

Name: _____ Date: _____

1. Describe the three classical perspectives in psychology that influenced modern social psychology. How did these explanations play a role in the formation of modern social psychology?
2. Briefly define the five major perspectives that have emerged in social psychology in the past few decades to form an integrative perspective on social thought and behavior. Do you believe that any one of these perspectives is more valuable or accurate than the others? What are some ways they complement one another?
3. What are the four core assumptions of social psychology? Apply at least three of these assumptions to illuminate a recent social event, such as a conflict between two groups, a famous individual's achievement, or a popular television show.
4. Discuss some of the reasons why people are not very accurate when it comes to explaining their own behavior, and the behaviors of others, in their day-to-day lives. Inform your answer with your understanding of confirmation bias, mental effort, and the shaping influence of motives on the way people think. What are some examples from your own life that support the idea that people often don't understand the true causes of their behavior?
5. Summarize two studies from the literature on stereotype threat that employed different methodologies (e.g., correlational, experimental, field research). What were the findings of these studies, and how did they support stereotype threat theory?
6. Define and discuss the concepts of internal and external validity. How are we best able to determine if a study has either or both of these two types of validity? Is there a trade-off in studies between internal and external validity, or can a study achieve equal levels of both? Which form of validity do you think is most important?
7. Consider the abstract conceptual variable of *romantic love*. Discuss two ways in which this conceptual variable could be operationally defined in a study. Then, for one of the two ways described, indicate a possible confound that might problematize that particular operational definition.

8. Discuss at least two of the four limitations of science. Do you agree that science truly has these limits? What is an example of an important phenomenon that science—and social psychology in particular—may not be able to address? Why is science important in spite of these limits?
9. Do you believe that the use of deception is justified in social psychological experiments? Or do you think that deception is *never* necessary or justified? Provide supporting arguments for your position.
10. Discuss the three safeguards that the Code of Ethics dictates all psychological research must abide by. Why do you think these safeguards are important? Do you think that there is any area of research where the safeguards can be disregarded? Why or why not? What is debriefing, and what should debriefing accomplish?
11. What is social psychology?
- A) the scientific study of society as a psychological entity (i.e., society as a motivated agent)
 - B) the scientific study of how individual differences in social-emotional functioning drive a person's behavior across a variety of situations
 - C) the scientific study of the causes and consequences of people's thoughts, feelings, and actions, regarding themselves and other people
 - D) the scientific study of the relationships between, and development of, different societies
12. The earliest treatments of social psychology (such as the theories of Spencer and McDougall) tended to emphasize:
- A) a view of humans as driven by unconscious motivation.
 - B) an instinct-based view of human behavior.
 - C) a view of humans as machinelike information processors.
 - D) a reinforcement-centered view of humans as learning from experience.
13. The notion that much of human social behavior is driven by forces outside of conscious awareness is critical to which perspective?
- A) the psychoanalytic perspective
 - B) the behaviorist perspective
 - C) the social cognition perspective
 - D) the evolutionary perspective

14. Which of the following is true of the very first social psychology textbook?
- A) It was inspired by Herbert Spencer's extensions of Darwin's ideas about evolution.
 - B) It was inspired by the events of World War II.
 - C) It ignored the role of experience in behavior.
 - D) It ignored the role of instinct in behavior.
15. Behaviorists emphasize that human behavior is driven primarily by:
- A) unconscious motivation.
 - B) instinct.
 - C) cognitive processes.
 - D) learning from past experiences.
16. What phenomena were behaviorists primarily interested in measuring?
- A) mental states
 - B) observable behaviors
 - C) neurological reflexes
 - D) unconscious drives
17. The belief that social behavior is shaped by experiences is reflective of:
- A) psychoanalytic theory.
 - B) evolutionary theory.
 - C) the social cognitive perspective.
 - D) behaviorism.
18. While social psychology in the first half of the 20th century tended to stress _____, social psychology from the second half of the 20th century to the present stresses _____.
- A) an instinct-based approach; a behaviorist approach
 - B) a behaviorist approach; an instinct-based approach
 - C) specific, topic-based theories; broad views of human sociality
 - D) broad views of human social behavior; specific, topic-based theories
19. Which of the following events had a major influence on the history of social psychology?
- A) the economic crisis of the 1970s
 - B) World War II
 - C) the Cold War
 - D) the development of institutional care for people with severe personality disorders

20. From the social cognitive perspective, what is the primary metaphor for understanding human beings?
- A) a tumultuous storm of conflicting drives
 - B) a blank slate
 - C) an information processor
 - D) a social animal
21. What is the term for the way an individual understands his or her social world?
- A) social cognition
 - B) the existential perspective
 - C) embodied cognition
 - D) a priori causal theory
22. Which of the following is NOT one of the major perspectives that provides an integrated view of human social behavior in contemporary social psychology?
- A) the existential perspective
 - B) the evolutionary perspective
 - C) the instinct-based perspective
 - D) the cognitive perspective
23. The concept of *adaptation* is most central for which influential perspective in contemporary social psychology?
- A) the existential perspective
 - B) the evolutionary perspective
 - C) the neuroscience perspective
 - D) the cultural perspective
24. What does it mean to say that humans are *cultural animals*?
- A) Humans create their own symbolic conception of reality.
 - B) Humans tend to live socially in groups.
 - C) Humans in different groups around the world are hostile toward members of other groups.
 - D) Humans are actually driven by instincts.

25. Jeremiah has become deeply depressed because he feels as if his life has no meaning. Which of the perspectives in contemporary social psychology is BEST suited to help us understand Jeremiah's experience?
- A) the existential perspective
 - B) the evolutionary perspective
 - C) the social cognition perspective
 - D) the neuroscience perspective
26. Which of the following techniques of measurement is NOT considered a tool of the neuroscience perspective in social psychology?
- A) brain imaging
 - B) assessing cardiovascular functioning
 - C) assessing people's behaviors
 - D) measuring brain waves
27. Which of the following is the best example of the “power of the situation”?
- A) U.S. citizens vary in the extent to which they conform to the norms of their culture.
 - B) Everyone in a library tends to be quiet.
 - C) Extraverted people are more likely than introverted people to talk at a party.
 - D) A person tends to have a stable identity that is constant through different environments.
28. Consistent preferences, ways of thinking, and behavioral tendencies that manifest across different situations and over time are referred to as:
- A) dispositions.
 - B) situational influences.
 - C) selves.
 - D) core attitudes.
29. Carlos is a deeply introverted person. However, at a party with several of his friends he ends up talking more than he normally would. Nevertheless, he still talks less than most of his friends. What is the best explanation of Carlos's behavior in this case?
- A) his genetic make-up
 - B) the situation that he is in
 - C) his disposition
 - D) the interaction of the situation and his disposition

30. Which of the following assumptions is NOT one of the four core assumptions of social psychology?
- A) Behavior is determined exclusively by situations.
 - B) Virtually all human thought is social in nature.
 - C) Social cognition has a strong influence on social behavior.
 - D) The scientific method is essential for understanding the roots of social behavior.
31. Which of the following instances is an example of the way we use social comparisons to self-evaluate?
- A) An instructor provides personal feedback on a test.
 - B) A person shooting rolled-up paper balls into a wastebasket is able to make three baskets.
 - C) A child thinks about how tall she is by looking around at the other children in her classroom.
 - D) A mother decides that her son is her favorite person in the world.
32. Akira got in a car accident recently. After assessing the situation, he believes that the accident was the other driver's fault. Akira now pays close attention to the behavior of other drivers, trying to anticipate how their mistakes might cause an accident. What does this example BEST demonstrate?
- A) the importance of an evolutionary perspective
 - B) our reliance on social comparison
 - C) the power of the situation
 - D) the powerful influence of social cognition
33. Which aspect of social psychology MOST distinguishes it from many other ways of understanding the causes and consequences of people's social behavior, such as philosophy or general cultural knowledge?
- A) the idea that humans are inherently *social*
 - B) an emphasis on the scientific method
 - C) a sense that people's dispositions play a major role in determining their behavior
 - D) the use of observations from the real world to form assumptions
34. Which theory suggests that people are like “intuitive scientists,” using reasoning and observation to understand the nature of the social world?
- A) social cognition theory
 - B) social comparison theory
 - C) behaviorism
 - D) attribution theory

35. Leleti believes that her friend spilled soda all over her backpack in order to get revenge for a remark Leleti made a few days ago, even though her friend claims that the incident was an accident. Leleti is making a:
- A) correlational observation.
 - B) causal attribution.
 - C) third variable assumption.
 - D) social comparison.
36. What is the definition of *cultural knowledge*?
- A) a store of information accumulated in a culture, about how the world works
 - B) our understanding of a given culture using the scientific method
 - C) the way in which people understand themselves through comparison with others
 - D) people's consistent preferences and ways of thinking that are consistent across situations and time
37. Lucas has never seen a “germ,” and he also hasn't read any of the medical research supporting germ theory. However, Lucas believes that if he catches a cold, it is because of a germ. Lucas is relying on _____ to understand how colds happen.
- A) an existential perspective
 - B) confirmation bias
 - C) cultural knowledge
 - D) the scientific method
38. Which of the following is NOT a reason why researchers are often skeptical about people's self-reported accounts and explanations of their own behavior?
- A) People often don't tell the truth.
 - B) People sometimes repress unpleasant information.
 - C) People often rely on a priori causal theories to explain their behavior.
 - D) People have internal access to the processes that lead to their thoughts, judgments, and preferences.

39. Researchers Nisbett and Wilson found that when shoppers were asked to choose among different silk stockings, the primary factor influencing their decision was the positioning of the stockings on the table. However, when asked why they chose the stockings they chose, the shoppers generated a variety of different reasons but never mentioned the positioning of the stockings. This finding is evidence that:
- A) a behaviorist perspective provides the most insight into psychology.
 - B) people rely on a priori causal theories to explain their behavior.
 - C) people are the best sources of information about their own behavior.
 - D) cultural knowledge is generally accurate.
40. What is one of the ultimate conclusions to be drawn from Nisbett and Wilson's research demonstrating people's limitations in explaining their own behavior?
- A) While people have access to the products of their thought processes, they have little access to those processes themselves.
 - B) Dispositional factors are more important than situational factors in determining how people behave.
 - C) Situational factors are more important than dispositional factors in determining the explanations people give for their own behavior.
 - D) Most people have surprisingly strong powers of introspection.
41. The fact that people tend to latch onto quick and easy answers to questions, rather than expending much mental effort, has led researchers to conclude that people are:
- A) social cognizers.
 - B) introspective.
 - C) cognitive misers.
 - D) intuitive scientists.
42. Confirmation bias is:
- A) the tendency to be more positive than negative when processing social input.
 - B) the tendency to process information in a manner that conforms to what we desire and expect.
 - C) a form of prejudice based on familiarity with outgroup members.
 - D) an automatically higher level of agreement with everything that is being said to one at the moment.

43. Lord and colleagues had psychology students read about two studies on the social impact of capital punishment. One study seemed to confirm that the death penalty is effective as a crime deterrent, while the other study suggested that it is not effective. Students on both sides of the debate came away holding their initial positions even more strongly than before. This finding is evidence of:
- A) social comparison.
 - B) confirmation bias.
 - C) causal attribution.
 - D) hypocrisy.
44. Emiliano believes that dogs are better than cats. One day, he decides to search the internet to see if his opinion is rooted in fact. He reads several articles that consider all sides of the matter, presenting a rather blurry picture of whether humans should prefer the company of dogs or cats. What does research suggest Emiliano is most likely to conclude based on reading all this new information?
- A) Dogs are better than cats.
 - B) Cats are better than dogs.
 - C) Both animals should be loved equally.
 - D) There is no way to answer the question definitively.
45. In a famous study, participants were told they were “teachers” in an experiment who were going to give instructions to a “learner.” When the learner failed to do well, the participants were ordered to give the learner electric shocks. The learner was actually an actor working for the study organizers, and not a real participant. The learner in this study was what is called:
- A) a confederate.
 - B) a research assistant.
 - C) an experimenter.
 - D) an ersatz-participant.
46. Which of the following is NOT a reason why people are often limited in their ability to explain the causes of others' behavior?
- A) The act of observing behavior might change it.
 - B) People are biased toward trying to confirm what they already believe and expect.
 - C) People's observations come from a limited, idiosyncratic perspective.
 - D) People spend as much cognitive energy as possible trying to uncover why a given situation happened.

47. A study demonstrated that if a participant is being interviewed by a person who taps her feet, the participant is also more likely to tap his feet; and if he is being interviewed by a person who scratches her head, the participant is also more likely to scratch his head. Which principle does this finding BEST demonstrate?
- A) People are biased toward trying to confirm what they already know.
 - B) The act of observing behavior can change that behavior.
 - C) People develop a priori causal theories to explain their behavior.
 - D) People are cognitive misers.
48. The process whereby scientists observe events, look for patterns, and evaluate theories proposed to explain those patterns is referred to as:
- A) research.
 - B) a priori causal theory.
 - C) intuitive knowledge.
 - D) causal attribution.
49. Within the scientific method, a *theory* is:
- A) a narrative about the origin of some psychological trait.
 - B) an explanation (potentially false) that people give for their own behavior.
 - C) an explanation for how and why variables are related to each other.
 - D) a prediction about what will occur given certain specified conditions.
50. In the scientific method, _____ are derived from _____, in order to test the accuracy of the latter.
- A) hypotheses; theories
 - B) theories; hypotheses
 - C) experiments; correlations
 - D) hypotheses; experiments
51. Scientists propose that the evolution of species occurs through the process of natural selection. If this is correct, then it should follow that if two groups of fruit flies from the same species are kept in radically different environments, genetic differences will emerge between the two groups over successive generations. In this example, the statement about how members of the same fruit fly species will begin to differ can be referred to as:
- A) a theory.
 - B) an a priori causal theory.
 - C) a hypothesis.
 - D) research.

52. The content of research observations that have been repeatedly found by many researchers is called a:
- A) fact.
 - B) theory.
 - C) hypothesis.
 - D) explanation.
53. An if-then statement that specifies what the relationships between variables should be like if a theory is correct is called a:
- A) correlation coefficient.
 - B) hypothesis.
 - C) research question.
 - D) causal attribution.
54. Which of the following sequences BEST demonstrates the cycle of theory and research in science?
- A) Hypothesis → Theory → Revised Theory → Research Outcome
 - B) Theory → Hypothesis → Revised Theory → Research Outcome
 - C) Hypothesis → Theory → Research Outcome → Revised Theory
 - D) Theory → Hypothesis → Research Outcome → Revised Theory
55. Which of the following statements is most accurate?
- A) A given theory should generate multiple hypotheses.
 - B) A given hypothesis should only generate one theory.
 - C) If a hypothesis derived from a theory is disproven, then the theory itself should be discarded.
 - D) Theories cannot be revised once they have been used.
56. In science, _____ are the content of the observations that have been made and replicated by scientists, while _____ are the explanations given by scientists for that content.
- A) studies; hypotheses
 - B) hypotheses; studies
 - C) facts; theories
 - D) theories; facts

57. According to stereotype threat theory, why will a member of a group that is negatively stereotyped for performance on a task feel threatened when he or she is performing that task?
- A) The group member will worry that their performance might reflect on the whole group.
 - B) The group member will desire to confirm the stereotype.
 - C) The group member will encounter direct stereotypes from members of other groups while performing the task.
 - D) It is objectively more difficult for members of that group to perform well on such a task.
58. Jacob is a male blue-collar worker attending a group therapy session. He knows that people from his background are thought of as not being in touch with their feelings and having quick tempers. During the session, he worries about how he will appear, and he ends up getting angry and losing his temper as a result of this anxiety. Jacob's case is an example of:
- A) a cognitive miser.
 - B) stereotype threat.
 - C) demand characteristics.
 - D) confirmation bias.
59. What is a reason posited by stereotype threat theory for shortfalls in performance by members of stigmatized groups?
- A) Members of stigmatized groups are threatening to members of majority groups, who then stereotype the stigmatized group members.
 - B) Because of constant exposure to stereotypes, members of stigmatized groups have stopped caring about their performance.
 - C) Members of stigmatized groups experience more threats on a day-to-day basis.
 - D) Situations that remind stigmatized group members of negative stereotypes about their group cause them to worry about their performance.
60. A researcher believes that the more neurotic a person is, the more that person will tend to experience negative emotions. This is an example of a:
- A) third variable problem.
 - B) experimental/causal hypothesis.
 - C) correlational hypothesis.
 - D) theory.

61. What is the most general term for the type of research in which two or more variables are measured and compared, to determine the extent to which they are associated?
- A) the experimental method
 - B) the correlational method
 - C) quasi-experimental design
 - D) random assignment
62. A researcher finds a substantial negative correlation between a measure of anxiety and a measure of life satisfaction. How should we interpret the relationship between these variables?
- A) There is no relationship between anxiety and life satisfaction.
 - B) The higher a person scores on anxiety, the higher they score on life satisfaction.
 - C) The higher a person scores on anxiety, the lower they score on life satisfaction.
 - D) Anxiety reduces life satisfaction.
63. A positive or negative value that shows the strength and direction of the association between two variables is referred to as a:
- A) point estimate.
 - B) dependent variable.
 - C) conceptual replication.
 - D) correlation coefficient.
64. If two psychological variables are correlated at $r = +1.0$, this probably means that:
- A) the two variables are measuring the same underlying construct.
 - B) the two variables are completely independent of one another.
 - C) the two variables are moderately related.
 - D) the higher you score on one variable, the lower you score on the other.

65. In their research on stereotype threat, Pinel and colleagues found a negative correlation among stigmatized group members between stigma consciousness and GPA. This study was designed as a test of which of the following hypotheses?
- A) The more a person is conscious of the negative stereotype of his or her group, the worse that person will perform in areas related to the stereotype.
 - B) Situations that make a negative stereotype of a person's group prominent in the person's mind will lead to worse performance than situations that do not.
 - C) People who belong to a stereotyped group will be more likely than those who don't to have a low GPA.
 - D) Being aware of stigmatization of one's group generally leads to an inflated sense of GPA.
66. Which of the following statements is true regarding the finding that there is a negative correlation among stigmatized group members between stigma consciousness and GPA?
- A) It allows us to conclude that stigma consciousness and GPA are completely unrelated variables.
 - B) It is consistent with a hypothesis that can be derived from the theory of stereotype threat.
 - C) It strongly suggests that a person's level of stigma consciousness causally determines their GPA.
 - D) It suggests that if we know a person's level of stigma consciousness, we can predict with near-perfect accuracy what their GPA will be.
67. Which one of the following statements is FALSE?
- A) Some hypotheses can be effectively tested using a correlational approach.
 - B) A correlation between two variables may be primarily driven by a third variable that is associated with both.
 - C) Correlation does not imply causation.
 - D) Two variables do not need to be correlated with each other for one to have a causal influence on the other.
68. The reverse causality problem refers to what phenomenon?
- A) The fact that when a correlation is found between two variables, it may be impossible to determine which variable causes the other
 - B) The fact that people's thoughts about the future can influence their present behaviors
 - C) The fact that people will explain their own behavior by relying on culturally common theories or factors that happen to be salient at the moment
 - D) The fact that there are many situations in which variables influence each other in a reciprocal fashion

69. A researcher finds that self-esteem is positively correlated with academic performance. What can the researcher conclude, from this fact, about the causal relationship between these variables?
- A) High self-esteem causes people to perform better academically.
 - B) People who perform better academically have higher self-esteem as a result.
 - C) High self-esteem and academic performance both have causal influence on each other.
 - D) It is impossible to conclude anything about the causal relationship between these variables based on the given data.
70. The third variable problem refers to the fact that:
- A) experiments allow researchers to assess relationships between independent variables, dependent variables, and third variables.
 - B) almost all phenomena in social psychology are driven by the interaction between three identifiable variables.
 - C) a correlation between two variables may be driven by their mutual association with another variable.
 - D) researchers in social psychology tend to statistically investigate the relationships between only three variables at a time.
71. A researcher finds that the number of murders committed during a summer is correlated with the number of ice cream cones consumed. However, the researcher realizes that there is a third variable problem related to this finding. What might this problem be?
- A) It's possible that people eat more ice cream to console themselves about news that murder is being committed, rather than murder being committed as a result of ice cream sales.
 - B) High temperatures might be causing both greater ice cream sales and more aggressive acts of violence.
 - C) Victims of murder cannot be randomly assigned to a condition.
 - D) The number of murders committed in an area might not only be causing more ice cream sales but also more toy sales.

72. Researchers find that attendance at horror movies is associated with neuroticism. They conclude that attending horror movies causes people to be more neurotic. Which of the following statements does NOT describe a problem with their claim?
- A) It's possible that instead neurotic people like horror movies more than other people do.
 - B) It's possible that watching horror films reminds people of their real-life problems, and this in turn makes them more neurotic.
 - C) People who are lonely may be both more neurotic and more likely to attend horror movies.
 - D) Horror movies may be marketed in ways designed to be more appealing for neurotic individuals, causing them to attend such movies at a higher rate.
73. A study was conducted showing that the amount of violent television watched in childhood positively predicted the number of aggressive acts committed in adulthood. This study is BEST considered an example of a(n):
- A) longitudinal design.
 - B) case study.
 - C) experimental design.
 - D) quasi-experiment.
74. The _____ method can be used to make researchers more confident about likely causal order.
- A) correlational
 - B) experimental
 - C) field study
 - D) quasi-experiment
75. A study in which a researcher takes active control of an independent variable, manipulates it, and observes its effect on a dependent variable is called a(n):
- A) correlational study.
 - B) longitudinal study.
 - C) experiment.
 - D) quasi-experiment.
76. In experimental research, the _____ is what we believe is being affected by the _____, which we believe to be the "cause."
- A) interaction; correlation coefficient
 - B) correlation coefficient; interaction
 - C) independent variable; dependent variable
 - D) dependent variable; independent variable

77. In an experiment, the “measured” variable is also known as the _____ variable.
- A) independent
 - B) dependent
 - C) extraneous
 - D) confounding
78. When we randomly assign participants to different conditions of a variable, we are creating a(n):
- A) independent variable.
 - B) dependent variable.
 - C) independent and a dependent variable.
 - D) correlation coefficient.
79. _____ refers to the judgment that for a particular experiment, it is possible to conclude that the independent variable caused the change in the dependent variable.
- A) Internal validity
 - B) Operationalization
 - C) Construct validity
 - D) External validity
80. Research demonstrates that when black and white students are reminded of their race (or not) before taking a test, black students, but not white students, show lowered performance in the condition where they are reminded of their race. This result shows:
- A) a general effect of race on test performance.
 - B) a general effect of the extent to which people are thinking about their race on test performance.
 - C) an interaction between race of participant and the extent to which people are thinking about their race before a test.
 - D) a correlation between racial identity and the extent to which one is thinking about their race prior to a test.
81. A pattern of results in which the effect of one independent variable on a dependent variable depends on the level of another independent variable is referred to as:
- A) a main effect.
 - B) a correlation.
 - C) a correlation coefficient.
 - D) an interaction.

82. What is the best research method for determining whether one variable has a causal influence on another?
- A) a longitudinal study
 - B) an experiment
 - C) a correlational study
 - D) a quasi-experiment
83. Which of the following is NOT a reason why experiments help researchers determine causality?
- A) In an experiment, the researcher can control the temporal sequence of two variables.
 - B) Because they take place in a controlled laboratory setting, experiments have greater external validity.
 - C) Participants can be randomly assigned to different conditions of the independent variable.
 - D) The experimenter can hold everything constant *except* for the variable being manipulated.
84. A researcher randomly assigns a group of male and female college students to either gossip about their friends or to play a game of basketball. Afterward, the researcher administers the students a measure of happiness. The finding is that students who played basketball are happier than those who gossiped. What is the MOST likely cause of this outcome?
- A) Men were happier overall than women.
 - B) Students who like to play sports were happier than students who don't like to play sports.
 - C) Playing basketball made students happier than gossiping did.
 - D) The people in the basketball-playing condition were already happier to begin with.
85. Random assignment refers to a procedure through which:
- A) participants are assigned to experimental conditions in such a way that they have an equal chance of being in any condition.
 - B) participants are recruited from a broader population such that any member of the population has an equal chance of being in the study.
 - C) participants are kept unaware of the purpose of the study until they are suddenly made aware of it after the independent variable has been administered.
 - D) quasi-experiments can be made to approximate true experiments.

86. Which of the following problems is not primarily solved by random assignment to a condition?
- A) the third variable problem
 - B) the causal sequence problem
 - C) the fact that participants might differ in their level of the dependent variable prior to the study
 - D) the fact that random factors experienced by different participants the day of the study might contribute to their scores on the dependent variable
87. In an experiment, participants are randomly assigned to different levels of the:
- A) independent variable.
 - B) dependent variable.
 - C) independent and dependent variables.
 - D) third variable.
88. _____ methods are preferable for determining causal relationships between variables, but _____ methods are preferable for determining the influence of personality or dispositional variables.
- A) Correlational; longitudinal
 - B) Longitudinal; correlational
 - C) Correlational; experimental
 - D) Experimental; correlational
89. A researcher counts the number of people wearing football team T-shirts on a college campus in years when the team is having a good versus a bad season. He finds that more people wear the shirts in years when the team is doing well. This is best conceptualized as an example of:
- A) experimental research.
 - B) field research.
 - C) a case study.
 - D) pilot research.
90. A quasi-experiment is a:
- A) study in which naturally occurring groups of participants are compared on a dependent variable without random assignment.
 - B) study in which only half of the participants can be randomly assigned to a condition.
 - C) set of studies that include both experimental and correlational components.
 - D) study in which two independent variables interact to produce changes in the dependent variable.

91. A researcher conducts a study in which men and women are asked to rate their level of self-esteem with reference to both appearance and intellectual ability. The researcher predicts that there will be differences between men and women on these variables. This study is best characterized as:
- A) a correlational design.
 - B) an experiment.
 - C) a quasi-experiment.
 - D) field research.
92. Walton and Cohen conducted a study in which they intervened in freshman college students' experience by having them read either an essay about how stress is a normal part of the college transition or a control essay. What did the researchers find when they tracked the students' GPAs over the course of the next three years?
- A) The treatment had no effect.
 - B) All students who read an essay about stress being normal had higher GPAs than those who did not.
 - C) Black students who read an essay about stress being normal had higher GPAs than black students who did not.
 - D) White students who read an essay about stress being normal had lower GPAs than black students who read the same essay.
93. The chief weakness of a field study is that:
- A) it captures social behavior as it naturally occurs instead of in the laboratory.
 - B) the researchers have too much control over the variables in the study.
 - C) the researchers lose control over the variables in the study.
 - D) there are too many choices of independent variables.
94. What is the ultimate function of a good theory in social psychology?
- A) to control the variables
 - B) to be useful
 - C) to show relationships among the variables
 - D) to reduce the number of unanswered questions
95. Which of the following is NOT something that a good theory in social psychology should be required to do?
- A) generate new questions
 - B) provide direction for research
 - C) show how a correlation explains causation
 - D) explain observations

96. What does it mean to say that a theory is parsimonious?
- A) It is good at parsing large observations into sets of smaller observations.
 - B) It explains a large number of diverse observations with many and complex principles.
 - C) It generates a very large number of hypotheses.
 - D) It explains a large number of diverse observations with relatively few and simple principles.
97. Which of the following statements is MOST true regarding scientific theories?
- A) If the methods do not exist to test hypotheses derived from the theory, the theory is useless.
 - B) A scientific theory should be designed to match the methods and techniques currently available for scientific testing.
 - C) Even if the methods do not currently exist for fully testing its hypotheses, a theory may still ultimately be shown to be an accurate representation of reality.
 - D) A theory should be able to show how the methods that have been used to test previous theories are inadequate and out of date.
98. A researcher assesses anxiety by measuring heart rate. In this study, anxiety is the _____ and rapid heart rate is the _____.
- A) abstract conceptual variable; operational definition
 - B) operational definition; abstract conceptual variable
 - C) independent variable; dependent variable
 - D) dependent variable; independent variable
99. A specific, concrete method of measuring or manipulating a conceptual variable is referred to as a(n):
- A) operational definition.
 - B) independent variable.
 - C) dependent variable.
 - D) correlation coefficient.
100. If in an experiment the independent variable is in fact a manipulation of what was intended and the dependent variable is in fact a measure of what was intended, then the experiment can be said to be high in:
- A) construct validity.
 - B) external validity.
 - C) significance.
 - D) practical value.

101. What is the definition of a confound?
- A) an individual difference between participants that may be contributing to their scores in an experiment
 - B) a problem with the temporal order of a study which leaves open the question of reverse causality
 - C) a variable other than the variable intended to be manipulated that may be responsible for an observed effect
 - D) any source of random error contributing to the outcome of a study
102. One of the primary potential problems in the research process is:
- A) lack of random assignment.
 - B) experimenter bias.
 - C) lack of construct validity.
 - D) moderator variables.
103. A researcher believes that thinking about clowns will make people more aggressive. He randomly assigns some people to see pictures of clowns and other people to read a description of a calm forest. He finds that people who looked at pictures of clowns behaved more aggressively. However, there is at least one confound in this study. What is that confound?
- A) The researcher has no theoretical basis for this effect.
 - B) Not all people will become aggressive when they think about clowns.
 - C) Some people looked at pictures, while others read text.
 - D) Looking at pictures of clowns may not have been a good operational definition of thinking about clowns.
104. A study that is repeated with the major conceptual variables operationalized differently, but yielding similar results, is said to have been:
- A) external validated.
 - B) internal validated.
 - C) conceptually replicated.
 - D) directly replicated.
105. Which of the following tactics does NOT help eliminate confounds from research?
- A) random assignment to conditions
 - B) making sure to get a random sample from the population of interest
 - C) anticipating alternate explanations and including variables relevant to these explanations as control conditions
 - D) performing conceptual replications

106. Which of the following is NOT a form of validity which social psychologists are interested in obtaining?
- A) construct
 - B) reverse causality
 - C) external
 - D) internal
107. A researcher is able to replicate her study results using the same operational definitions in three countries other than the country where she originally conducted the research. By doing so, she has primarily increased the _____ of her finding.
- A) conceptual replicability
 - B) construct validity
 - C) internal validity
 - D) external validity
108. Dr. R is replicating a study on stereotype threat. Dr. R repeats the methods and procedures used in Dr. Steele's original study. Dr. R is engaging in:
- A) conceptual replication.
 - B) meta-analysis.
 - C) indirect replication.
 - D) direct replication.
109. Power analysis is used to:
- A) define independent and dependent variables.
 - B) establish internal validity.
 - C) establish external validity.
 - D) determine appropriate sample size.
110. Samir is writing his doctoral dissertation on the relationship between physical attractiveness and academic success. As part of his research, he analyzes numerous previously conducted studies related to the topic, in order to determine how strongly attractiveness affects educational achievement. Samir is conducting a:
- A) power analysis.
 - B) meta-analysis.
 - C) direct replication.
 - D) conceptual replication.

111. Which of these statements does NOT capture a limitation of science?
- A) Through competition between scientists, many hypotheses are disproven and theories eventually discarded.
 - B) There are aspects of reality that humans cannot know.
 - C) Human values exert an influence on the way science is conducted.
 - D) Because scientists are human, they often apply the scientific method in a biased way.
112. Which of the following potential problems with research on human subjects is NOT considered an important ethical issue?
- A) the possibility that participants might experience more stress during a study than they would in their everyday life
 - B) the use of deception in experiments
 - C) the fact that college students often participate in studies as part of their education
 - D) the possibility of long-term physical or psychological damage from a study
113. A researcher believes that receiving a self-esteem threat will make participants more depressed. She conducts a study in which participants are randomly assigned to receive negative feedback on a personality test and then measures their level of depression. She tells participants that the study is about “validation of personality measures.” In this example, “validation of personality measures” is:
- A) an operational definition.
 - B) a cover story.
 - C) a conceptual variable.
 - D) internal validity.
114. A researcher believes that people who have thought about times when others helped them in the past will be more likely to help someone else. To test this, she brings participants to the lab for what they are told is a study called “Being Good Citizens.” Participants are randomly assigned to think about a time when someone helped them or to think about a different topic; then they are given the opportunity to donate money to a charity. In this example, the study title “Being Good Citizens” is likely an example of:
- A) an extraneous variable.
 - B) a demand characteristic.
 - C) a confound.
 - D) a debriefing.

115. Keeping researchers blind to a condition primarily deals with what problem?
- A) experimenter bias
 - B) external validity
 - C) the third variable problem
 - D) random error
116. Which of these is NOT a reason why deception is commonly used in social psychological experiments?
- A) to determine if participants can “guess” how they are being deceived
 - B) to reduce the potential influence of demand characteristics
 - C) to create the conditions necessary to test a hypothesis
 - D) to create an artificial situation that is psychologically involving and convincing for the participants
117. Which of the following is NOT an official ethical requirement for research with human subjects?
- A) Participants must be given the chance for informed consent and be free to withdraw at any time.
 - B) Projects must be approved by an institutional review board.
 - C) The full purpose of a study must be explained to participants before they begin.
 - D) Participants should be assured that efforts will be taken to protect the confidentiality and anonymity of their data.
118. Which of the following procedures is a major ethical safeguard against any negative feelings that might be induced by deception in a study?
- A) informed consent
 - B) a thorough debriefing
 - C) a guarantee of anonymity
 - D) payment of participants
119. You are participating in a psychology research experiment, and the researcher invites you to return after the experiment to learn more about it and to explore your feelings about it. This is called:
- A) informed consent.
 - B) debriefing.
 - C) demand characterization.
 - D) experimenter biasing.

120. Describe the three major perspectives on human behavior that were prominent prior to the rise of social psychology. What did each of these perspectives primarily emphasize as the explanatory force driving social behavior?
121. List and briefly characterize three of the five perspectives that have emerged in the last few decades of social psychology to contribute to a more integrative perspective on human behavior.
122. List and briefly explain the four core assumptions of social psychology. What does each assumption explain about human behavior?
123. What is the essence of attribution theory? What are causal attributions, and what is one of their primary sources?
124. Summarize some of the research suggesting that people aren't really able to accurately describe the causes of much of their own behavior. Why do people have difficulty with this kind of understanding?
125. Discuss at least two reasons why people often have difficulty explaining the behavior of others, and provide supporting examples from research findings. What aspects of psychology make us poor judges of the causes of others' behavior?
126. Describe the cycle of theory and research.
127. What is the essence of stereotype threat theory? What are two hypotheses that can be derived from this theory?
128. What is the correlational method, and what is a correlation coefficient? What information does a correlation coefficient give us?
129. Explain the two primary reasons for why a correlation between two variables does not confirm that the first variable causes the second.
130. How do true experimental designs eliminate the reverse causality and third variable problems?

131. Identify and briefly discuss three conditions that must be satisfied in order for a study to be a true experiment. Identify the types of variables involved in an experiment and how they are administered.
132. Define an interaction between two variables. Give an example of an interaction, one that is either hypothetical or taken from research.
133. Define and discuss the concept of internal validity.
134. Define random assignment. Describe why random assignment is a major component of all experiments when participants are put into different conditions.
135. Give an example of a study design that would have to be a quasi-experiment rather than a true experiment.
136. List and briefly discuss four of the five functions that a good theory in social psychology should be able to serve.
137. Define and discuss the concepts of operational definition and construct validity. How are these concepts related to each other?
138. Define and discuss the concept of confounds. How are the concepts of internal validity and confounds related to each other?
139. Define confounds. Describe how researchers try to deal with confounding variables in their studies.
140. Define external validity. Why is this form of validity important? What might be a threat to this form of validity in standard social psychological research?
141. Describe the limitations of science for understanding human behavior.

142. In an experimental study, what are demand characteristics, and what is one way in which they might arise?
143. What is a debriefing, and why is it important?
144. Social psychology is defined as the study of:
- A) the causes and consequences of people's thoughts, feelings, and actions regarding themselves and other people.
 - B) the interaction between culture and biology in determining human patterns of cognition.
 - C) how people relate to romantic partners and to the societies they live in.
 - D) cultural differences in psychology across a variety of groups of people.
145. Compared to other early approaches to human behavior in psychology, social psychology has always tended to emphasize the:
- A) motivational force of unconscious drives that are repressed by the individual because they threaten social functioning.
 - B) role of instincts in human behavior.
 - C) interaction between situational forces and an individual's understanding of those forces based on personal characteristics.
 - D) role of learning experience over the life span in determining all forms of behavior.
146. The social cognitive approach emphasizes:
- A) the personality of people in their social interactions.
 - B) how cultures differ in their social expectations for social behavior.
 - C) the way in which people come to understand their social world.
 - D) the role of the brain in producing cognition and behavior.
147. Which of the following is NOT one of the major perspectives that provide an integrated view of human social behavior in contemporary social psychology?
- A) the social neuroscience perspective
 - B) the cognitive-behavioral perspective
 - C) the cultural perspective
 - D) the existential perspective

148. Humans interpret events and experiences through a lens of symbols (e.g., language) that are largely inherited from the prior generations that created and built upon them. For this reason, humans can be *uniquely* referred to as:
- A) political animals.
 - B) cultural animals.
 - C) social animals.
 - D) individualistic animals.
149. Ari is interested in studying how the brain processes information as people engage in aggressive acts. Ari's work is conducted from the _____ perspective.
- A) neuroscience
 - B) evolutionary
 - C) existential
 - D) cognitive
150. Which of the following assumptions is one of the four core assumptions of social psychology?
- A) Behavior is determined exclusively by situations.
 - B) Social interaction is the result of people's dispositional patterns of social-emotional functioning.
 - C) The scientific method is only one way of understanding human behavior; other approaches, such as people's cultural knowledge, are equally valid.
 - D) Virtually all human thought is social in nature.
151. Dispositions are defined as:
- A) preferences that people have for certain political points of view—i.e., party preferences.
 - B) statements that scientists make about the relationship between two variables, which should be observable if a theory is true.
 - C) moods that the individual enters into in certain situations.
 - D) consistent preferences, ways of thinking, and behavioral tendencies that manifest across different situations and over time.
152. Trina wants to fit in with her friends. To do so, she looks at what other girls are wearing to school. Trina is engaging in:
- A) dispositional analysis.
 - B) cognitive analysis.
 - C) social comparison.
 - D) attribution.

153. Another name for inferences is:
- A) dispositions.
 - B) interactions.
 - C) cultural knowledge.
 - D) attributions.
154. Explanations that people give for their behavior, acquired from culture or situationally salient factors, are referred to as:
- A) folk wisdoms.
 - B) operational definitions.
 - C) a priori causal theories.
 - D) cultural truisms.
155. The tendency to process information to conform to what we desire and expect is referred to as:
- A) confirmation bias.
 - B) causal attribution.
 - C) demand characteristics.
 - D) an interaction.
156. In the scientific method, _____ generate _____, which are proposed relationships between variables that should be observable.
- A) hypotheses; theories
 - B) theories; hypotheses
 - C) experiments; hypotheses
 - D) hypotheses; experiments
157. A researcher finds a positive correlation between a measure of community involvement and a measure of life satisfaction. How should we interpret the relationship between these variables?
- A) There is no relationship between involvement and life satisfaction.
 - B) The higher a person scores on involvement, the higher they tend to score on life satisfaction.
 - C) The higher a person scores on involvement, the lower they tend to score on life satisfaction.
 - D) Involvement and life satisfaction are probably the same variable.

158. The issue of _____ refers to the possibility that the association between two variables is driven by their mutual association with another variable, whereas _____ refers to the difficulty in determining which variable influences the other in a correlation.
- A) reverse causality; the third variable
 - B) the third variable; reverse causality
 - C) confirmation bias; a priori causal theory
 - D) a priori causal theory; confirmation bias
159. An experiment is a study in which a researcher:
- A) records dependent measures among members of naturally occurring groups (e.g., gender) and looks for systematic differences.
 - B) observes the development of one or more variables in a group of individuals over time at regular intervals.
 - C) measures the degree and direction of association between two variables.
 - D) takes active control of an independent variable, manipulates it, and observes its effect on a dependent variable.
160. Salem is studying aggression and television viewing in children. One group of children watches aggressive cartoons, and the other group watches non-aggressive cartoons. The children then go to a playroom to play with a variety of toys as Salem counts the number of aggressive acts. In this example the dependent variable is:
- A) the number of aggressive acts.
 - B) the children who watch aggressive cartoons.
 - C) the children who watch non-aggressive cartoons.
 - D) the type of cartoons being watched.
161. Internal validity refers to _____, whereas external validity refers to _____.
- A) whether the findings of a study match the beliefs of the participants; whether the findings of a study match the theories of scientists
 - B) whether the findings of a study match the theories of scientists; whether the findings of a study match the beliefs of the participants
 - C) whether an independent variable actually caused changes in a dependent variable; whether a study resembles the way the phenomenon occurs out in the world
 - D) whether a study resembles the way the phenomenon occurs out in the world; whether an independent variable actually caused changes in a dependent variable

162. In an experiment, an interaction is defined as:
- A) a pattern of results in which the effect of one independent variable on a dependent variable depends on the level of another independent variable.
 - B) a statistically significant relationship between an independent variable and a dependent variable.
 - C) the average difference between two variables.
 - D) the way in which an experimenter unconsciously biases the results of the experiment by behaving in a certain way toward the participants.
163. When participants are assigned to experimental conditions in such a way that they each have the same chance of being in any given condition, this is called:
- A) experimental control.
 - B) quasi-experimental design.
 - C) random assignment.
 - D) random sampling.
164. Researchers observe the number of people who go to a bar alone on the days before and after Valentine's Day. They find that the number of people increases leading up to Valentine's Day, drops significantly on Valentine's Day, and then rises quickly back up again on the day after. This is best conceptualized as an example of:
- A) pilot research.
 - B) experimental research.
 - C) longitudinal research.
 - D) field research.
165. A researcher conducts a study in which students in Germany and the United States are asked to rate the extent to which they would be disappointed if they weren't accepted into the college of their choice. The researcher predicts that there will be differences between the two groups of students on these variables. This study is best characterized as:
- A) a correlational design.
 - B) a quasi-experiment.
 - C) an experiment.
 - D) longitudinal research.

166. A researcher wants to study the effect of death anxiety on prejudice. The researcher manipulates a person's level of death anxiety by showing some participants footage of a gruesome car accident. In this study, footage of the car wreck is the _____ and death anxiety is the _____.
- A) independent variable; dependent variable
 - B) dependent variable; independent variable
 - C) abstract conceptual variable; operational definition
 - D) operational definition; abstract conceptual variable
167. A variable other than the variable intended to be manipulated that may be responsible for an observed effect is called a(n):
- A) independent variable.
 - B) confound.
 - C) reverse causal variable.
 - D) artifact.
168. Uri is in the process of investigating the relationship between physical attractiveness in students and their GPAs. He is repeating a previous study exactly as it was conducted by previous researchers. Uri is engaging in:
- A) direct replication.
 - B) conceptual replication.
 - C) meta-analysis.
 - D) construct validity.
169. Which of the following is NOT an official ethical requirement for research with human subjects?
- A) Efforts should be taken to protect the confidentiality of participants' data.
 - B) Projects must be approved by an ethical review board.
 - C) Participants must give their informed consent.
 - D) Participants should have a chance to give their opinion on the design of the study, and these opinions should be incorporated into future research.

Answer Key

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- 166. D
- 167. B
- 168. A
- 169. D