

1) In most cases, people expend less effort when in a group than when alone

True

False

1) Answer: True

2) Being in a group causes people to become more aware of their individual values

True

False

2) Answer: False

3) If people are randomly told that they are either in group X or in group Y and given no other information, then members of group X negatively evaluate people in group Y and members of group Y negatively evaluate people in group X.

True

False

3) Answer: True

4) Why do people have negative evaluations towards members of out-groups (e.g., people of a different ethnicity, people of different economic status)?

To raise one's self-esteem

Because groups compete for resources

Both of the above

4) Answer: Both of the above

5) Which is one of the very best predictors of a person's happiness and life satisfaction?

One's social relationships

One's pride and honor

One's wealth

5) Answer: One's social relationships

6) People tend to believe that beautiful people (physically attractive people) have superior personal qualities

True

False

6) Answer: True

7) When surrounded by other people doing the same action, people feel more responsible for their own behavior

True

False

7) Answer: False

8) People prefer to interact with people who are different than them, rather than similar to them?

True

False

8) Answer: False

9) People tend to overestimate the amount that other people share their beliefs and attitudes

True

False

9) Answer: True

10) In which situation is "Bob" more likely to donate money?

After Bob rejects giving one dollar, Bob is asked to give five dollars.

After Bob rejects giving five dollars, Bob is asked to give one dollar.

After Bob rejects giving one dollar, Bob is asked again to give one dollar.

10) Answer: After Bob rejects giving five dollars, Bob is asked to give one dollar.

11) People are more likely to violently punish someone else if told to do so by someone wearing regular day-to-day clothes than when told to do so by someone wearing a lab coat.

True

False

11) Answer: False

12) People tend to think that the members of their in-group are very similar to other in-group members, and that members of an out-group are very different to other out-group members (i.e., there is a large amount of variability among people in the out-group).

True

False

12) Answer: False

13) Which of the following is true:

When African-American test takers are asked to report their race before taking a test, they perform better because they feel validated as a social group

When African-American test takers are asked to report their race before taking a test, they perform better because it activates feelings of identity and pride

When African-American test takers are asked to report their race before taking a test, they perform worse because of stereotypes that African Americans perform poorly on exams

13) Answer: When African-American test takers are asked to report their race before taking a test, they perform more poorly because of stereotypes that African Americans perform poorly on exams

14) People have a tendency to make a dispositional attribution even when a person's behavior was caused by the situation (i.e., "Bob" did something bad because he is a bad person, and not because he was in a bad situation).

True

False

14) Answer: True

15) People have a tendency to explain their own behavior through dispositional attributes (i.e., I did x because I am a y type of person), and other people's behavior through situational attributes (i.e., they did x because they were in situation y).

True

False

15) Answer: False

16) When someone tells another person to ignore information that they just learned, that person is able to forget this information. For example, judges often tell juries to ignore what they've just heard, and jury members are able to do this.

True

False

16) Answer: False

17) Information from an unreliable source is considered skeptically by people and stored as inaccurate. As a result, that information will never be remembered wrongly as accurate in the future.

True

False

17) Answer: False

18) When watching people argue, people pay more attention to the argument they hear first, but remember best the argument they hear last.

True

False

18) Answer: True

19) What percentage of murders committed by males are due to a threat to a man's dominance and status?

25%

50%

75%

19) Answer: 75%

20) The ultimatum game requires one player to divide a monetary prize into two parts and offer one of the parts to a second player, who can either accept or reject the offer. If this second player rejects the offer, both players get nothing. How do most 'second players' react if they are given an offer they consider unfair.

They reject the offer and both players receive nothing.

They accept the offer and receive the offer that they considered unfair

20) Answer: They reject the offer and both players receive nothing.

21) People are usually overly confident in the accuracy of their judgments (i.e. people's beliefs are not actually as accurate as they think they are).

True

False

21) Answer: True

22) Which of the following are six major emotional expressions in the world that can be observed in facial expressions. In other words, which six major emotional facial expressions can be found and understood across all cultures and societies?

jealous, happiness, surprise, fear, disgust, and disbelieving

ashamed, happiness, surprise, fear, acceptance, and sadness

anger, happiness, surprise, fear, disgust, and sadness

22) Answer: anger, happiness, surprise, fear, disgust, and sadness

23) Jamie is dragging himself to class after pulling an all-nighter. On the way to class through a haze of exhaustion, Jamie sees another student slip and fall down...

Given Jamie's exhaustion, he will likely assume that the student fell because of dispositional reasons, namely, that he or she is a clumsy person

Given Jamie's exhaustion, he will likely assume that the student fell because of situational reasons, namely, that it was raining and the sidewalks were slippery

23) Answer: Given Jamie's exhaustion, he will likely assume that the student fell because of dispositional reasons

24) Which of the following is true:

People have a tendency to say that their success is caused by others, and that their failure is caused by themselves

People have a tendency to say that their success is caused by themselves, and that their failure is caused by others

24) Answer: People have a tendency to say that their success is caused by themselves, and that their failure is caused by others

25) Imagine that you are in Hong Kong reading the morning news and you notice a headline about a double murder that took place overnight. A suspect is in custody. Which of the following headlines is most likely to accompany the story?

Dispute over Gambling Debt Ends in Murder

Crazy Murderer Slays Two

Homicidal Maniac Stalks Innocent

Bloodthirsty Mobster Takes Revenge

25) Answer: Dispute over Gambling Debt Ends in Murder

26) Extrinsic motivation (i.e., a monetary reward) is always more powerful than intrinsic motivation (personal feelings of reward)

True

False

26) Answer: False

27) Giving people extrinsic motivation (i.e., monetary rewards) to encourage them to do tasks they already enjoy completing usually causes people to...

like completing the task less

like completing the task more

does not alter how much they like completing the task

27) Answer: like completing the task less

28) On Halloween you decide to test something. You place a candy bowl before trick-or-treating children with a sign on it that says, "please take only one." Then for half the kids, you place a mirror behind the candy so the children can see themselves taking the candy. And for the other half, you do not place the mirror. When are the children more likely to disobey your sign and take more candy than they should?

When the mirror is set up; they can see themselves

When the mirror is not set up; they cannot see themselves

8: When the mirror is not set up; they cannot see themselves

28) Answer: When the mirror is not set up; they cannot see themselves

29) People have a tendency to underestimate the intensity and duration of one's emotional reactions to future negative events

True

False

29) Answer: False

30) When people have low motivation to pay attention to a message, people pay more attention to the content of the message than the speaker behind the message.

True

False

30) Answer: False

31) Bob experiences numerous positive things when surrounded by a grapefruit. He wins a little money at the lottery, listens to his favorite music, and eats his favorite meal. Is it possible that Bob infers that he likes this particular grapefruit more than other grapefruits, because he has experienced all these positive feelings around this grapefruit?

Yes, this is possible

No, this is not possible

31) Answer: Yes, this is possible

32) Which of the following is FALSE about our attitudes/beliefs?

Attitudes are related to our temperament and personalities

Attitudes rarely change over time

Attitudes can be changed with persuasive communications

32) Answer: Attitudes rarely change over time

33) If the answer to a visual task question (i.e., which line is longer) seems obvious, but other people being asked the same question all answer the question differently, then....

Most people will conform and answer differently than they personally believe

Most people will not conform and will answer what they personally believe

33) Answer: Most people will conform and answer differently than they personally believe

34) When people do not know what is the correct thing to do or say, they look to the behavior of others as an important and needed source of information. People are most likely to do this:

When the situation is ambiguous

When they are in a crisis

If experts are present

All of the above

34) Answer: All of the above

35) When individual efforts on a group task can be evaluated:

then individuals do better if the task is complex

then individuals do better if the task is simple

35) Answer: then individuals do better if the task is simple

36) Groups tend to make more extreme decisions in the direction toward which their members were initially leaning. In other words, groups tend to have an overall more extreme views/opinions than the average of their individual members.

True

False

36) Answer: True

37) Does catharsis of aggression work as an effective way of reducing aggression or not? In other words, when people vent their anger in a harmless way (ex., hitting a doll), does this reduce or increase their aggressiveness?

Catharsis does not work; it increases people's aggressiveness

Catharsis works; it decreases their aggressiveness

37) Answer: Catharsis does not work; it increases people's aggressiveness

38) Relative deprivation - the feeling that you have less than what you deserve or less than people similar to you have - is more likely to cause frustration and aggressive behavior than absolute deprivation - having nothing.

True

False

38) Answer: True

39) It is more likely that people will help a person lying in the gutter of a street the more people pass this person. In other words, that many people can see that someone may be in need increases the likelihood that an individual will stop and help this person.

True

False

39) Answer: False

40) Which of the following is true:

The relationship between wealth and happiness is linear: the more wealthy people are, the more happy they are.

After people have the basic necessities of life, having more money doesn't increase happiness much.

40) Answer: After people have the basic necessities of life, having more money doesn't increase happiness much