V SEMESTER BSc. COUNSELLING PSYCHOLOGY (2014 ADMN)

SOCIAL PSYCHOLOGY II

MULTIPLE CHOICE QUESTIONS

1. __________ is best known for his research on conformity
   a) Asch     b) Rubin   c) Schachter   d) Zimbardo

2. During the Stanford Prison study,
   a) guards did not take their roles seriously
   b) guards readily assumed their roles as agents of force
   c) the prisoners and the guards quickly became friendly towards one another
   d) three prisoners were so severely beaten they had to be hospitalized

3. During research in a simulated prison situation
   a) three prisoners were so severely beaten they had to be hospitalized
   b) guards did not take their roles seriously
   c) prisoners quickly became passive and dehumanized
   d) the prisoners and the guards quickly became friendly towards one another

4. The degree of attraction among group members relates to the dimension of
   a) Compatibility     b) Structure   c) Cohesiveness   d) Conformity

5. You are walking into a store when a man rudely cuts in front of you, almost shoving you, so that he may enter the store first. "What a jerk!" you think to yourself. As you enter the store, you see the same man performing an emergency tracheotomy on a woman with a collapsed windpipe. You have just
   a) discounted a person's actions due to situational demands
   b) self-handicapped
   c) overemphasized the object in this action sequence
   d) made the fundamental attribution error

6. According to evolutionary psychologists,
   a) women tend to be concerned with whether mates will devote time and resources to a relationship.
   b) men place less emphasis on physical attractiveness
   c) women place more emphasis on sexual fidelity
   d) men are biologically driven to have multiple partners

7. Which statement about physical attractiveness is FALSE?
   a) Beauty is a factor mainly in initial acquaintances
   b) Looks are less related to dating frequency for men than for women
   c) For men, there is little relationship between attractiveness and the achievement of status
   d) For marriage partners there is a tendency for attractive men to be paired with highly educated women with high incomes

8. Moderate self-disclosure typically leads to
   a) competence matching     b) rejection   c) romantic attraction   d) reciprocity

9. When subjects in Milgram's obedience experiments received their orders over the phone, they
   a) conformed more completely due to the formality of the telephoned instructions
   b) completely refused to participate
   c) were only slightly more obedient than they were in face-to-face conditions
   d) were far less obedient
10. Solomon Asch's classic experiment (in which subjects judged a standard line and comparison lines) was arranged to test the limits of
   a) social perception   b) indoctrination   c) coercive power   d) conformity
11. The person who agrees to a small request initially is more likely later to comply with a larger demand. This describes the
   a) door-in-the-face-effect   b) foot-in-the-door effect
   c) low-ball technique   d) high-ball technique
12. For most American adults, an invisible spatial envelope defining their most intimate space
   a) extends four feet from their body
   b) extends an "arm's reach" from their body
   c) is reserved for comfortable interactions with friends
   d) extends about 18 inches out from their body
13. Which theory holds that a relationship must be profitable to endure?
   a) complementary need theory   b) social exchange theory
   c) gain-loss theory   d) social comparison theory
14. You are asked by a close friend to outline a complete text to aid her studying for a final exam. You refuse to help. Later, your friend asks if you would at least outline two chapters. Feeling guilty, you now agree to help. Your behavior is predicted by the
   a) foot-in-the-face technique   b) high-ball effect
   c) low-ball technique   d) door-in-the-face effect
15. __________ attachment style is marked by conflicting feelings of affection, anger, and emotional turmoil
   a) Mutual   b) Secure   c) Avoidant   d) Ambivalent
16. Zimbardo interpreted the results of his simulated prison study as an indication of the
   a) powerful influence of roles on people
   b) tendency to show compassion to people in need
   c) weakness of social pressure in some situations
   d) tendency to displace aggression
17. Subjects in Milgram's experiment who gave large shocks rationalized that they were NOT personally responsible for their actions. This raises questions about our willingness to commit inhumane acts as a result of
   a) coercive power   b) obedience to a legitimate authority
   c) expert power   d) conformity to group pressure
18. The process of changing your behavior to match that of others in a group is
   a) Norming   b) forming a social contract
   c) conformity   d) standardization
19. If everyone leaves five minutes before the game is over to avoid a traffic jam, the resulting traffic jam would be an example of
   a) social impregnation   b) a social trap
   c) groupthink   d) self-handicapping
20. People's invisible "spatial envelope" defines their __________, and extends "I" or "me" boundaries past the skin
   a) spatial role   b) personal space   c) ego location   d) proximal location
21. Physical proximity increases attraction because it
   a) increases frequency of contact   b) enhances social comparisons
   c) establishes common norms   d) reduces development of incompatible roles
22. The study of unspoken rules for the use of interpersonal space is called
   a) Kinesics  b) Psychoecology  c) Proxemics  d) Territoriality
23. Someone asks you to bring dip to a party and you agree. Later the person asks you to also bring popcorn, chips, and sodas. The person has used which compliance strategy?
   a) the low-ball technique  b) the over-commitment strategy
   c) the whole-part technique  d) the passive obedience method
24. The real danger of "groupthink" is that it
   a) is contagious
   b) occurs in cohesive groups
   c) disrupts coordinated efforts at group problem solving
   d) leads to a suspension of critical thinking
25. The organization of roles, patterns of communication, and power in a group defines the group's
   a) Status  b) Structure  c) Cohesiveness  d) Norms
26. Those roles which one attains voluntarily are called
   a) ascribed roles  b) achieved roles  c) positions  d) social selves
27. Social traps can be dismantled by changing
   a) rewards and costs  b) supply and demand
   c) compliance and assertiveness  d) the tendency toward groupthink
28. A learned disposition to respond to people, objects, or institutions in a positive or negative way defines
   a) cognitive dissonance  b) socialization  c) attitudes  d) stereotypes
29. In general, helping behavior in emergency situations is discouraged by
   a) the presence of a large number of persons
   b) low costs associated with helping
   c) smaller social distance between the helper and the victim
   d) fear of cognitive dissonance
30. When a person with little or no authority makes a direct request to another person, the situation involves
   a) Compliance  b) Obedience  c) Coercion  d) Conformity
31. The fact that physically attractive people also tend to be rated more highly on traits such as intelligence and honesty is an example of
   a) social magnetism  b) role modeling  c) social comparisons  d) the halo effect
32. Negative attitudes that are tinged with fear, hatred, or suspicion is a definition of
   a) Prejudice  b) Authoritarianism  c) Discrimination  d) Displaced aggression
33. Interpersonal attraction is encouraged by which one of the following?
   a) personal space  b) proxemics  c) competition  d) similarity
34. Janis recommends ways to prevent groupthink, which include
   a) focusing on subjective evaluation and interpretation
   b) having the leader state personal preferences before discussion
   c) focusing on the decision, as opposed to the process
   d) encouraging someone to play devil's advocate
35. In an experiment in which a "student" simulated a seizure, helping was inhibited by
   a) conditions employing smaller groups  b) diffusion of responsibility
   c) group discussion  d) reference cognitive dissonance
36. Sharing your own private thoughts and feelings is called
   a) self-talk  b) autonomy  c) self-disclosure  d) introspection
37. Which of the following was a significant factor in determining the degree of obedience in Milgram's series of experiments?
   a) the tone of voice used by the experimenter
   b) whether the experimenter was male or female
   c) amount of complaining, shouting, and crying by the learner
   d) the setting in which the experiment was conducted

38. You do not want a large, unattractive political sign in your yard. However, if you initially agree to put a small sign in your window, later you are more likely to allow the large sign in your yard. This course of events is described by the
   a) foot-in-the-face technique
   b) low-ball technique
   c) door-in-the-face effect
   d) foot-in-the-door effect

39. In his classic studies of conformity, Asch demonstrated that
   a) size of the majority does not influence how many people will conform
   b) a majority of one produces about as much conformity as a majority of eight
   c) lack of unanimity greatly reduces the pressure to conform
   d) obedience to authority was determined by the authority's perceived referent power

40. Expected behavior patterns associated with particular social positions are called
   a) Roles
   b) Culture
   c) Stereotypes
   d) Mannerisms

41. As part of an experiment, two young women stroll down a busy sidewalk with their arms around each other. They get a variety of reactions from passersby, including disapproving looks and comments. These reactions demonstrate the existence of
   a) Norms
   b) ascribed roles
   c) group structures
   d) achieved roles

42. How individuals are affected by the presence of others is the focus of study in the field of
   a) Sociology
   b) Social psychology
   c) Experimental psychology
   d) Sociobiology

43. Groups reward members with ________ and ________ for conformity.
   a) unanimity; power
   b) power; authority
   c) legitimacy; power
   d) approval; acceptance

44. Stanley Milgram's experiment in which a "teacher" gave shocks to a "learner" was designed to test the limits of
   a) expert power
   b) coercive power
   c) obedience
   d) conformity to a majority

45. Milgram's shock study showed people to be surprisingly
   a) Rebellious
   b) Intelligent
   c) Sexist
   d) Obedient

46. A reference group is
   a) one with which a person has face-to-face contact
   b) any group in which one plays an active role or has membership
   c) any group outside one's social distance boundaries
   d) any group whose values and attitudes are seen as relevant to one's own

47. Studies of conformity indicate that people are more apt to be influenced by others if they
   a) are concerned about the approval of others
   b) have low needs for certainty and structure
   c) are in temporary rather than established groups
   d) are in very large groups

48. In-group bias is the
   a) Tendency to favor one's group and see this group as correct
   b) Tendency to see other members of a group as similar
49. People who are less likely to help someone because there are a lot of people present would be exhibiting:
   a) Groupthink
   b) Group polarization
   c) Diffusion of responsibility
   d) Mere exposure effect

50. If you have a friend who is reluctant to help you clean your entire room, you maybe successful through asking him to simply help you move one item in your room. This approach is referred to as:
   a) Cognitive dissonance
   b) Altruism
   c) Foot-in-the-door
   d) Door-in-the-foot

51. Which of these is not a principle of great man theory?
   a) Leaders are born not made.
   b) Great men rise up in times of crisis
   c) We can learn from the biographies of great leaders
   d) A great leader is only great in certain situations

52. In leadership trait theory what is a trait?
   a) A list of the things that make leaders different to everyone else
   b) A list of the key things that a leader should do to be great
   c) The list of key behaviours a leader exhibits
   d) A list of key characteristics that makes a leader great

53. For the Ohio State leadership studies the perfect leader:
   a) Combines a focus on the task and the employee
   b) Focuses on the task and getting things done
   c) Inspires workers to aim higher and achieve more
   d) Is concerned about the small details and how to increase productivity

54. Contingency theory is based on the assumption that the ideal leader:
   a) Shapes their leadership style depending on the situation
   b) Provides clear instructions to the followers so that they know what they are doing
   c) Knows what their strengths are and makes the most out of them
   d) Spends time with their followers and therefore listens and responds to their needs

55. A transactional leader is one who:
   a) Inspires people and has strong interactions with them
   b) Does deals with people in order to get them to do things the leader wants
   c) Is the ideal form of leadership
   d) Works for long-term goals of the organization

56. What is a transformational leader?
   a) Someone who is involved in organizational change
   b) A leader, like Taylor, who provided new ways of carrying out management
   c) A leader who inspires the workers to new levels by offering them a vision of a better future
   d) Leader who tries to transform their staff by giving them rewards for what they do

57. What is post-heroic leadership theory?
   a) A theory which states that there is too much emphasis on leaders and more attention should be placed on followers
   b) A theory looking beyond current leadership styles to new, more creative ways of leading
c) A theory which tries to create new organizations which do not need leaders

d) A theory which tries to find the ideal form of leadership

58. What is the social construction of leadership?
   a) The view that all leadership is social and what matters is how leaders interact
      with others
   b) Leadership is a made up idea that therefore we should pay more attention to more
      significant aspects of the organization
   c) What counts as good leadership is a construction of the perceptions of the
      followers
   d) Leadership is something that the leader constructs as they meet with others

59. What is the 'glass ceiling'?
   a) A barrier which prevents women from passing through to more senior positions
      in the company
   b) An old fashioned idea that suggests that women should not make it to the
      boardroom in organizations
   c) The effect where men can pass by women in women dominated professions
   d) An approach which seeks to get more women in senior positions in organizations

60. Jimmy is very quiet at school, but later that night at a party Jimmy gets 'crazy' and starts
    to cut the rug on the dance floor. Jimmy's classmates are stunned at this displayed
    behavior. Jimmy is experiencing:
   a) Group polarization
   b) The power of SSRI's
   c) Deindividuation
   d) Groupthink

61. __________ set up an experiment, known as the Stanford Prison experiment, where
    people plaed the role of a prison guard. The goal was to observe if this authority position
    would cause them to act differently.
   a) Stanley Milgram
   b) Philip Zimbardo
   c) Soloman Ache
   d) Muzafer Sherif

62. Social Facilitation occurs:
   a) To the tendency for people to do less in a group setting
   b) To the tendency to keep personal opinions to themselves for fear of upsetting the
      group
   c) When the presence of other people watching improves a person’s performance
   d) When the presence of other people watching hinders a person's performance

63. Groupthink is defined as:
   a) When an attitude becomes stronger in group presence
   b) Thinking that revolves around keeping harmony within a group through not
      disagreeing with group opinion
   c) The tendency to do less in a group situation
   d) Improved performance when people are watching

64. In Stanley Migram's experiment on the role of obedience, the __________ was the
    person who worked with Milgram and played the part of an authority figure.
   a) Teacher
   b) Learner
   c) Experimenter
   d) Doctor

65. According to Soloman Ache, in his experiment on conformity ___% of the subjects
    gave the wrong answer because the group unanimously also gave the wrong answer.
   a) 76
   b) 48
   c) 32
   d) 89

66. In Stanley Milgram's experiment on the role of obedience, the __________ was the
    subject who was being observed and did not know what the experiment was about or
    what was being studied.
   a) Learner
   b) Experimenter
   c) Teacher
   d) Milgram
67. ______________ is a change in behavior or belief as a result of group pressure.
   a) Cohesiveness  b) Conformity  c) Compliance  d) Obedience

68. Publicly acting in accord with social pressure while privately disagreeing is called
   a) Acceptance  b) Compliance  c) Reactance  d) Interaction

69. Both acting and believing in accord with social pressure is called
   a) Acceptance  b) Reactance  c) Compliance  d) Interaction

70. An important difference between Asch's experiment in which participants judged the
    length of lines and Sherif's experiment in which participants judged the movement of
    light was that
   a) Asch's participants were older than were Sherif's
   b) there was an obviously correct answer in judging the length of lines but that was
      not so in judging the movement of light
   c) Asch's participants made their judgments privately whereas Sherif's participants
      made their judgments publicly
   d) Asch's participants were all male whereas Sherif's participants were both male
      and female

71. In Asch's study of perceptual judgment involving the length of lines, naive participants
    conformed ______________ of the time to the false judgments of the confederates.
   a) 10 percent  b) 37 percent  c) 68 percent  d) 92 percent

72. Participants' tendencies to obey the experimenter's commands to shock a victim were
    highest when the experimenter was ___________ and the victim was ___________.
   a) close; distant  b) close; close  c) distant; distant  d) distant; close

73. To believe that Asch's compliant participants were particularly spineless people is to
    a) forget that behavior shapes belief
    b) overlook other personality characteristics that determine conformity
    c) make the fundamental attribution error
    d) ignore how the status of the experimenter shapes behavior

74. How social pressure may lead us to perform immoral acts is best illustrated by studies of
    a) psychological reactance  b) spontaneous self-concept
    c) obedience to authority  d) informational influence

75. The effect of group size on conformity has been explained by ___________ theory.
    a) cognitive dissonance  b) social norm
    c) psychological reactance  d) social impact

76. Milgram reported that a participant's tendency to obey the experimenter decreased
    dramatically
    a) when two other participants defied the experimenter
    b) when the participant could not hear the responses of the learner
    c) when the experimenter was a female
    d) when the experimenter was younger than the participant

77. Philip hates to attend concerts but goes because his wife wants to. After three years
    Philip comes to genuinely enjoy concerts. This is an example of
    a. how acceptance can lead to compliance
    b. how compliance can lead to acceptance
    c. the "boomerang effect"
    d. how psychological reactance can lead to acceptance

78. Commitment without intimacy or passion is
    a) Romantic love  b) Empty love  c) Non love  d) Consummate love
79. Decibel (dB) is the unit of
   a) Temperature     b) Noise     c) Pressure     d) Density

80. Depressive disorder connected to a specific season is
   a) Bipolar Disorder b) SAD     c) Mania       d) Hallucination

81. A person’s domicile is an example of ____________ territory
   a) Primary        b) Secondary  c) Tertiary   d) None of the above

82. Waiting room is a kind of ____________ territory
   a) Primary        b) Secondary  c) Tertiary   d) None of the above

83. One’s preferred chair in a class is ____________
   a) Primary territory b) Secondary territory c) Tertiary territory d) None of the above

84. Crowding is a:
   a) Psychological phenomena b) Subjective feeling c) Potential source of stress d) All of the above

85. Everyone has the right to access is:
   a) Primary territory b) Secondary territory c) Tertiary territory d) Both b & c

86. According to Hall, intimate distance is
   a) 6 – 18 inches b) 1.5 – 4 feet c) 4 – 12 feet d) 12 – 25 feet

87. Personal distance is
   a) 6 – 18 inches b) 1.5 – 4 feet c) 4 – 12 feet d) 12 – 25 feet

88. Public distance can be
   a) 6 – 18 inches b) 1.5 – 4 feet c) 4 – 12 feet d) 12 – 25 feet

89. A distance of ____________ is social distance
   a) 6 – 18 inches b) 1.5 – 4 feet c) 4 – 12 feet d) 12 – 25 feet

90. The highest level of physical distance is in ____________
   a) Intimate relations b) Public relations c) Personal relations d) Social relations

91. Personal space first defined by
   a) Hall           b) Sommer     c) Katz       d) Sheriff

92. Correct Sequence of prosocial behaviour
   a) Notice what is happening > Interpret the event as an emergency > Experience feelings of responsibility > Believe that they have the skills to help > Make a conscious choice to offer assistance
   b) Interpret the event as an emergency > Notice what is happening > Experience feelings of responsibility > Believe that they have the skills to help > Make a conscious choice to offer assistance
   c) Believe that they have the skills to help > Experience feelings of responsibility > Notice what is happening > Interpret the event as an emergency > Make a conscious choice to offer assistance
   d) Experience feelings of responsibility > Believe that they have the skills to help > Notice what is happening > Interpret the event as an emergency > Make a conscious choice to offer assistance

93. Unselfish concern for other people is
   a) Prosocial behaviour b) Bystander effect c) Altruism d) Volunteering

94. The Negative Affect Escape Model explained by
   a) Baron           b) Baron & Bell  c) Bell        d) None of the above
95. Negative Affect Escape Model links to:
   a) Inverted S hypothesis
   b) Inverted U hypothesis
   c) Parabola
   d) S curve

96. Population is effected by
   a) Birth & death
   b) immigration
   c) emigration
   d) all of the above

97. Technical term used for the study of human population
   a) Biography
   b) Demography
   c) Bibliography
   d) Census

98. Kin selection is an evolutionary theory that explains ____________ of Altruism
   a) Biological reasons
   b) Neurological reasons
   c) Cognitive reasons
   d) Social norms

99. Emergency observed -> Empathy aroused -> Help provided to the victim as it gave good feeling to the helper is;
   a) Negative – state relief model
   b) Genetic determinism mode
   c) Empathy-altruism hypothesis
   d) Empathy-joy hypothesis

100. Who is more likely to help?
   a) A person with a handicap
   b) A person with an altruistic personality
   c) A stranger to the victim
   d) A person in a crowd of strangers

ANSWER KEY

1. a  11. b  21.a  31.d  41.a  51.d  61.b  71.b  81.a  91.c
2. b  12. d  22.c  32.a  42.b  52.d  62.c  72.a  82.c  92.a
3. c  13. b  23.a  33.d  43.d  53.a  63.b  73.c  83.b  93.c
4. c  14. d  24.d  34.d  44.c  54.a  64.c  74.c  84.d  94.b
5. a  16. a  26.b  36.c  46.d  56.c  66.c  76.a  86.a  96.d
6. d  17. b  27.a  37.d  47.a  57.a  67.b  77.b  87.b  97.b
7. d  18. c  28.c  38.d  48.a  58.c  68.b  78.b  88.d  98.a
8. d  19. b  29.a  39.c  49.c  59.a  69.a  79.b  89.c  99.c
9. b  20. b  30.a  40.a  50.c  60.c  70.b  80.b  90.b  100.b

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