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**Sherif (1935) carried out research to investigate:**

- (A) Bystander intervention
- (B) Obedience
- (C) Leadership
- (D) Conformity
- (E) Stereotyping

**Answer:**

(D) Conformity

2

**The lowest obedience to authority caused by increased awareness of the learner's plight in Milgram's studies was found by manipulating which condition?**

- (A) Remote feedback
- (B) Touch-proximity
- (C) Proximity
- (D) Voice feedback
- (E) Visual feedback

**Answer:**

(B) Touch-proximity

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**Which of the following studies did not find obedience rates similar to those found by Milgram?**

- (A) Lesar et al.
- (B) Turner and Solomon
- (C) Hofling et al.
- (D) Rank and Jacobsen
- (E) Dambrun and Vatiné

**Answer:**

(D) Rank and Jacobsen

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**Blass and Schmitt's research showed people are most likely to obey because they perceive the authority has:**

- (A) Reward and referent power
- (B) Coercive and informational power

**Answer:**

(C) Legitimate and expert power

(C) Legitimate and expert power

(D) All of these

(E) None of these

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**In Milgram's studies, participants entered an ""agentic state"" where they became an instrument of the authority figure. What was the other state of consciousness suggested by Milgram, where we voluntarily direct our behaviour?**

(A) Knowledgeable state

(B) Authoritarian state

(C) Independent state

(D) Autonomous state

(E) Free state

**Answer:**

(D) Autonomous state

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**Which one of the following is NOT a characteristic of the authoritarian personality (Adorno et al., 1950)?**

(A) Submissive attitudes towards authority figures

(B) Rigid beliefs in conventional values

(C) General hostility towards other groups

(D) Intolerance of ambiguity

(E) Reared by a single mother

**Answer:**

(E) Reared by a single mother

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**Which of the following is NOT a feature of having a high internal locus of control?**

(A) Low self-esteem

(B) Low authoritarianism

(C) Increased independent behaviour

**Answer:**

(A) Low self-esteem

- (D Lower likelihood to conform to mistaken views
- (E) Lower likelihood to obey unreasonable orders

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**Which of the following is a suggestion from psychological research that the way to resist unreasonable demands for obedience is to:**

- (A) Question authority if their demands seem unreasonable
- (B) Educate people about the dangers of blind obedience
- (C) Remind people they have personal responsibility
- (D Provide role models who refuse to obey
- (E) All of these

**Answer:**

(E All of these

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**Which of the following is NOT one of Moscovici's requirements for effective minority influence?**

- (A) Commitment
- (B) Obedience
- (C) Flexibility
- (D Consistency
- (E) Relevance

**Answer:**

(B Obedience

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**Orne and Holland claimed that Milgram's study lacked mundane realism. This means that the study:**

- (A) Lacked strong characters
- (B) Was not very ordinary
- (C) Was conducted in an artificial controlled environment
- (D Didn't concern behaviour that we

**Answer:**

(C Was conducted in an artificial controlled environment

) encounter in everyday life

(E) All of these

**11**

**The Stanford prison experiment was carried out by:**

(A) Haney et al.C18

(B) Milgram

(C) Asch

(D) Franzoi

(E) Bales and Slater

**Answer:**

(A) Haney et al.C18

**12**

**Which term best describes when someone shows influence from another group because they genuinely agree with their views?**

(A) Internalisation

(B) Compliance

(C) Identification

(D) Obedience

(E) Peer pressure

**Answer:**

(A) Internalisation

**13**

**Which of the following was NOT an ethical issue in Asch's conformity research?**

(A) Many participants were stressed and anxious when taking part

(B) Fully informed consent was not obtained

(C) Participants were put in a difficult and embarrassing situation

(D) Participants were deceived e.g. about the confederates

(E) The original participants were all male

**Answer:**

(E) The original participants were all male

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In Asch's (1951, 1956) original studies, a conformity rate of 37% was found using non-students. When students were used as the participants, conformity fell to:

(A) 0.35

(B) 0.29

(C) 0.27

(D) 0.12

(E) 0.03

**Answer:**  
(B) 0.29

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Perrin and Spencer claimed that the Asch effect was a "child of its time". This means:

(A) Children are more conformist

(B) The Asch effect is derived from a particular historical period

(C) Asch based his conclusions on research with young people

(D) Levels of conformity don't change with time

(E) All of the these

**Answer:**  
(B) The Asch effect is derived from a particular historical period

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Which of the following statements is NOT true?

(A) Individuals who are high in conscientiousness are more conformist

(B) Conformity is greater in collectivistic cultures

(C) Uniqueness is valued more in individualistic cultures

(D) 25% of participants in the Asch study never conformed to the wrong answer

(E) 50% of participants in the Asch study defied the group on a majority of trials

**Answer:**  
(E) 50% of participants in the Asch study defied the group on a majority of trials

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**What is said to occur when someone conforms in order that others will like/respect them?**

- (A) Normative social influence
- (B) Informational conformity
- (C) Compliance
- (D) Internalisation
- (E) Conversion

**Answer:**

(A) Normative social influence

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**The types of conformity are:**

- (A) Culture, identification, and compliance
- (B) Compliance and internalisation
- (C) Internalisation and identification
- (D) Identification and culture
- (E) Compliance, internalisation, and identification

**Answer:**

(E) Compliance, internalisation, and identification

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**What situation(s) were not used in the Deutsch and Gerrard (1955) study**

- (A) Group
- (B) Cultural
- (C) Face-to-face
- (D) Anonymous
- (E) All of these

**Answer:**

(B) Cultural

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**Minority influence can be used to explain social change during the American civil rights movement. Which of the following factors is NOT linked to Moscovici's requirements for effective minority influence?**

(A) The members were willing to make sacrifices

(B) The members showed a high level of commitment

(C) It was clear that the campaigners carried moral authority

**Answer:**

(C) It was clear that the campaigners carried moral authority

(D) The campaigners were consistent in their views

(E) The movement attracted a lot of media attention