repulsion hypothesis proposes that Sharon and Frank will not be attracted to each other because they have dissimilar attitudes.

Assignment 02 for Semester 1

Closing date: 20 April 2016

Unique Number: 737704

1. With regarding to attachment style, a style that is characterised by low self-esteem and high interpersonal trust is known as a - - - - style.
 1. fearful-avoidant attachment
 2. dismissing attachment
 3. trusting-avoidant
 4. preoccupied attachment

2. Which one of the following statements, according to the research of Eagly et al. (2009) is correct regarding the selection of romantic partners?
 1. When men expect to be providers they also expect their potential partner to contribute financially to the relationship.
 2. When men expect to be homemakers they expect their potential partners to be the breadwinners.
 3. Regardless of expected roles, both women and men place equal emphasis on their partner being a good provider.
 4. All of the above.

3. A social norm is
 1. a written rule
 2. a form of social influence involving direct requests from one person to another
 3. a mental representation of others or our relationships with them
 4. a spoken or unspoken rule concerning how we ought to behave.

4. You're watching a concert and as the musicians stop playing, everyone else stands up and starts clapping. You most likely will stand up and begin clapping too. Why? Because that's what everyone else is doing. This is an example of
 1. an injunctive norm
 2. a descriptive norm
 3. normative social influence
 4. matching hypothesis.

5. One lesson to be learned from the Milgram studies is that many people
 1. will follow orders even if they do not like them
 2. have an unexpected stubborn streak
 3. can be easily fooled
 4. are actually sadistic.

6. In-group bias refers to the tendency to
 1. conform to the social harmony of a group
 2. tendency to see other members of a group as similar
 3. favour one's group and see this group as superior
 4. perform better when others are watching.
7. Drive theories postulate that
 1. internal, forces, free of any external influences determine aggression
 2. aggression is practised because it has been internalised
 3. external conditions arouse strong internal motives
 4. aggression is determined by genes.
8. Which one of the following statements regarding aggression is correct?
 1. Males are significantly more likely than females to aggress against others when they have been provoked.
 2. Males are significantly more likely than females to aggress against others when they have not been provoked.
 3. Females are significantly more likely than males to aggress against others when they have been provoked.
 4. Females are significantly more likely than males to aggress against others when they have not been provoked.
9. Punishment seldom deters aggression because
 1. punishment breeds resentment
 2. the conditions under which it is most effective, are rarely met
 3. the learning concepts underlying punishment have been shown to be false
 4. punishment is effective at altering behaviour in the short term, but not in the long term.
10. Khuze has become physically aggressive towards his classmates. Khuze's teacher suggests to his mother that she buys Khuze a punching bag so that Khuze can express his anger in an acceptable way. What do research findings suggest in this regard? By punching the bag it is likely that
 1. Khuze's overt aggression will decrease
 2. Khuze will experience a catharsis
 3. Khuze's aggressive feelings will decrease
 4. Khuze's aggression will increase.
11. Social facilitation occurs when
 1. people do less in a group setting
 2. people listen more to people who are credible and attractive
 3. people do more in a group setting
 4. people's performance is improved by the presence of others.
12. An example of a superordinate goal is
 1. getting good grades
 2. making money
 3. making friends
 4. protecting clean water supplies.

13. Which one of the following statements regarding Groupthink is correct?
1. Groupthink enables a group to make sound decisions.
 2. Groupthink allows members to discuss their personal views freely.
 3. Groupthink encourages members to generate new ideas.
 4. None of the above.
14. Maria is very quiet at school, but later that night at a party Maria gets 'crazy' and starts to cut the curtains. Maria's friends are shocked at her behaviour. Maria is experiencing
1. deindividuation
 2. hooliganism
 3. social embeddedness
 4. collective identity.
15. Which one of the following does not describe the characteristics of a microexpression? They
1. appear on the face very quickly after an emotion-provoking event
 2. are fleeting facial expressions lasting a few tenths of a second
 3. usually do not reveal a person's real feelings
 4. are difficult to suppress.
16. Susan and Troy were involved in a car accident and they both suffered broken legs. Susan told Troy "At least we only broke our legs – we could've died"! Troy's response was "Yes, but I'm now thinking about how I can be a better driver so that I never have an accident again". Susan's statement reflects - - - - counterfactual thinking and Troy's reply reflects - - - - counterfactual thinking.
1. downward; downward
 2. upward; upward
 3. downward, upward
 4. upward; downward.
17. The primary question we try to answer when we make attributions is
1. How?
 2. Why?
 3. Who?
 4. When?
18. According to Moore's 2000 study, Unisa students tend to attribute their successes to (a) - - - - factors and failures to (b) - - - - factors.
1. (a) internal (b) stable/external
 2. (a) external (b) lack of effort
 3. (a) internal (b) unstable/internal
 4. (a) external (b) factors; internal.
19. The events that Gulle, Tredoux and Foster (1998) found to be the most stressful by the South African police members's were (in order)
1. (1) killing someone in the line of duty (2) fellow member killed in the line of duty (3) inadequate salary
 2. (1) fellow member killed in the line of duty (2) inadequate salary (3) killing someone in the line of duty
 3. (1) inadequate salary (2) killing someone in the line of duty (3) fellow member killed in the line of duty
 4. (1) fellow killed in the line of duty (2) killing someone in the line of duty (3) inadequate salary.

20. Regarding attribution style and coping abilities for positive events, which of the following respondents were found by the South African researchers Spangenberg and Lategan (1993) to cope the best? Those with
1. internal, stable and global attribution styles
 2. external, unstable and specific attribution styles
 3. internal, unstable and dissonant attribution styles
 4. external, stable and consonant attribution styles.

1. Answers and feedback for Assignment 02

Question 1

Alternative 4 is correct. With regard to attachment style, a style that is characterised by low self-esteem and high interpersonal trust is known as a preoccupied attachment style.

Question 2

Alternative 2 is correct. According to the research of Eagly et al. (2009) selection of romantic partners means that when men expect to be homemakers they expect their potential partners to be the breadwinners.

Question 3

Alternative 4 is correct. A social norm is a spoken or unspoken rule concerning how we ought to behave.

Question 4

Alternative 2 is correct. You most likely will stand up and begin clapping too, because that's what everyone else is doing. This is an example of a descriptive norm.

Question 5

Alternative 1 is correct. One lesson to be learned from the Milgram studies is that many people will follow orders even if they do not like them.

Question 6

Alternative 3 is correct. In-group bias refers to the tendency to favour one's group and see this group as superior.

Question 7

Alternative 3 is correct. Drive theories postulate that external conditions arouse strong internal motives.

Question 8

Alternative 3 is correct. Females are significantly more likely than males to aggress against others when they have been provoked.

Question 9

Alternative 2 is correct. Punishment seldom deters aggression because the conditions, under which it is most effective, are rarely met.

Question 10

Alternative 4 is correct. By using a punching bag to express one's anger/ reduce overt aggression is not an acceptable way. According to research findings by punching the bag, it is more likely that the anger/aggression will increase than reduce it.

Question 11

Alternative 4 is correct. Social facilitation occurs when people's performance is improved by the presence of others.

Question 12

Alternative 4 is correct. An example of a superordinate goal is protecting clean water supplies. Superordinate goals are goals that both sides seek and that tie their interests together rather than driving them apart.

Question 13

Alternative 4 is correct. Group think is the tendency of the members of highly cohesive groups to assume that their decisions can't be wrong, that all members must support the group's decisions strongly and that information contrary to it should be ignored.

Question 14

Alternative 1 is correct. Maria is experiencing deindividuation which is a reduced state of self-awareness that encourages wild, impulsive behaviour.

Question 15

Alternative 3 is correct. Microexpression are fleeting facial expressions lasting a few tenths of a second, they appear on the face very quickly after an emotion-provoking event and are difficult to suppress.

Question 16

Alternative 4 is correct. Susan's statement reflects upward counterfactual thinking and Troy's reply reflects downward counterfactual thinking.

Question 17

Alternative 2 is correct. The primary question we try to answer when we make attributions is (Why), attribution is the process through which we seek to identify the causes of others behaviour and also gain knowledge of their stable traits and dispositions.

Question 18

Alternative 3 is correct. According to Moore's 2000 study, Unisa students tend to attribute their successes to internal factors and failures to unstable/internal factors.

Question 19

Alternative 4 is correct. The events that Gulle, Tredoux and Foster (1998) found to be the most stressful by the South African police members were (in order), (1) fellow killed in the line of duty (2) killing someone in the line of duty (3) inadequate salary.

Question 20

Alternative 2 is correct. South African researchers Spangenberg and Lategan (1993) found that respondents used external, unstable and specific attribution styles in order to cope much better.

Assignment 01 for Semester 2

Closing date: 17 August 2016

Unique Number: 750962

1. Solomon has constantly heard that he is not a good student, after a while he starts to behave as people perceive him. This behavioural change supports the notion of
1. individualism
 2. anchoring and adjustment
 3. self-fulfilling schema
 4. social influence.

Answer: 4

2. According to the notion of counterfactual thinking our thoughts are influenced by
1. the pessimistic bias
 2. what has happened in the past
 3. careful and deliberate attention
 4. imagined outcomes.

Answer: 4

3. Two drivers are cut off by a bus. The first driver, who thinks that the bus driver did not see him, is relatively calm. The second driver, who thinks that the bus driver deliberately tried to hit him, is furious. This scenario illustrates how
1. affect influences arousal
 2. affect influences cognition
 3. cognition influences affect
 4. cognition influences thinking.

Answer: 3

4. It is hypothesised that the actor-observer effect occurs, in part, because
1. of the self-schema bias
 2. it is easier to detect deception in the self than in others.
 3. people do not attach much importance to the actions of others
 4. we are more aware of external factors that influence our own behaviour.

Answer: 4

5. Asanda is going for a job interview. Her friend advises her "tell yourself that you are great, and then you will be". The research by Wood (2009) revealed that such self-talk
1. is beneficial in all circumstances for all people
 2. is only beneficial for those with low self-esteem
 3. is only beneficial for those with a positive self-image
 4. either has no effect, or even may frequently backfire.

Answer: 4

6. LaPier's well-known research with a Chinese couple pointed out the

1. strong agreement between reported attitudes and actual behaviour
2. difficulty of predicting reported attitudes from actual behaviour
3. difficulty of studying reported attitudes and actual behaviour
4. sizable gap between reported attitudes and actual behaviour.

Answer: 2

7. The theory of reasoned action suggests that

1. in addition to attitudes toward a given behaviour individuals also consider their ability to perform the behaviour
2. events trigger our attitudes and simultaneously the appropriate norms for how people should behave in a given situation
3. the decision to engage in a particular behaviour is the result of a rational process in which behavioural options are considered
4. people often erroneously believe that others have different attitudes from themselves.

Answer: 3

8. The - - - - refers to electing women for high status positions that are risky and likely to fail.

1. glass ceiling barrier
2. glass cliff effect
3. objectification of females
4. shifting standards rule

Answer: 2

9. Jenny drives the same route to work every day. One morning, a car goes through a red light and hits Jenny's car at a certain intersection. After that, every time Jenny approaches the intersection, her hands begin to sweat and her heart races. In this scenario, the intersection is - - - - for Jenny.

1. a conditioned stimulus
2. an unconditioned stimulus
3. subliminal exposure
4. social learning

Answer: 1

10. Which one of the following statements is INCORRECT?

1. Attitudes can be classically conditioned even without our awareness.
2. Attitudes that are acquired through instrumental conditioning stem from differential rewards, and punishments for adopting particular views.
3. Attitudes are not affected by subliminal conditioning.
4. People may express different attitudes to different audiences.

Answer: 3

11. If you are in the shops to buy a new car radio and you find yourself listening to the salesperson's life story, then according to the elaboration likelihood model you are focused on

1. the peripheral route of persuasion
2. the central route of persuasion
3. cognitive dissonance
4. systematic processing.

Answer: 1

12. When confronted with a strong hard sell attempt to influence us, reactance will cause us to

1. experience dissonance
2. resist the attempt
3. identifying with the influencing agent
4. adopt the views of the influencing agent.

Answer: 2

13. The term 'discrimination' refers to

1. negative evaluations of a social group
2. negative attitudes toward a social group
3. negative behaviour directed toward a social group
4. negative emotional responses toward a social group.

Answer: 3

14. Sophia heard a new song and did not like it at all. Afterwards, she heard it repeatedly. It is likely that Sophia's liking for the song

1. increased
2. increased and then decreased
3. decreased and then increased
4. decreased.

Answer: 4

15. According to Newcombs's Balance Theory, Angelo and Louise's relationship is 'imbalanced' as

1. although they like each other they are dissimilar in some respect.
2. they dislike each other and don't care if they are dissimilar in some respect.
3. they dislike each other but are similar in some respect.
4. they like each and are similar in some respect.

Answer: 1

Assignment 02 for Semester 2

Closing date: 15 September 2016

Unique Number: 871085

1. According to Sternberg's triangular model of love, intimacy involves
 1. the closeness felt by two people
 2. the sexual motives associated with a couple's relationship
 3. the cognitive processes involved in deciding that you love another person
 4. a complete and ideal love.

Answer: 1

2. Our belief that social influence plays a smaller role in shaping our own actions than it does in shaping the actions of others is known as
 1. introspection illusion
 2. conformity
 3. social influence
 4. symbolic social influence.

Answer: 1

3. The extent to which we are attracted to a social group and want to belong to it is known as
 1. ingratiation
 2. conformity
 3. social influence
 4. cohesiveness.

Answer: 4

4. If you have a friend who is reluctant to help you wash your entire car, you may be successful if you ask him to simply help you wash two of the doors. This approach is referred to as - - - - technique.
 1. that's-not-all
 2. door-in-the-face
 3. lowball procedure
 4. foot-in-the-door

Answer: 2

5. The negative-state relief model proposes that
 1. helpers respond to the needs of a victim because they want to accomplish something
 2. people help others because it reduces their uncomfortable negative emotions
 3. helpers enjoy the positive reactions shown by those they help
 4. people help others to improve their own positive mood.

Answer: 2

6. People who are unlikely to help someone because there are many people present would be exhibiting
 1. groupthink
 2. diffusion of responsibility
 3. group polarization
 4. mere-exposure effect.

Answer: 2

7. The excitation transfer theory of aggression proposes that
1. physiological arousal dissipates slowly
 2. people are aware of their heightened physiological arousal
 3. we inherit the predisposition to be aggressive
 4. playing violent video games decreases physical aggression.

Answer: 1

8. Ralph is talking to Joseph (one of his friends), Joseph asks, "Do you have problems watching horror movies? I have been watching this kind of movie for a long time, and it doesn't bother me." This statement indicates which one of the following?
1. Priming.
 2. Catharsis.
 3. Desensitisation.
 4. Weakening of aggression.

Answer: 3

9. Catharsis is
1. irrelevant to aggression
 2. *blowing off steam*
 3. *doing your thing*
 4. turning inward.

Answer: 2

10. Which one of the following is valued by cultures that emphasise 'individualism'?
1. Analytical thinking
 2. Communality
 3. Mutual involvement
 4. Submissiveness.

Answer: 1

11. Cooperation is sometimes not possible because the
1. individuals have invested too much in the process
 2. outcome is incompatible with the process.
 3. desired goals cannot be shared
 4. conflict is too great.

Answer: 3

12. - - - - refers to individuals' judgments about whether they are receiving a fair share of available rewards; - - - - refers to the fairness of the procedures; - - - - refers to the extent to which people who distribute rewards explain their decisions.
1. Distributive justice; procedural justice; transactional justice
 2. Procedural justice; transactional justice; distributive justice
 3. Transactional justice; distributive justice; procedural justice
 4. Distributive justice; transactional justice; procedural justice.

Answer: 1

13. According to Baron and Branscombe loneliness occurs when

1. a desire for a close relationship is unfulfilled
2. a long-term relationship has ended
3. one has very few friends
4. one is alone.

Answer: 1

14. Many strategies can be used in attaining integrative agreements, one of them, - - - -, is when available resources are increased so that both sides can obtain the major goals.

1. nonspecific compensation
2. broadening the pie
3. logrolling
4. bridging

Answer: 2

15. The process by which we try to understand the causes behind others' behaviour is known as

1. Correspondent inference theory
2. Fundamental attribution theory
3. Actor-observer effect
4. Attribution theory.

Answer: 4

16. The evaluations we have of various aspects of the social world are called

1. cognitions
2. heuristics
3. attitudes
4. schemas.

Answer: 3

17. The planning fallacy occurs as a result of the

1. optimistic bias
2. underconfidence barrier
3. negativity bias
4. actor-observer effect.

Answer: 1

18. Stumpfer, Danana, Gouws and Viviers (1998) in their research relating to personality dispositions and job satisfaction found

1. a significant positive correlation between positive affect and job satisfaction in the student group.
2. an insignificant positive correlation between positive affect and job satisfaction in the student group.
3. a significant positive correlation between positive affect and job satisfaction in the life insurance group.
4. an insignificant positive correlation between positive affect and job satisfaction in the life insurance group.

Answer: 1

19. Pitt and Nel (1990) found that

1. more cohesive groups often perform better than less cohesive groups – on condition that cohesion levels are very high
2. more cohesive groups often perform better than less cohesive groups – on condition that cohesion levels are not so high
3. less cohesive groups often perform better than more cohesive groups – on condition that cohesion levels are relatively high
4. less cohesive groups often perform better than more cohesive groups – on condition that cohesion levels are not so high.

Answer: 2

20. In the Bandawe and Foster (1996) study, investigating factors influencing the intention of Malawian school students to engage in low-risk AIDS-related behaviours, results showed that intentions to use condoms and to stick to the same sexual partner were *predominantly* under

1. perceived behavioural control
2. behavioural intention control
3. self-serving control
4. attitudinal control.

Answer: 4

Answers are derived from the text book. Errors are always possible so please double check your answers.

Good luck 😊