

Multiple Choice [/test-bank-social-psychology-and-human-nature-5e-baumeister](#)

1. The case of Little Brenda, who was born a biological male but raised as a girl, illustrates that ____.
- a. virtually all human behavior is determined by nature rather than culture
 - b. gender identity is almost completely based on upbringing rather than biology
 - c. socialization is a powerful force, but there are limits to how much it can influence people
 - d. as people age, nature becomes increasingly less important and nurture becomes increasingly more important

ANSWER: c

DIFFICULTY: Easy

REFERENCES: Introduction

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

2. If a child who was born a biological male were raised as a girl, what would most likely happen?
- a. The child would probably grow up to be a lesbian.
 - b. The child would probably feel “different” from other girls throughout childhood and ultimately seek to live life as a male.
 - c. The child would actually most likely grow up to be a “normal” woman.
 - d. It is impossible to predict; there are no known “patterns.”

ANSWER: b

DIFFICULTY: Moderate

REFERENCES: Introduction

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Apply

3. Suppose a child who was born a biological female were raised as a boy (given a male name, dressed in male clothes, etc.). Based on similar cases that have occurred in the past, it would be reasonable to expect that the child would ____.
- a. grow up to be a “normal” man
 - b. feel and act “different” from childhood on
 - c. feel and act “different” starting in early adulthood
 - d. feel and act “different” in childhood but ultimately grow up to be a “normal” man

ANSWER: b

DIFFICULTY: Moderate

REFERENCES: Introduction

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Apply

4. Psyche is defined as
- a. the part of the mind outside of consciousness that performs simple operations.
 - b. an information-based system that includes shared ideas and common ways of doing things.
 - c. the physical world around us, including its laws and processes.
 - d. a broader term for mind, encompassing emotions, desires, perceptions, and all other psychological processes.

ANSWER: d

DIFFICULTY: Easy

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Remember

5. A researcher is working on a project that involves studying the psyche of people living in the largest slum in the world—Khayelitsha, Cape Town. She wants to understand their family dynamics, what they do for living, and what effect the unhygienic, cramped living space has on their mental and physical well-being. In this scenario, which of the following statements is true?

- a. The researcher wants to see how people “act like animals” when under stress.
- b. The researcher wants to understand the psyche of the people living in the slum.
- c. The researcher wants to validate the theory of evolution proposed by Darwin.
- d. The researcher wants to see how natural selection works in pathogen-infested areas.

ANSWER: b

DIFFICULTY: Moderate

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Apply

6. Understanding what the human psyche is designed to do can help us to understand human behavior in the same way that ____.

- a. reading a product manual can help us understand what a product will do, and how it will react when treated in different ways
- b. reading a book report can help to shed light on, and elaborate upon, the ideas presented in a book
- c. explaining an idea to someone else can help us to better understand the idea ourselves
- d. determining the character of a person is largely based upon what kinds of friends that person has

ANSWER: a

DIFFICULTY: Difficult

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Apply

7. What is the most accurate statement regarding psychological processes?

- a. They are mostly based on nature throughout a person's life.
- b. They are based on a complex interaction between nature and culture throughout a person's life.
- c. They are mostly based on nature in infancy and culture in childhood and adulthood.
- d. They are mostly based on culture in infancy and childhood and nature in adulthood.

ANSWER: b

DIFFICULTY: Moderate

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Understand

8. In social psychology, the “nature versus nurture” debate ____.

- a. rages on with more fervor as more controversies arise about its essential premise
- b. has largely died out; most social psychologists maintain that human behavior is shaped mostly by social forces
- c. has largely died out; most social psychologists maintain that human behavior is shaped mostly by genetic

forces

d. has been reframed; the debate now concerns how nature and nurture interact with one another and influence one another

ANSWER: d

DIFFICULTY: Moderate

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Understand

9. The theory of evolution as proposed by Charles Darwin focuses on ____.

- a. how change occurs in nature
- b. how change occurs via nurture
- c. reproduction
- d. gene mutation

ANSWER: a

DIFFICULTY: Moderate

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Understand

10. Charles Darwin, the biologist who proposed the theory of evolution, was ____.

- a. American
- b. British
- c. Dutch
- d. Australian

ANSWER: b

DIFFICULTY: Easy

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Remember

11. In evolutionary theory, the process of natural selection MOST favors the ____.

- a. genes of people who are most physically fit
- b. genes of people who reproduce the most
- c. genes of people who survive the longest (even if they do not reproduce)
- d. most unique (uncommon) genes in a population

ANSWER: b

DIFFICULTY: Moderate

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Remember

12. According to evolutionary theory, the traits of which man should be most favored by natural selection?

- a. Tom, who has one child, and dies when he is 100
- b. Juan, who has two children, and dies when he is 50
- c. Oded, who has four children, and dies when he is 25

- d. There is no difference; the traits of all three men will be equally favored.

ANSWER: c

DIFFICULTY: Easy

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Apply

13. Natural selection is best summed up by the phrase _____.

- a. "the most advantageous genes will survive to subsequent generations"
- b. "certain behaviors exist that are 'natural' "
- c. "the most physically fit people will always survive the longest"
- d. "if something is natural, then it's right"

ANSWER: a

DIFFICULTY: Moderate

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Understand

14. Which statement is true regarding the phrase "survival of the fittest"?

- a. The term *survival* refers to survival of genes in a population's gene pool.
- b. The term *fittest* refers to the physical fitness of individual organisms.
- c. The term *fittest* applies only to animals that do not have a division of labor.
- d. The term *fittest* applies only to animals that do not have a culture.

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Remember

15. Which of the following best describes "change" in the traits of living things?

- a. Nature plans ahead and designs certain kinds of changes.
- b. Nature allows for living things to remain essentially unchanged from one generation to the next.
- c. Nature produces changes in living things that are essentially random.
- d. Nature, through the process of reproduction, is guaranteed to produce predictable outcomes in the traits of offspring.

ANSWER: c

DIFFICULTY: Moderate

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Understand

16. Who coined the term *survival of the fittest*?

- a. Charles Darwin
- b. Herbert Spencer
- c. David Buss
- d. Roy Baumeister

ANSWER: b
DIFFICULTY: Easy
REFERENCES: Nature and Social Behavior
LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.
KEYWORDS: Bloom's: Remember

17. Which statement about survival is most accurate?
- a. Survival is based on individual fitness, not on situational constraints.
 - b. Survival depends totally on circumstances, not on individual fitness.
 - c. Survival depends in part on both individual fitness and on environmental circumstances.
 - d. Survival depends on gene mutation.

ANSWER: c
DIFFICULTY: Difficult
REFERENCES: Nature and Social Behavior
LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.
KEYWORDS: Bloom's: Understand

18. Reproductive success is defined by biologists as the ability to have ____.
- a. offspring
 - b. multiple offspring
 - c. multiple offspring who survive
 - d. multiple offspring who also reproduce

ANSWER: d
DIFFICULTY: Easy
REFERENCES: Nature and Social Behavior
LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.
KEYWORDS: Bloom's: Understand
NOTES: Modified

19. Which factor do biologists emphasize as the MOST important to natural selection?
- a. Survival
 - b. Mutation
 - c. Situation
 - d. Reproduction

ANSWER: d
DIFFICULTY: Easy
REFERENCES: Nature and Social Behavior
LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.
KEYWORDS: Bloom's: Remember
NOTES: Modified

20. A characteristic that is innate ____.
- a. results from the influence of environment
 - b. is often difficult to change
 - c. typically varies across cultures
 - d. is independent of genetics

ANSWER: b
DIFFICULTY: Easy
REFERENCES: Nature and Social Behavior
LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.
KEYWORDS: Bloom's: Remember
NOTES: New

21. A mutation is a ____.
- a. new gene or combination of genes
 - b. representation of the fittest genes in the current generation
 - c. genetic defect
 - d. change in genetic structure resulting from chemical exposure

ANSWER: a
DIFFICULTY: Easy
REFERENCES: Nature and Social Behavior
LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.
KEYWORDS: Bloom's: Remember

22. Consider a mutation of the gene that determines female lifespan. The lifespan of a female with this mutation will change from 75 to 150 years. This mutation would ____.
- a. definitely be passed on and increase over time in future generations
 - b. probably remain rare and not be passed on
 - c. possibly be passed on or not, depending on how it interacted with the woman's childbearing frequency
 - d. increase the number of sex partners the woman will want to have

ANSWER: c
DIFFICULTY: Moderate
REFERENCES: Nature and Social Behavior
LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.
KEYWORDS: Bloom's: Understand

23. Most of the explanations for human behavior ultimately relate to two basic ways of answering these fundamental questions: ____.
- a. nature and nurture
 - b. genotype and phenotype
 - c. dominant and recessive transmission
 - d. culture and environment

ANSWER: a
DIFFICULTY: Moderate
REFERENCES: Nature and Social Behavior
LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.
KEYWORDS: Bloom's: Understand
NOTES: New

24. "Social brain theory" states that ____.
- a. the human brain evolved to enable humans to have rich, complex social lives
 - b. the human brain evolved to allow humans to develop language

- c. humans are born with access to a “collective unconscious” (certain types of cumulative social knowledge)
- d. unlike the left and right hemispheres in the brains of other animals, the two hemispheres in the human brain are much more “social” (communicative) with one another

ANSWER: a

DIFFICULTY: Moderate

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Remember

25. Charles Darwin proposed the theory of evolution, which focuses on how change occurs in nature, during the ____.

- a. 1700s
- b. 1800s
- c. 1600s
- d. 1900s

ANSWER: b

DIFFICULTY: Easy

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Remember

26. Which of the following statements about the theory of evolution is true?

- a. Nature has the ability to plan ahead and design a certain kind of change.
- b. Human beings and the great apes evolved from a common ancestor.
- c. Each living thing lacks the drive to prolong life as it grows older.
- d. An important feature of most living things is the need to be monogamous.

ANSWER: b

DIFFICULTY: Moderate

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Understand

27. Which trait of a human baby would be most likely to be preserved for future generations during the process of natural selection?

- a. A baby with sharp hearing
- b. A baby with short limbs
- c. A baby with webbed feet
- d. A baby with thick body hair

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Apply

28. According to evolutionary theory, men should generally be more interested in ____ than women.

- a. short-term sexual relationships
- b. same-sex sexual relationships

- c. passing their genes down to future generations
- d. same-sex friendships

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Understand

29. According to evolutionary theory, the main reason that males and females have different approaches when it comes to dating and mating is because ____.

- a. males can have many more offspring than females in their lifetime, with minimal investment of time and energy per offspring
- b. males are more visually-oriented than females
- c. females are physically weaker and more prone to diseases, including sexually-transmitted diseases
- d. females are naturally more nurturing and emotionally intelligent than males

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Remember

30. Seahorses show a reversal of the usual sex roles; male seahorses invest more time and energy into offspring than female seahorses do. What would an evolutionary psychologist be MOST likely to say about this?

- a. The females are nonetheless probably still more interested in long-term, monogamous relationships than the males.
- b. The females are nonetheless probably still more interested in having offspring than the males.
- c. The males are probably even more interested (than males of other species) in finding a female mate who is physically attractive.
- d. The males are probably less interested (than the males of other species) in having multiple sex partners.

ANSWER: d

DIFFICULTY: Difficult

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Apply

31. Research on the brain sizes of various animals has indicated that a bigger brain size is MOST strongly linked to ____.

- a. larger and more complex social groups
- b. the level of emotional intelligence
- c. the life span of the animal
- d. the animal's diet

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Remember

32. The human brain evolved to be larger than the brains of other animals because it allowed humans to ____.
- a. evolve from a sustenance way of life to an agrarian way of life
 - b. domesticate and control other species that posed significant threats
 - c. have rich and complex interpersonal relationships
 - d. learn how to plant, harvest, and store food

ANSWER: c

DIFFICULTY: Moderate

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Understand

33. Consider the research on the brain sizes of different animals. According to this research, after adjustment for differences in body weight, domesticated dogs should have ____ than wild, pack-living wolves.

- a. larger frontal lobes
- b. smaller hindbrains
- c. larger brains in general
- d. smaller brains in general

ANSWER: d

DIFFICULTY: Difficult

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Apply

34. Research on the brain sizes of different animals would suggest that after adjustment for differences in weight, domesticated cats have ____ than wild, pride-living lions.

- a. smaller brains
- b. larger brains
- c. more developed right hemispheres
- d. less developed left hemispheres

ANSWER: a

DIFFICULTY: Difficult

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Apply

35. The downside of being social is that ____.

- a. increasing the capacity of your brain is critical
- b. achieving it is more difficult than leading a solitary life
- c. having additional social support is cumbersome
- d. resolving conflict is a constant necessity for harmony in the group

ANSWER: b

DIFFICULTY: Moderate

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Understand

NOTES: Modified

36. Sickle cell disease is caused by a genetic mutation and, when untreated, may result in disability and early death. Researchers have detected that the mutation that causes sickle cell disease is associated with protection against malaria. As a result, you would expect to see sickle cell disease to ____.

- a. be eradicated as quickly as malaria is eradicated
- b. occur predominantly in collectivist cultures that have historically low rates of malaria outbreaks
- c. occur predominantly in individualist cultures that have historically high rates of malaria outbreaks
- d. occur at higher rates in populations that have historically low rates of malaria outbreaks

ANSWER: d

DIFFICULTY: Difficult

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Analyze

NOTES: New

37. Social animals need something akin to ____ to help them adjust to group life.

- a. self-concept
- b. self-control
- c. self-esteem
- d. self-awareness

ANSWER: b

DIFFICULTY: Easy

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Remember

NOTES: New

38. People with bigger social networks have been found to be bigger in some key brain parts, notably the ____.

- a. hippocampus
- b. orbital prefrontal cortex
- c. primary somatosensory cortex
- d. hindbrain

ANSWER: b

DIFFICULTY: Moderate

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Understand

NOTES: New

39. The term *culture* originally referred to ____.

- a. the human propensity to seek connections with others
- b. artistic and musical achievements
- c. what a large group of people have in common
- d. a system of farming

ANSWER: d

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

40. Joe is from a Baptist background. Sarah is from a Lutheran background. They are arguing about whether or not it is “right” to baptize infants into the Christian faith. Even though they disagree on infant baptism, their argument is based on their common belief that the Christian faith is truth. This feature that underlies their argument illustrates the element of _____.

- a. culture as system
- b. culture as shared ideas
- c. culture as praxis
- d. culture as information

ANSWER: b

DIFFICULTY: Difficult

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Apply

41. Which of the following is the best example of a “social system”?

- a. A network of computers that are all connected to each other
- b. A classroom of students listening to a professor's lecture
- c. A rainforest in which different species of plants and animals depend on each other
- d. A building in which all the different forms of structural supports keep it standing

ANSWER: c

DIFFICULTY: Difficult

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Apply

42. Consider the many steps involved in how most people get their food in modern societies (e.g., steps involving everything from farms to factories to stores). This process is a good example of _____.

- a. “the conscious override”
- b. “the selfish gene”
- c. “nature says go, culture says stop”
- d. “putting people first”

ANSWER: d

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

43. What makes humans most unique from other animals is _____.

- a. culture

- b. communication
- c. social bonding
- d. division of labor

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

44. Culture is best defined as ____, involving both ____ that allows people to live together and satisfy each other's needs.

- a. an information-based system; shared ideas and praxis
- b. an information-based system; morals and customs
- c. a language-based system; praxis and laws
- d. a language-based system; shared ideas and customs

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

45. The term *praxis* best describes ____.

- a. cultural diversity
- b. social hierarchies
- c. practical ways of doing things
- d. shared belief systems

ANSWER: c

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

46. What is the best example of praxis in American culture?

- a. Children sleeping in rooms separate from their parents
- b. The increasing gap between the rich and the poor
- c. The belief in freedom of religion
- d. The intervention of the United States ("War on Terror") in Iraq

ANSWER: a

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Apply

47. Which of the following is an example of a French praxis?

- a. The French flag
- b. Drinking wine with dinner
- c. Believing in ethnic assimilation
- d. Close ties with other European nations

ANSWER: b

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Apply

48. Money has been part of human culture since ____.

- a. the beginning of time
- b. early civilizations
- c. about 3,000 years ago
- d. only the past few hundred years

ANSWER: c

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

49. Money's relationship with human biology is BEST described as ____.

- a. a financial "instinct"
- b. one that is programmed into our DNA
- c. an innately desirable commodity
- d. a development too recent to have directly shaped human nature biologically

ANSWER: b

DIFFICULTY: Difficult

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

50. What is the LEAST likely explanation for one's motivation to work in pursuit of money?

- a. Money operates as a kind of tool to get what one wants.
- b. Money is similar to a drug in that it is pleasurable for its own sake.
- c. Money is an innate need ingrained in human nature since its existence.
- d. Money helps people obtain things that they desire.

ANSWER: c

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

51. Marlena works hard to earn as much money as she can but rarely spends it, not even for things that she really needs. Marlena's behavior exemplifies the analogy that money is like a(n) _____.

- a. instinct
- b. tool
- c. drug
- d. bank

ANSWER: c

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Apply

52. Kirk works hard to earn as much money as he can. He tries to be a good steward of his money, using it to buy a solid house for his family to live in, healthy food for them to eat, cars so they can get around town, and so forth. Kirk's approach to money is most consistent with the analogy of money as a(n) _____.

- a. instinct
- b. tool
- c. drug
- d. bank

ANSWER: b

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Apply

53. What was the conclusion of studies regarding monkeys and aspects of money?

- a. Monkeys were unable to learn to deal with money in any fashion.
- b. Monkeys had a rudimentary grasp of handling money.
- c. Monkeys could use money with each other but never with humans.
- d. Monkeys were capable of learning all aspects of money.

ANSWER: b

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

54. Molly was born in September, and the cutoff date for admission to kindergarten in her school district is being five years of age on August 1. Based on the relative age effect, Molly will MOST likely be one of the _____.

- a. youngest in her class and therefore have an advantage
- b. oldest in her class and therefore have an advantage
- c. youngest in her class and therefore have a disadvantage
- d. oldest in her class and therefore have a disadvantage

ANSWER: b

DIFFICULTY: Difficult

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Apply

55. The relative age effect best illustrates ____.

- a. culture as praxis
- b. culture as a system
- c. culture as shared ideas
- d. culture interacting with nature

ANSWER: b

DIFFICULTY: Difficult

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

56. Unlike virtually all other animals, humans ____.

- a. feel bad when they do not have enough to eat
- b. develop strong aversions to any foods that have previously made them ill
- c. will eat or not eat certain foods because of ideas
- d. sometimes eat up to four or five times per day

ANSWER: c

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

57. Among animal species that are meat-eating, ____.

- a. humans are the only species in which some individuals choose to be vegetarian
- b. about 5% of the population of most species choose to be vegetarian
- c. about 50% of the population of most species choose to be vegetarian
- d. the tendency to follow a mostly vegetarian diet appears to be largely genetic

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

58. Vegetarianism is best described as an example of ____.

- a. ideas, or culture, impacting human behavior
- b. social, rather than cultural behavior
- c. a genetic mutation
- d. an American praxis

ANSWER: a

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

59. Across all contemporary human cultures, ____.

- a. homosexuality is looked upon with disapproval
- b. sex outside of marriage is illegal
- c. women are expected to be virgins when married
- d. men desire more sexual partners than women

ANSWER: d

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

60. Research on cross-cultural differences in sexuality has found that sex manuals written thousands of years ago in China covered ____ techniques that one would find in a sex manual today.

- a. almost exactly the same
- b. very little, and did not discuss almost any of the
- c. a great deal more than the relatively simple
- d. completely different techniques than the

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

61. In all contemporary human cultures, homosexual behavior is ____.

- a. generally looked upon with disapproval
- b. now accepted
- c. viewed differently; in that, it is accepted in some cultures and not accepted in others
- d. generally looked down upon for males, but sometimes tolerated or even encouraged for females

ANSWER: c

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

62. Which of the following is one of the ways that cultural animals differ from social animals?

- a. Only cultural animals help kin.
- b. Only cultural animals can communicate with one another.
- c. Only cultural animals live in large groups.

- d. Only cultural animals have an elaborate division of labor.

ANSWER: d

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

63. In general, it would be most accurate to say that humans are ____, while other animals are ____.

- a. social and cultural; just social
- b. social and cultural; social and moral
- c. just cultural; just moral
- d. just cultural; social and cultural

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

64. Unlike social animals, cultural animals ____.

- a. coordinate their actions to act together as a mass
- b. copy things that they see each other doing
- c. communicate with each other
- d. may serve meals to total strangers

ANSWER: d

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

65. Which of the following is a cultural act rather than just a social act?

- a. A group of ants working together to carry a piece of watermelon across the street
- b. A group of baby ducks imitating the walk of an older duck
- c. Two dogs aggressively barking at one another
- d. A group of citizens obeying the state's laws about littering

ANSWER: d

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Apply

66. Humans are different from other animals in various ways. For example, unlike other animals, humans ____.

- a. typically help next of kin in emergency situations
- b. communicate about events or entities that are present in the moment

- c. are able to form groups with multiple roles
- d. prefer to take on one primary social role in their group

ANSWER: c

DIFFICULTY: Difficult

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

67. Humans today still benefit from the famous invention of Alexander Graham Bell (the telephone). Even though Bell has been dead for decades, the basic technology he invented still exists, and modern telephone systems have built and elaborated upon his invention. What best describes this?

- a. Generational division of labor
- b. Network of trade and exchange
- c. Praxis of creativity
- d. Progress through preservation of knowledge

ANSWER: d

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

68. Humans today still benefit from the famous invention of the Wright brothers (the airplane). Even though they have been dead for generations, their basic technology still lives on, and modern aircrafts have built and elaborated upon their invention. What best describes this?

- a. Generational division of labor
- b. Network of trade and exchange
- c. Praxis of creativity
- d. Progress through preservation of knowledge

ANSWER: d

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Apply

69. A professor of genetics is studying the family tree of a royal family to understand how diseases are transmitted from one generation to the next. She hopes to isolate the cause of a mysterious disease that afflicts the females of each generation. Which cultural activity is discussed in this scenario?

- a. Research
- b. Preservation
- c. Praxis
- d. Exchange

ANSWER: a

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Apply

70. One of the things that sets culture apart, and is one of its major advantages, is ____.

- a. progress—the ability to store and build upon the knowledge and achievements of previous generations
- b. communication—the ability to convey thoughts and preferences, even if just in one-word utterances or grunts
- c. coordination—the ability for organisms to act together in a unified, organized fashion
- d. the ability for organisms to engage in mutually beneficial actions—even if these actions are just between two relatives of the same species

ANSWER: a

DIFFICULTY: Difficult

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

71. Which statement about the division of labor and the exchange of goods and services is true?

- a. These concepts are, by and large, unique to humans.
- b. All cultural animals and social animals incorporate these concepts.
- c. All cultural animals, but only some social animals, incorporate these concepts.
- d. Not all social animals naturally incorporate these concepts, but they can learn them through imitation.

ANSWER: a

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

72. Which statement is most accurate regarding communication?

- a. Nonhuman species communicate visually and physically, but not aurally.
- b. Nonhuman and human species communicate to relate past events.
- c. All cultural animals use language to communicate.
- d. Most social animals have a set of communication mechanisms that is as complex as human language.

ANSWER: c

DIFFICULTY: Difficult

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

73. Which statement about communication is MOST accurate?

- a. Non-human animals do not communicate with one another at all.
- b. Non-human animals communicate with one another, but they do not naturally have anything approximating human language.
- c. A few non-human animals have language in the same way that humans do, but most only communicate in very basic ways.

- d. While no non-human animals naturally have language in the same way that humans do, a few are capable of learning human language as well as humans.

ANSWER: b

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

74. Social animals will generally help ____.

- a. anyone in need
- b. relatives
- c. other members of their community
- d. total strangers

ANSWER: b

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

75. When a tornado hit Joplin, Missouri, many people from all over the United States donated money and time to help the individuals in need due to that disaster. This tendency to help even total strangers illustrates the textbook's classification of humans as ____.

- a. social animals
- b. unconditionally generous
- c. cultural animals
- d. conflict-driven animals

ANSWER: c

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Apply

76. When it comes to conflict, social animals tend to use ____ to resolve conflict.

- a. aggression
- b. laws
- c. moral codes
- d. mediation

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

77. Social animal is to cultural animal as ____ is to ____.

- a. compromise; moral principles
- b. law; aggression
- c. aggression; compromise
- d. moral principles; law

ANSWER: c

DIFFICULTY: Difficult

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

78. If biology measures success in terms of survival and reproduction, human culture ____.

- a. has struggled over many years
- b. has had some successes but an equal amount of failures
- c. has had moderate success
- d. has been very successful

ANSWER: d

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

79. Which of the following is evidence of the success of human culture in biological terms?

- a. Humans have tripled their average lifespan largely by virtue of research.
- b. Humans have been able to stop migration and locate in the most temperate geographic locations.
- c. Humans have increased their happiness levels through higher levels of social cognition.
- d. Humans have decreased their population to improve conditions for more of the population.

ANSWER: a

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

80. Collectivist cultures tend to be found in places where there are ____ pathogens; individualist cultures tend to be found in places where there are ____ pathogens.

- a. many; few
- b. few; many
- c. few; few
- d. many; many

ANSWER: a

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

81. Why are collectivist cultures found in places where there tend to be many pathogens?

- a. Cultures that are collectivist carry more disease.
- b. Cultures that are collectivist tolerate nonconformity more, thereby creating more pathogens in the environment.
- c. Cultures that develop in places with more pathogens put more pressure on people to conform in order to reduce the risk for disease.
- d. Cultures that develop in places with more pathogens do not have the proper social structures to combat pathogens.

ANSWER: c

DIFFICULTY: Difficult

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

82. The fact that collectivist cultures tend to spring up in places with abundant pathogens, but individualist cultures tend to flourish in places with few pathogens best illustrates ____.

- a. culture influencing nature
- b. nature influencing culture
- c. genetic mutation influencing evolution
- d. evolution influencing the development of mutations

ANSWER: b

DIFFICULTY: Difficult

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

83. The idea that nature and culture changed together and shaped each other is known as ____.

- a. cooperation
- b. competition
- c. evolution
- d. co-evolution

ANSWER: d

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

84. Are social psychologists concerned with cross-cultural differences in behavior?

- a. In general, no—because cross-cultural questions are usually left to cultural psychologists and anthropologists.
- b. In general, no—because there are almost no cross-cultural differences in basic social psychological phenomena.
- c. Somewhat—most social psychologists are cautious about generalizing their findings to different cultures, but the majority of research is still done only in the United States.

- d. In general, yes—most social psychologists are cautious about generalizing their findings to different cultures, and the majority of research is now replicated in at least one other culture before it is ever published.

ANSWER: c

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

85. When it comes to cross-cultural differences in behavior, people of all cultures ____.

- a. regard sleeping with one's children as morally wrong
- b. are more aggressive when they are insulted than when they are praised
- c. avoid sex with minors
- d. drink coffee

ANSWER: b

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

86. When it comes to differences in familial sleeping arrangements across cultures, ____.

- a. Japan is the only culture where young children sleep with their parents
- b. the United States is the only culture where young children sleep alone
- c. there are essentially no differences across cultures
- d. there are a variety of sleeping arrangements across cultures

ANSWER: d

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

87. The view that evolution shaped the human brain to enable humans to create and take part in complex, advanced ways of functioning in a group is referred to as the ____ theory.

- a. complex animal
- b. duplex brain
- c. social brain
- d. cultural psyche

ANSWER: c

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

NOTES: New

88. Suppose your employer has just implemented a number of new workplace conduct policies ranging from how phones and e-mails are to be answered to what is permitted on desks and cubicle walls. In this context, employee training and learning is best achieved ____.

- a. when individuals complete an online training alone
- b. when individuals watch a video with coworkers from their own team
- c. when individuals watch a video with unknown coworkers from a different team
- d. under any circumstances, as long as the material is clearly presented

ANSWER: b

DIFFICULTY: Difficult

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Analyze

NOTES: New

89. Suppose you got \$200 for your birthday and you can spend it any way you want. In general, you will get the most enjoyment from the money when you spend it on ____.

- a. an object you can only use alone
- b. an object you can use with others
- c. a solitary experience
- d. an experience you share with others

ANSWER: d

DIFFICULTY: Difficult

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Analyze

NOTES: New

90. Research about sexuality and culture has concluded that ____.

- a. polyandry is widespread
- b. women often desire more sexual partners than do men
- c. prostitution exists in most cultures
- d. male virginity is viewed as more important than female virginity

ANSWER: c

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

NOTES: New

91. Research on cultural differences indicates that ____.

- a. they are far greater, especially with respect to essentials like eating and reproduction, than previously believed
- b. they more often reflect differences in degree rather than opposites; for example, people are attracted to others who are similar to themselves

- c. they are predominantly related to economic development and decrease as individual wealth increases
- d. they are becoming increasingly large and divisive when the level of communication across cultures increases

ANSWER: b

DIFFICULTY: Difficult

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Analyze

92. How does the modern notion of the automatic system relate to the Freudian idea of the unconscious mind?

- a. They are completely unrelated ideas because of the physiological versus psychological bent of each.
- b. They address opposite but complementary parts of the mind.
- c. They both address the same part of the mind, but differ in their view of how this part functions.
- d. They describe the exact same construct physiologically and psychologically.

ANSWER: c

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.03 - Summarize how the two system of the duplex mind differ and work together.

KEYWORDS: Bloom's: Understand

93. The modern notion of the automatic system is BEST understood as ____.

- a. a kind of conscious mind that warns you of danger based on immediate cognitive processes
- b. a kind of conscious mind that helps you in decision-making
- c. a kind of unconscious that is there to make your life easier
- d. a Freudian kind of unconscious full of repressed urges and thoughts that you are afraid to think

ANSWER: c

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.03 - Summarize how the two system of the duplex mind differ and work together.

KEYWORDS: Bloom's: Understand

94. The automatic system in the duplex mind is BEST characterized as ____.

- a. a little devil that often prompts you to "misbehave"
- b. a diary that keeps a record of all of your secret fantasies and fears
- c. a computer that faithfully records each and every experience you have ever had
- d. a team of little robots doing lots of simple jobs to make your life easier

ANSWER: d

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.03 - Summarize how the two system of the duplex mind differ and work together.

KEYWORDS: Bloom's: Understand

95. Which of the following is a deliberate process for MOST people?

- a. Driving

- b. Reciting the alphabet
- c. Reciting the numbers 1 through 10 in alphabetical order
- d. Walking

ANSWER: c

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES SOCP.BAUM.21.02.03 - Summarize how the two systems of the duplex mind differ and work together.

KEYWORDS: Bloom's: Apply

96. In the duplex mind, what is one way in which the automatic system differs from the deliberate system?

- a. The automatic system is more flexible.
- b. The automatic system is more precise.
- c. The automatic system can only do one thing at a time.
- d. The automatic system is faster.

ANSWER: d

DIFFICULTY: Difficult

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES SOCP.BAUM.21.02.03 - Summarize how the two systems of the duplex mind differ and work together.

KEYWORDS: Bloom's: Understand

97. The automatic system is to ____ as the deliberate system is to ____.

- a. life-sustaining; life-enhancing
- b. intuition; reasoning
- c. planned; spontaneous
- d. mental; physical

ANSWER: b

DIFFICULTY: Difficult

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES SOCP.BAUM.21.02.03 - Summarize how the two systems of the duplex mind differ and work together.

KEYWORDS: Bloom's: Understand

98. The automatic system is to quick feelings as the deliberate system is to ____.

- a. full-blown emotions
- b. unconscious emotions
- c. uncontrollable emotions
- d. lack of emotions

ANSWER: a

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES SOCP.BAUM.21.02.03 - Summarize how the two systems of the duplex mind differ and work together.

KEYWORDS: Bloom's: Understand

99. Suppose that you were shown the calculation $\$5,672 + \$2,004 + \$2,744$, and needed to calculate the sum quickly.

How would your automatic system handle this information?

- a. It would quickly assess that the sum is about \$10,000 but would not calculate the exact amount.
- b. It would calculate the exact sum, but would take a few moments.
- c. It would not process this information at all, since only the deliberate system deals with calculations.
- d. It would store the numbers and operators separately to pass along to the deliberate system for calculation.

ANSWER: a

DIFFICULTY: Difficult

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES SOCP.BAUM.21.02.03 - Summarize how the two system of the duplex mind differ and work together.

KEYWORDS: Bloom's: Apply

100. The automatic system is ____.

- a. incapable of experiencing emotions or having thoughts
- b. incapable of experiencing emotions but is capable of having thoughts
- c. capable of experiencing emotions but is incapable of having thoughts
- d. capable both of experiencing emotions and of having thoughts

ANSWER: d

DIFFICULTY: Difficult

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES SOCP.BAUM.21.02.03 - Summarize how the two system of the duplex mind differ and work together.

KEYWORDS: Bloom's: Understand

101. Suppose that you are in the market for a new car and having trouble deciding between two different models. If you ultimately decide to "go with your gut," then you are making a decision ____.

- a. as a social animal (rather than a cultural animal)
- b. based on the automatic system (rather than the deliberate system)
- c. based on nurture (rather than nature)
- d. based on the "bad is stronger than good" principle

ANSWER: b

DIFFICULTY: Difficult

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES SOCP.BAUM.21.02.03 - Summarize how the two system of the duplex mind differ and work together.

KEYWORDS: Bloom's: Apply

102. Suppose that you are in the market for a new car, and are having trouble deciding between two different models. If you ultimately decide to make your purchase based on the evaluations you read in *Consumer Reports*, then you are making a decision ____.

- a. as a social animal (rather than a cultural animal)
- b. based on the deliberate system (rather than the automatic system)
- c. based on nature (rather than nurture)
- d. based on the "bad is stronger than good" principle

ANSWER: b

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES SOCP.BAUM.21.02.03 - Summarize how the two system of the duplex mind differ and work together.

KEYWORDS: Bloom's: Apply

103. Devin claims that she does not believe in stereotyping women. But, when she called a technician to help her with a problem she was having with her computer, and the technician turned out to be a woman, a thought flashed through Devin's mind before she could stop herself. "Oh no," she thought, "a woman! A woman won't be able to help me with my problem!" This thought surprised Devin, and she immediately tried to suppress it. What happened in this scenario?

- a. Devin's deliberate system was engaging in stereotyping.
- b. Devin's deliberate system was engaging in prejudice.
- c. Devin's duplex mind was showing a weak delay of gratification.
- d. Devin's deliberate and automatic systems were "thinking" different things.

ANSWER: d

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES SOCP.BAUM.21.02.03 - Summarize how the two system of the duplex mind differ and work together.

KEYWORDS: Bloom's: Apply

104. Psychologists who study the automatic versus deliberate systems have recently begun to conclude that the automatic mind does ____ than previously thought and is probably ____ than the conscious mind.

- a. much more; much bigger
- b. much more; much smaller
- c. much less; much bigger
- d. much less; much smaller

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES SOCP.BAUM.21.02.03 - Summarize how the two system of the duplex mind differ and work together.

KEYWORDS: Bloom's: Remember

105. In general, social psychologists who research the duplex mind now believe that the automatic system is ____.

- a. much bigger than the deliberate system
- b. much smaller than the deliberate system
- c. much more widely used in humans than in non-human animals
- d. much more widely used by humans today than it was by humans in the past

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES SOCP.BAUM.21.02.03 - Summarize how the two system of the duplex mind differ and work together.

KEYWORDS: Bloom's: Remember

106. Which of the following statements about the duplex mind is MOST accurate?

- a. It would be impossible to function effectively in society without both the deliberate system and the automatic system.
- b. It would be impossible to function effectively in society without the deliberate system, though one could

function without the automatic system.

- c. It would be impossible to function effectively in society without the automatic system, though one could function without the deliberate system.
- d. Neither the automatic system nor the deliberate system is necessary to function effectively in society.

ANSWER: a

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES SOCP.BAUM.21.02.03 - Summarize how the two systems of the duplex mind differ and work together.

KEYWORDS: Bloom's: Understand

107. If humans had an automatic system but not a deliberate system, then it would probably be impossible for them to ____.

- a. have children
- b. learn how to bathe
- c. think about the meaning of life
- d. determine whether they were sexually attracted to someone

ANSWER: c

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES SOCP.BAUM.21.02.03 - Summarize how the two systems of the duplex mind differ and work together.

KEYWORDS: Bloom's: Understand

108. In order for humans to function effectively in society, ____.

- a. the automatic mind often needs to override the deliberate system
- b. the deliberate mind often needs to override the automatic system
- c. they need to focus on training the automatic system
- d. they need to allow the deliberate system to operate more emotionally

ANSWER: b

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES SOCP.BAUM.21.02.03 - Summarize how the two systems of the duplex mind differ and work together.

KEYWORDS: Bloom's: Understand

109. Suppose Ricardo is sitting in class, is extremely hungry, and spots his neighbor munching on a tempting snack. If Ricardo is like MOST people, then his automatic system would ____.

- a. not even notice
- b. notice but would not have any thoughts about it
- c. prompt him to snatch the snack away from the neighbor
- d. prompt him to think of a more socially acceptable way to get a snack

ANSWER: c

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES SOCP.BAUM.21.02.03 - Summarize how the two systems of the duplex mind differ and work together.

KEYWORDS: Bloom's: Apply

110. A stranger provokes you by saying something highly offensive, and you experience a strong, immediate urge to assault him or her. What would the origin of the impulse most likely be?

- a. The automatic system, because it is a "gut reactor"
- b. The automatic system, because it is guided by intention
- c. The deliberate system, because the person who provoked you was a stranger
- d. The deliberate system, because the stranger's provocation was verbal

ANSWER: a

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.03 - Summarize how the two system of the duplex mind differ and work together.

KEYWORDS: Bloom's: Apply

111. Compared to animals such as birds, humans _____ the acceptance of others in their social group.

- a. must work much harder to gain
- b. are completely uninterested in gaining
- c. are much less interested in gaining
- d. are equally interested in gaining

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Remember

112. Compared to animals such as birds, humans have _____.

- a. to figure out what others in their species prefer and expect of them
- b. straightforward rules on how to find a mate
- c. to struggle more to find sustenance
- d. a simpler time finding a place to live among others

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Remember

113. Living in a culture offers _____ in comparison to living in a social group.

- a. advantages and demands
- b. advantages but not demands
- c. demands but not advantages
- d. neither advantages nor demands

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Understand

114. What do people have to do to obtain social acceptance?

- a. Have generally good etiquette.
- b. Be themselves, first and foremost.
- c. Comply with the laws and regulations of society.
- d. Fit the social requirements of their specific culture and era.

ANSWER: d

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Understand

NOTES: Modified

115. Research suggests that humans evolved large brains not to better understand the environment around them but rather to increase the capability for interpersonal relations. This idea is known as the ____.

- a. social brain theory
- b. relational cortex theory
- c. interpersonal brain hypothesis
- d. relational brain hypothesis

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Remember

116. Research suggests that humans evolved relatively large brains in order to ____.

- a. increase their capacity for complex interpersonal relationships
- b. allow them to more effectively navigate complicated terrain
- c. allow them to outsmart predators
- d. allow them to develop language

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

NOTES: Bloom's: Remember

117. Which of the following best illustrates the theme *inner processes serve interpersonal functions*?

- a. People learn that they share similar feelings and develop a bond.
- b. A man recognizes that he is feeling angry.
- c. A child realizes that he is hungry.
- d. A jogger starts to feel thirsty.

ANSWER: a

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Apply

118. Humans most likely evolved the capacity for interpersonal affection and love ____.
- a. because these traits improved their ability to find meaning in life
 - b. because these traits made life more enjoyable
 - c. simply as a byproduct of other evolved traits
 - d. because these traits improved their ability to connect with one another

ANSWER:

d

DIFFICULTY:

Moderate

REFERENCES:

Important Features of Human Social Life

LEARNING OBJECTIVES:

SOC.P.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS:

Bloom's: Understand

119. According to the social brain theory, what enables humans to connect with one another?
- a. Availability of essential needs
 - b. Mating rituals
 - c. Adaptive skills
 - d. Psychological traits

ANSWER:

d

DIFFICULTY:

Moderate

REFERENCES:

Important Features of Human Social Life

LEARNING OBJECTIVES:

SOC.P.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS:

Bloom's: Understand

120. ____, an important human and cultural phenomenon, is known as the "universal language."
- a. Etiquette
 - b. Research
 - c. Music
 - d. Money

ANSWER:

c

DIFFICULTY:

Easy

REFERENCES:

Important Features of Human Social Life

LEARNING OBJECTIVES:

SOC.P.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS:

Bloom's: Understand

121. Which of the following is a general theme that emerges in research on human nature and culture?
- a. Nature wants war; culture wants peace
 - b. Nature wants a little; culture wants a lot
 - c. Nature says tomorrow; culture says today
 - d. Nature says go; culture says stop

ANSWER:

d

DIFFICULTY:

Easy

REFERENCES:

Important Features of Human Social Life

LEARNING OBJECTIVES:

SOC.P.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS:

Bloom's: Remember

122. In general, ____ psychologists believe that natural selection happens at the individual level. And in general, ____ psychologists believe that it can happen at the group level as well.

- a. virtually all; a few
- b. virtually all; zero
- c. a few; a few
- d. a few; zero

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Remember

123. The notion of "group selection" has mostly been ____.

- a. accepted by all biologists
- b. accepted by older biologists
- c. debated but not resolved
- d. rejected by biologists

ANSWER: d

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Remember

124. In general, social psychologists believe that natural selection happens at a(n) ____.

- a. group level rather than an individual level
- b. individual level rather than a group level
- c. cultural level rather than a group level
- d. group level rather than a cultural level

ANSWER: b

DIFFICULTY: Difficult

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Understand

125. In general, one could accurately say that humans have evolved to ____.

- a. be selfish rather than to care about other people
- b. care about their families more than they care about themselves
- c. care about their large social networks just as much as they care about their families
- d. care about themselves more than others—though only in life-or-death situations

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Understand

126. Natural selection LEAST favors people caring about the ____.

- a. past
- b. present
- c. next day
- d. distant future

ANSWER: d

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Understand

127. When researchers studied delay of gratification using simple tasks with food rewards, they found that chimpanzees are ____.

- a. far better at it than humans
- b. far worse at it than humans
- c. about the same at it as humans
- d. about the same at it as humans, though they are more capable than humans of improving their ability to delay gratification

ANSWER: b

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Remember

128. Dr. Snooky administers a psychological test to a group of children. She gives them a choice between eating a cookie now and eating three cookies if they can wait for 20 minutes. Most children chose to eat the single cookie immediately. Dr. Snooky is probably testing the children's ____.

- a. locus of control
- b. delay of gratification
- c. self-monitoring
- d. possible selves

ANSWER: b

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Apply

129. Which statement is the most descriptive shorthand term for the tradeoff involved in "delay of gratification" research?

- a. "Now versus tomorrow"
- b. "Nature versus culture"
- c. "Stop versus go"
- d. "Self versus society"

ANSWER: a

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Understand

130. Researchers who study “delay of gratification” are essentially studying ____.

- a. time trade-offs
- b. the automatic versus conscious system
- c. networks of trade and exchange
- d. praxis

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Understand

131. For most people, going to college requires sacrificing immediate comforts and pleasures for the sake of a better future life. That is, for most people, college is ____.

- a. an exercise in delay of gratification
- b. a way to avoid natural selection
- c. an example of how the automatic mind supersedes the conscious mind
- d. an example of “peace versus war” psychology

ANSWER: a

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Apply

132. When faced with a time trade-off, nature tends to ____.

- a. care more about the present than the future
- b. care more about the past than the present
- c. care more about the past than the future
- d. care more about the future than the present

ANSWER: a

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Understand

133. Do politicians acknowledge the tradeoffs that are inherent to political decisions?

- a. No, politicians appear to be unaware of these tradeoffs.
- b. Yes, politicians appear to be hyper-aware of tradeoffs and acknowledge them much more than the average person.
- c. Politicians tend to be upfront about these tradeoffs when running for office but generally fail to acknowledge tradeoffs once they are in office.
- d. Politicians tend to downplay tradeoffs when running for office, though they seem to acknowledge tradeoffs once they are in office.

ANSWER: d

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Remember

134. During her campaign, a politician promised to work toward lowering taxes and to improve the public infrastructure. Which of the following statements is true of her election promises?

- a. She is grossly overemphasizing the tradeoffs while running for office.
- b. She is ignoring the tradeoffs while running for office.
- c. She intends to grossly overemphasize the tradeoffs once she is elected to office.
- d. She intends to ignore the tradeoffs once she is elected to office.

ANSWER: b

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Apply

135. Politicians frequently face the tradeoff of ____ to help assure that they will get elected versus ____ and possibly jeopardizing their chances of getting reelected.

- a. oversimplifying issues; being honest about the complexity of issues
- b. being honest about the complexity of issues; oversimplifying issues
- c. acting based on the automatic system; acting based on the conscious system
- d. acting based on the conscious system; acting based on the automatic system

ANSWER: a

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Understand

136. If Barack Obama was like most politicians, then he probably ____.

- a. overemphasized political tradeoffs the first time he ran for office but disregarded them when he was running for reelection
- b. overemphasized political tradeoffs when he was running for reelection but disregarded them the first time he ran for office
- c. disregarded political tradeoffs the first time he ran for office as well as when he was running for reelection
- d. disregarded political tradeoffs when in office as well as when running for reelection

ANSWER: c

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Apply

137. Olivia is thinking about applying to law school but does not know yet how much she will enjoy it and whether law would be the right career path for her. If she is like most people, she will most likely start exploring the idea of law school by ____.

- a. observing other law students or lawyers to see whether she can identify with them or see herself in their shoes
- b. reflecting upon personal experiences she has had that might be relevant to law school (e.g., the time she spent on the debate team in high school) and thinking about how much she got out of those experiences
- c. talking to friends, family, and fellow students to solicit their input and advice
- d. going online or to the library and looking at demographic statistics to see whether she fits the "right"

demographic profile

ANSWER: c
DIFFICULTY: Moderate
REFERENCES: Important Features of Human Social Life
LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.
KEYWORDS: Bloom's: Apply

138. Suppose you are trying to find a good place to eat. Research suggests that if you were a dog, you would ____ but that if you were a human, you would ____.

- a. look to the environment (e.g., walk around and try to find something good); look to other humans (e.g., ask a friend)
- b. look to the environment (e.g., walk around and try to find something good); also look to the environment
- c. look to other dogs (e.g., look to see what other dogs were up to); look to other humans (e.g., ask a friend)
- d. look to other dogs (e.g., look to see what other dogs were up to); look to the environment (e.g., drive around and try to find something good)

ANSWER: a
DIFFICULTY: Moderate
REFERENCES: Important Features of Human Social Life
LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.
KEYWORDS: Bloom's: Apply

139. In describing general patterns in human nature, the textbook discusses the notion of “putting people first.” This is the idea that most of the time, ____.

- a. people act in an altruistic (charitable) way toward others
- b. people act in a self-interested way
- c. people look to other people (rather than the environment) for information
- d. people have more respect for other people than they do for themselves

ANSWER: c
DIFFICULTY: Moderate
REFERENCES: Important Features of Human Social Life
LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.
KEYWORDS: Bloom's: Understand

140. One of the ways that humans are different from other species is that our sensory organs are ____.

- a. focused more on resolution than on detection
- b. focused more on detection than on resolution
- c. focused more on visual stimuli than auditory stimuli
- d. focused more on visual stimuli than tactile stimuli

ANSWER: a
DIFFICULTY: Easy
REFERENCES: Important Features of Human Social Life
LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.
KEYWORDS: Bloom's: Remember

141. Compared to the sensory organs of other animals, the sensory organs of humans are particularly well suited for ____.

- a. perceiving things distinctly or accurately
- b. perceiving a range of different stimuli

- c. perceiving objects that are up close
- d. perceiving objects that are far away

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Remember

142. Compared to other animals' sensory organs, humans' sensory organs are especially good at ____.

- a. noticing right away if there is a person in the distance, even if that person is very far away
- b. distinguishing the faces of two very similar-looking people
- c. hearing sounds that are very high or low frequency
- d. remembering sensory information

ANSWER: b

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Understand

143. Compared to most animals, when humans need information, they show a natural tendency to look ____.

- a. at their own past experience
- b. toward the physical world
- c. to each other first
- d. toward other species

ANSWER: c

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Understand

144. If culture were a business, it would probably make the MOST sense to think of it as ____.

- a. a general store
- b. an exclusive health club
- c. a pharmaceutical company
- d. an advertising agency

ANSWER: a

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Apply

145. Recall Solomon Asch's famous line-judging studies. In these studies, research subjects were asked to make judgments about unambiguous stimuli. They were asked to do this while in the presence of accomplices who consistently gave incorrect responses. One of the important conclusions to be drawn from Asch's research is that ____.

- a. people look to authority figures for information—rather than to the environment
- b. people look to authority figures for information—rather than to one another

- c. people look to the environment for information—rather than to one another
- d. people look to one another for information—rather than to the environment

ANSWER: d

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Understand

146. Which famous social psychological study best illustrates the idea that humans tend to “put people first”?

- a. Philip Zimbardo’s “Stanford prison” research on the power of the situation in affecting human behavior
- b. Stanley Milgram’s “shocking” research on obedience to authority
- c. Solomon Asch’s “line judgment” research on conformity
- d. Philip Tetlock’s research on political speeches

ANSWER: c

DIFFICULTY: Apply

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Understand

147. According to your text, which of the following makes us most human?

- a. The size of our brain relative to our body size
- b. The fact that we walk upright
- c. The fact that we communicate by talking
- d. The degree to which our life is enmeshed with culture

ANSWER: d

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Understand

148. Some of the problems that are unique to humans, like suicide and genocide, are due to ____.

- a. nature
- b. culture
- c. evolution
- d. mutation

ANSWER: b

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Understand

True / False

149. The most common resolution to the nature–nurture debate tends to favor culture as more important because culture is indispensable.

- a. True

b. False

ANSWER: False

DIFFICULTY: Easy

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Understand

150. A trait that reduces one's chances of survival or reproduction will become more common and endure for many generations.

a. True

b. False

ANSWER: False

DIFFICULTY: Easy

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Remember

151. Being social is what is most special about human beings.

a. True

b. False

ANSWER: False

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

152. Driving on the right-hand side of the road in the United States is an example of praxis.

a. True

b. False

ANSWER: True

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Apply

153. The brain puts special priority on information that is directly experienced as shared with someone else.

a. True

b. False

ANSWER: True

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

154. Studies on consumer psychology have found that people seem to get more pleasure and value from spending money on objects than on experiences.

- a. True
- b. False

ANSWER: False

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

155. The relative age effect is limited to sports.

- a. True
- b. False

ANSWER: False

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

156. Individualistic cultures are more common in low-disease environments with few pathogens.

- a. True
- b. False

ANSWER: True

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

157. Whereas Freud thought that the unconscious often trips you up by making you say or do the wrong thing, the automatic system is usually very helpful.

- a. True
- b. False

ANSWER: True

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.03 - Summarize how the two system of the duplex mind differ and work together.

KEYWORDS: Bloom's: Remember

158. The automatic system and the deliberate system operate almost completely independent of one another.

- a. True
- b. False

ANSWER: False
DIFFICULTY: Difficult
REFERENCES: Important Features of Human Social Life
LEARNING OBJECTIVES: SOCP.BAUM.21.02.03 - Summarize how the two system of the duplex mind differ and work together.
KEYWORDS: Bloom's: Understand

159. Research indicates that humans and other primates (e.g. chimpanzees) evolved to care more about the future than about immediate costs and benefits.

- a. True
- b. False

ANSWER: False
DIFFICULTY: Easy
REFERENCES: Important Features of Human Social Life
LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.
KEYWORDS: Bloom's: Remember

160. A tradeoff is a choice in which choosing one direction will maximize one benefit but force you to sacrifice another benefit.

- a. True
- b. False

ANSWER: True
DIFFICULTY: Easy
REFERENCES: Important Features of Human Social Life
LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.
KEYWORDS: Bloom's: Remember

161. Research on delay of gratification looks at how people make tradeoffs between “now versus tomorrow.”

- a. True
- b. False

ANSWER: True
DIFFICULTY: Difficult
REFERENCES: Important Features of Human Social Life
LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.
KEYWORDS: Bloom's: Understand

162. Research suggests that people would prefer to gain money over social acceptance.

- a. True
- b. False

ANSWER: False
DIFFICULTY: Moderate
REFERENCES: Important Features of Human Social Life
LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.
KEYWORDS: Bloom's: Remember

163. When people do not know what to do, they typically ask someone else who knows the culture's information.

- a. True

b. False

ANSWER: True

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Remember

Completion

164. Just as the user's manual for a new electronic device explains what the device can do, how it will respond when treated in certain ways, and how it will interface with other devices, information about the _____ provides us with important information about how humans will behave and interact in different situations.

ANSWER: psyche

DIFFICULTY: Difficult

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Understand

165. _____ is the physical world around us, including its laws and processes.

ANSWER: Nature

DIFFICULTY: Easy

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Remember

166. _____ argued that nature versus culture is not a fair fight because without nature you have nothing.

ANSWER: Frans de Waal

DIFFICULTY: Easy

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Remember

167. _____ is a theory proposed by Charles Darwin to explain how change occurs in nature.

ANSWER: The theory of evolution

DIFFICULTY: Easy

REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Remember

168. Animals that seek connections to others and prefer to live and play with other members of their species are called _____.

ANSWER: social animals

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

169. To say that culture consists of “_____” is to say that no single person has culture by himself or herself.

ANSWER: shared ideas

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

170. Culture is a(n) _____ system involving shared understandings and praxis, enabling people to live together in an organized fashion to get what they need.

ANSWER: information-based

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Remember

171. A sex historian observed that the sex manuals written thousands of years ago in ancient China covered _____ techniques one would find in a sex manual today.

ANSWER: the same

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

172. _____ cultures tend to be found in places with many pathogens.

ANSWER: Collectivist

DIFFICULTY: Easy

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

173. The _____ is the part of the duplex mind that performs complex operations.

ANSWER: deliberate system

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.03 - Summarize how the two system of the duplex mind differ and work together.

KEYWORDS: Bloom's: Remember

174. In the context of the duplex mind, “figuring it out” refers to the _____ system.

ANSWER: deliberate

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.03 - Summarize how the two system of the duplex mind differ and work together.

KEYWORDS: Bloom's: Understand

175. Culture primarily serves to teach people _____.

ANSWER: restraint (self-control)

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Understand

176. One important psychological process that enables people to live in culture and follow cultural rules is called _____.

ANSWER: self-control

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Remember

177. When people have a problem or need, they most often look to _____ for help.

ANSWER: other people

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Remember

178. Having a smaller car improves your gas mileage and is better for the environment, but you may get a more severe injury in an accident or feel a little cramped. This statement illustrates a(n) _____.

ANSWER: tradeoff

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Apply

Essay

179. Explain two common traits of living things.

ANSWER: An important feature of most living things, including animals and hence humans, is the drive to prolong life. There are two ways to do this. Obviously, one way is to go on living. The other is reproduction: Life makes new life. Indeed, you might say that nature was unable to create an immortal being and therefore settled on reproduction as the only viable strategy to enable any form of life to continue into the future.

Change is another common trait of living things. Each living thing changes as it grows older, but more important forms of change occur from one generation to the next: Children are different from their parents. Nature cannot plan ahead and design a certain kind of change. Instead, nature produces changes that are essentially random. That is, the complicated processes that mix the genes of two parents to produce a unique set of genes in the baby sometimes produce novel outcomes in the form of new traits. However, powerful forces react to these random changes. As a result, some random changes will disappear, whereas others will endure. The process of natural selection decides which traits will disappear and which will continue.

DIFFICULTY: Moderate
REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVE SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.
S:

KEYWORDS: Bloom's: Understand

180. Explain why reproduction has become the single most important factor in natural selection.

ANSWER: Biologists have shifted their emphasis from survival to reproduction as the single most important factor in natural selection. Survival is important mainly as a means to achieve reproduction. Reproduction means producing babies—though the babies also have to survive long enough to reproduce. Reproductive success consists of creating many offspring who will in turn create many offspring. Put another way, nature judges you by how many grandchildren you produce. Therefore, reproduction is viewed as more important than survival.

For example, suppose a mutation (i.e., a new gene or combination of genes) today could double the expected life span of a woman, from about 75 years to about 150. That is, one particular woman was born with the biological makeup to enable her to live 150 years. Would subsequent generations have more and more of this trait and thus be more and more like this woman (and hence able to live longer)? Possibly not. If the woman was still done having babies around the age of 40, and if her longer life did not improve her quantity or quality of children and grandchildren, then her genetic traits would not spread. Now imagine another woman born with a mutation that doubled the number of children she produced, even though she would die at age 75 just like the others. Subsequent generations might well contain more and more people like her.

Much of the recent work in evolutionary theory has focused on gender differences. For example, evolution would likely select men to want more sex partners than women want. A woman can only have about one baby a year no matter how many men she has sex with, but a man can father dozens of children each year if he has sex with many women. Moreover, a woman's children would be most likely to survive to adulthood if they were cared for by two parents rather than just their mother. Hence, men today are probably descended from men who desired multiple partners, whereas today's women probably descended from female ancestors who preferred long-lasting monogamous relationships. Current research suggests that this pattern is found all over the world, in many different cultures: Men desire more sex partners than women.

DIFFICULTY: Moderate
REFERENCES: Nature and Social Behavior

LEARNING OBJECTIVES: SOCP.BAUM.21.02.01 - Explain how and why the human brain evolved the way it did.

KEYWORDS: Bloom's: Understand

181. Describe culture in terms of shared ideas.

ANSWER: Culture is the world of shared ideas. Culture enables you to interact with people you have never met before; by virtue of belonging to the same culture, you have enough in common that you can do things together. If you travel to another city and meet new people, many interactions are possible because of culture: You might talk to them about sports or politics, or you might buy something from them in a store, or you might work together to sail a boat. To say that culture consists of "shared ideas" is to say that no single person has culture by himself or herself.

People may argue about many beliefs and practices, but the arguments occur on the basis of shared underlying beliefs. In the United States, for example, Democrats and Republicans argue about how

best to run the country, but they share an underlying faith in certain values such as free elections, help for the sick and needy, a prosperous economy, and good schools. They just disagree about how to provide these things and how to choose between two values when they conflict.

If culture is an important part of what humans evolved to do, then we would expect the human brain to be strongly oriented toward shared ideas. Plenty of evidence confirms this. As one sign, young human children quickly grasp the possibility of shared attention, in the sense that they emphasize looking at the same things that other people (especially their mother or primary caregiver) are looking at. (The expression “look!” is one that very young children understand: They obey it and even say it.)

Recent work in social psychology has provided remarkable evidence of the human brain’s attunement to shared ideas. Emotions, for example, seem to be intensified merely by seeing something and knowing that another member of your group is sharing the experience. Participants in these studies saw images, advertisements, or a short video (e.g., the plight of homeless people, or cute puppies cavorting). They were told that other members of the group were viewing the same stimuli at the same time, or one minute earlier, or one minute later, or they were told strangers rather than group members were seeing these things, or in another control condition that they were watching alone. People had the strongest emotional reactions only in the first condition: when another group member was seeing it at exactly the same time. Thus, simultaneous sharing causes the mind to react more strongly to the same information.

Likewise, people learn more quickly and pick up norms for behavior faster when they know another group member is viewing the same information than when they view it alone. If the other person is not a fellow group member, learning is slower, as it is if one’s fellow group member is viewing something else.

In fact, people seem especially attuned to knowing that some important information is shared. A clever series of studies required participants to make choices, some of which involved trusting each other, after hearing all the instructions and options. They showed the most trust if the information came by loudspeaker so they were sure the other person heard exactly the same thing they did. Simply being told that the same information was being communicated to the other person had less of an effect. In principle, it should not matter whether you are informed that someone else is getting the same information versus you directly experience it together, but it did. The difference is that in one case, one has direct, certain knowledge that the other has exactly the same information. In most social settings throughout history, knowing that someone else heard the same story was no guarantee that the other person had exactly the same information, because stories can be told and heard in different ways. This suggests that the brain puts special priority on information that is directly experienced as shared with someone else.

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social LifeBloom’s: Understand

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom’s: Understand

182. Explain how human eating and getting food are relevant to both nature and culture.

ANSWER: On the nature side, eating is natural; all animals eat. Eating is a vital means of getting what one needs for survival, which is a crucial goal of biological life. Social animals are social precisely because their social interactions help them get food and thereby survive. Like other animals, humans feel bad when they do not have enough to eat, and these bad feelings motivate people to seek food. Also, like other animals, humans quickly learn to dislike and avoid foods that make them sick.

Humans resemble other animals in their need to eat regularly. But eating has been transformed by culture. Unlike all other animals, humans go on diets, have elaborate systems of etiquette and table manners, cook their food, experiment endlessly with recipes, and sometimes serve meals to total

strangers.

Another uniquely human trait is the tendency to reject certain categories of food based on ideas. Many religions, for example, prescribe or forbid particular foods, especially on certain days. Based on different religious views, some people will eat beef but not pork, whereas others eat pork but not beef.

Vegetarianism is a revealing example. Some animals eat only plants, but that is the way nature made them. Humans are capable of eating meat and naturally do eat meat, yet cultural reasons convince many people to refuse to eat meat. For example, some people believe that it is morally proper to refuse to eat other animals. That means ideas convince them not to eat meat. These ideas include a belief that animals should have rights similar to humans or a belief that it is better for the planet to have people eat only plant food (because land used for growing livestock is less productive than land used for growing plants).

Nothing like this has been seen in any other species. We have no evidence of any animal that naturally eats meat but sometimes decides, for moral or religious reasons, to eat only plant food. Many human beings do precisely that, however. Such behavior is not found in nature but is well documented among human beings, and it reflects the power of meaning (ideas) to change and determine how people act.

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

183. Describe how cultures can be shaped by nature.

ANSWER: Recent work has shown some surprising ways that cultures are shaped by nature. One big factor is whether the local area has plenty of viruses, bacteria, germs, and similar things, called pathogens, because they make you sick. It turns out that fairly standard differences in cultural practices arise based on whether the local environment is relatively healthy (not very many pathogens) or more risky (abundant pathogens).

In places where there are many pathogens, like southeast Asia and parts of Africa, the cultures that develop put more pressure on people to conform and obey the rules. Nonconformists are more likely to be tolerated where there are few pathogens because the nonconformists will not spread disease so easily there. In fact, in places where abundant pathogens create a high risk of disease, society members are more similar to each other, even in their personalities. Many researchers classify cultures along a continuum from individualism (everyone takes care of himself or herself and is free to choose how to act) to collectivism (maintaining relationships and getting along with others is more important than doing what you want). Collectivistic cultures tend to be found in places with many pathogens. Individualistic cultures are more common in low-disease environments with few pathogens.

More diseases cause people to be more prejudiced, especially toward people who look different, as if the body automatically suspects strange-looking people of carrying illness. Sexual restraint (such as having fewer sex partners) is a more common and important value when there are many diseases because the close physical contact of sex can spread disease. But even beyond sex, people in such cultures tend to be less oriented toward meeting lots of people, less open to new ideas, and less interested in trying out new experiences.

DIFFICULTY: Moderate

REFERENCES: Culture and Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.02 - Understand how culture and nature work together to affect choices and behavior and make culture a better way of being social.

KEYWORDS: Bloom's: Understand

184. Describe five differences between the automatic system and the deliberate system of the duplex mind.

ANSWER: There is a difference in how much each system can do at the same time. The automatic system is like many different little machines doing many unrelated or loosely related things at once. The deliberate system does one thing at a time. As you read, your automatic system converts the visual images of letters into words, converts the words into meanings, and links the information with all sorts of things that are already stored in memory. Meanwhile, you consciously have only one thought at a time. Some recent studies showed that people are less aware of the taste of food if they are distracted. Thus, if they ate foods while mentally rehearsing a phone number, they rated the food as having less taste—and they ate more of it!

The automatic system is quick and efficient. It performs tasks quite effectively and with relatively little effort. In contrast, the deliberate system is slow and cumbersome.

The deliberate system often requires effort, whereas the automatic system does not. In fact, you have to deliberately start to think consciously about something, but the automatic system starts by itself and often cannot be stopped.

The deliberate system does have some advantages. First, the deliberate system is much more flexible than the automatic system. The automatic system is like a well-programmed robot or computer. It performs standard, familiar tasks according to the program, and it does them very reliably, quickly, and efficiently. But when the automatic system confronts something novel and unfamiliar, it does not know how to deal with it. The conscious mind, slow and cumbersome as it is, is much better at confronting novel, unfamiliar circumstances and deciding how to react.

DIFFICULTY: Difficult

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.03 - Summarize how the two system of the duplex mind differ and work together.

KEYWORDS: Bloom's: Understand

185. Explain the essence of the theme *nature says go, culture says stop*.

ANSWER: People seem naturally to have impulses, wishes, and other automatic reactions that predispose them to act in certain ways. Culture serves not so much to create new wishes and desires as to teach or preach self-control and restraint.

People may naturally feel sexual desires and aggressive urges at many points; they do not seem to need to be taught by culture to have those feelings. In that sense, sex and aggression are natural. But culture does have considerable influence on both sex and aggression. This influence mainly takes the form of restraining behaviors. Culture is full of rules that restrict sex, as by designating certain sexual acts or pairings as unacceptable. Sexual morality is mostly a matter of saying which sexual acts are wrong; likewise, laws about sex mainly prohibit sex acts. Likewise, aggression is subject to a broad variety of cultural restraints, including moral prohibitions and laws that forbid many aggressive acts.

Often, culture works by ideas. Many of those ideas tell people what not to do. Most laws and moral principles say what not to do rather than what one should do. The Ten Commandments of Judeo-Christian religion, for example, mostly begin "Thou shalt not" and then mention some specific behavior. The only two that do not say "not" still imply it to some degree: Keeping the Sabbath holy is mostly a matter of not doing certain things (such as work or shopping) on the Sabbath, and honoring your parents is mostly a matter of refraining from disrespectful treatment. Thus, the most famous list of moral rules in Western culture is basically a list of ideas (rules) about what not to do, probably because people naturally sometimes feel urges to do precisely those things, but the culture (including its religion) disapproves.

To be sure, it would be a gross oversimplification to say that the role of nature is always to create positive desires and impulses or that culture only says what not to do. There are some important

exceptions. Disgust reactions, for example, are quite natural and say “no” in a big way. Likewise, people may start eating because official policy and the clock (representing culture) say it is lunchtime, and they may stop eating because their inner sensations (representing nature) signal them that their bellies are full. In this case, culture says go and nature says stop. People may start engaging in aggression because their government (culture) has declared war, and they may stop aggressing because bodily states (nature) of exhaustion or injury dictate that they cannot continue.

Still, “nature says go and culture says stop” is probably right more often than it is wrong, and it provides a helpful way to understand much of the interplay between nature and culture. Nature made us full of desires and impulses, and culture teaches us to restrain them for the sake of being able to live together in peace and harmony.

DIFFICULTY: Difficult

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom’s: Understand

186. Describe the concept of tradeoffs, and explain how tradeoffs are an important feature of human social life.

ANSWER: When no option is clearly the best in every respect, choices have tradeoffs. A tradeoff is a choice in which taking or maximizing one benefit requires either accepting a cost or giving up another benefit. Every option you consider has both advantages and disadvantages. With cars, for example, buying the smaller car improves your gas mileage and is better for the environment but sacrifices safety or comfort. A human being is often faced with such complicated choices, and it is necessary to find some way to add up all the pluses and minuses in order to pick one option.

Tradeoffs are an important feature of human social life. Many decisions and dilemmas involve tradeoffs, so that no one right answer will suit everyone. (In this way, tradeoffs also preserve diversity because there is more than one way to be, with none being the best.) Solving one problem will sometimes create another.

Modern culture confronts individuals with a seemingly endless array of choices, and most of these present tradeoffs. One very important set of tradeoffs concerns time. Most commonly, the tradeoff requires choosing between something that has benefits right now versus something that has benefits in the future. Our shorthand term for this sort of tradeoff is “now versus tomorrow.” Studies of delay of gratification often make the tradeoff between present and future explicit. In a typical study, a child is offered a choice between having one cookie right now—or three cookies if the child can wait for 20 minutes.

The ongoing controversy about drug use in sports involves a tradeoff, including a time dimension. Many athletes are tempted to try performance-enhancing drugs. Purists condemn these usages, likening drug use to cheating. One objection to letting athletes use performance-enhancing drugs is that these may be harmful. Some of them are. The tradeoff of now versus tomorrow is especially apparent in these cases because the so-called sports dopers trade future health problems for current athletic success.

Natural selection has not favored caring about the distant future. Our sensory organs tell us what is here right now. Our feelings and desires focus on the immediate present. The idea of sacrificing present joy for the sake of greater joy in the future would be foreign, difficult, and even incomprehensible to most animals.

Some research shows that people dislike tradeoffs. When a decision has to be made, people prefer to think that there is one best or right answer. They like to think that what they choose will bring the best all-around outcomes, and they dislike thinking that they have really lost out on some things in order to get other things.

DIFFICULTY: Difficult

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Understand

187. Jonathan starts to feel angry due to his roommate's inconsiderate behavior. His anger causes him to speak in a short, clipped tone to his roommate and, as a result, their interactions become increasingly tense. They both dislike the tension between them and ultimately decide to have a talk to discuss and resolve their issues. Describe which theme from the text best illustrates this scenario and explain why.

ANSWER: Possible response points:

- This scenario illustrates the *inner processes serve interpersonal functions* (built to relate) theme.
- In this scenario, Jonathan experiences a couple of inner processes that determine what happens during interpersonal interactions with his roommate. First, he is angry, which makes him interact in a less than kind way. Second, the tense nature of the interaction creates an internal sense of discomfort (another inner process) that motivates him to clear the air with his roommate.
- The text has other themes, but they do not fit this scenario as well. *Nature says go, culture says stop* does not fit, because this scenario does not particularly show Jonathan or his roommate "holding back"—a natural response due to cultural norms. Tradeoffs also do not fit the scenario because tradeoffs involve choices.
- "Putting people first" is also not well illustrated in this scenario. This scenario does not really describe that Jonathan is seeking information from a human versus another source, which is what would illustrate this particular theme.

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVE S: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Apply

188. Describe a tradeoff you have experienced in your life.

ANSWER: Possible response points:

- Answers may vary, but all responses should address the dual nature of the tradeoff—maximizing one benefit that requires either accepting a cost or sacrificing another benefit.
- Some common responses may include the student's decision to attend college. Attending college results in sacrificing immediate income earned for future earnings. Going to college means earning less money now (and possibly incurring debt) but potentially earning more in the future. Not attending college means potential of greater earnings in one's youth, but less earning potential in the future because people with a college degree tend to make more money compared to people who only have a high school education.
- Another common response may relate to romantic relationships. Entering into a committed relationship not only provides several benefits but also sacrifices the potential to keep searching for a more interesting or attractive partner. Alternately, one could keep searching for the perfect partner by continuing to go on dates but would sacrifice the benefits that are associated with a committed relationship.

DIFFICULTY: Easy

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVE S: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Apply

189. Describe and explain two political tradeoffs.

ANSWER: Tradeoffs are abundant in politics. Most laws are designed to remedy an existing problem, but sometimes they create new problems. An important political tradeoff links energy issues to environmental ones. Should American oil companies drill for oil in our national forests, where an accident might cause an oil spill that could destroy part of a beautiful forest and kill its wildlife? Many people want to protect the environment, yet they do not want to pay more for gasoline and electricity—and these goals are in conflict. Hence, there is a tradeoff: The more you protect the environment, the more expensive power becomes. It is hard to strike exactly the right balance.

Another tradeoff connects taxes to government services. Everything the government does—maintain an army and police force, collect the garbage, operate public schools, deliver the mail, provide food for the poor—costs money, and the main method for governments to get money is to collect taxes. In general, higher taxes enable the government to provide more services. This is also a tradeoff because people typically do not want to pay high(er) taxes, but they do want their government to provide good services.

Students could also add their own examples of what they consider political tradeoffs. Perhaps tradeoffs they experienced on lower levels of government.

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Understand

190. Explain the theme *putting people first* in the context of human social life.

ANSWER: The human sensory system is quite unusual in that it is not aimed mainly at other species. Human sense organs, especially eyes and ears, seem designed to help us perceive each other. We can pick our beloved's (or our enemy's) face out of a crowd or a choir up on stage, and we can hear tiny differences in spoken sounds. In contrast, the sensory organs of most animals are aimed at detecting other species. This is crucial for survival. Animals must spot the predators who want to eat them (in order to run away in time) and the animals they eat (so they can pursue and catch them).

Nature selected humans to pursue survival and reproduction in a novel fashion. Instead of getting information from the environment, our sense organs are designed to help us get it from each other. And that is what culture is all about—humans getting information from each other in order to survive and reproduce. This theme is called “putting people first.” People get most of what they need from each other, instead of directly from the physical world around them.

Humans evolved under conditions different from modern life, and early humans did often get their food directly from the natural environment. But the modern world probably reflects the special aspects of the human psyche better than did the circumstances of prehistoric life. Humans are heavily interdependent and are quite good at developing cultural systems that allow them to benefit from each other's work. As people have learned to make culture work effectively, it is no longer necessary for everyone to hunt, fish, or grow food. Instead, you can become good at one very narrowly specialized task, such as repairing computers or selling shoes or treating broken legs, and your work at this task gives you money with which you can buy the many different things you need and want.

What this tells us about the human psyche is that people have a natural tendency to look to each other first. When people have a problem or a need, they most often look to other people for help, relief, or satisfaction. Even when people just need information, they tend to get it from other people rather than directly from the world around them. Animals learn from their own experience. They deal with the

physical world, and they are rewarded or punished depending on how things turn out. Humans, in contrast, rely much less on what they learn from their own direct experience with the physical world. People learn from each other and from the culture.

DIFFICULTY: Moderate

REFERENCES: Important Features of Human Social Life

LEARNING OBJECTIVES: SOCP.BAUM.21.02.04 - Describe how inner processes serve interpersonal functions.

KEYWORDS: Bloom's: Understand