

Name: \_\_\_\_\_

ID: \_\_\_\_\_

Instructions: **Choose the most appropriate/ relevant option/s.** Put a **circle (O) with a pen** (Blue/Black) to the most appropriate answer. Example, if the right option is 'B' for some question, put the circle mark around 'B' [ <sup>ⓐ</sup> ]. **Circle mark with pencil will not be considered as answer.** There is no negative marking. No extra time will be given to the late comers.

---

1. According to inoculation theory, a person's belief can be inoculated against a persuasive attack by
  - A. Providing arguments to support the initial belief prior to the attack
  - B. Providing arguments to support the initial belief subsequent to the attack
  - C. Warning the individual that there will be an attack
  - D. Anticipating the attacker's arguments and discrediting those arguments
  - E. Refuting the persuasive attack subsequent to its presentation
  
2. A group of 5 people work on a project for the same amount of time as it took for one of those members to complete the same project. Which of the following theories could explain why this happened?
  - A. Social facilitation
  - B. Social inhibition
  - C. Social loafing
  - D. The bystander effect
  - E. In-group comparison
  
3. Groupthink tends to more likely occur under the following circumstances EXCEPT
  - A. when dissenting views are heard and considered within a group
  - B. when the group discourages creativity or individuality
  - C. when individuals in a group want to reach consensus
  - D. when opposing viewpoints are demonized within a group
  - E. when excessive optimism overtakes the group's ability to weigh outcomes
  
4. Wearing a mask that conceals identity has been found to contribute to
  - A. deindividuation
  - B. the actor-observer bias
  - C. meditation
  - D. totalitarianism
  - E. role playing
  
5. Which of the following is a critical factor in group polarization?
  - A. The number of group members
  - B. The cohesiveness of the group
  - C. The amount of time available to make a decision
  - D. The potential consequences of a decision to be made
  - E. The average length of time the members have known one another
  
6. The theory of social facilitation is best exemplified by which one of the following scenarios?
  - A. Sue is a professional chess player who plays better in front of a crowd.
  - B. Sue is mugged on a crowded street; nearly everyone present attempts to help her.
  - C. Sue puts little effort into her group project for history class, as she knows the other students in the group will do what is needed.
  - D. Sue is a champion figure skater. While practicing some simple "warm up" moves before the competition, her form improves when other skaters enter the rink.
  - E. Sue hates to exercise alone, preferring the company of friends when she jogs or lifts weights.

7. Which of the following is NOT an example of social loafing?
- A. On a basketball team, one player doesn't believe they are as talented or fast as the other players so that player tends to let the other players handle the ball for most of the game.
  - B. Four people working on a group project for their psychology class keep sending texts and emails in vain to the fifth person, who never seems to show up for meetings or contributes much to the final work.
  - C. A production assistant working on the set of a new big-budget movie never seems to be available when the director needs them, so the others have to pick up the slack.
  - D. Of a group of lawyers all practicing the same type of law, one lawyer always seems to have fewer clients because the clients think that lawyer has a bad attitude.
  - E. In an emergency room, the required work always seems to take the same amount of time no matter how many nurses are on duty that day.
8. According to kin selection theory, a person will help another in his own family because
- A. it reduces the threat from people within one's in group
  - B. it increases the availability of potential responders to fight against one's out group
  - C. that may increase the likelihood of the family genes being passed along to future generations
  - D. it prevents the bystander effect
  - E. it increases our status and reputation
9. Which of the following is true about the catharsis hypothesis?
- A. It is not a safe or effective way to reduce or channel excess aggression.
  - B. It can be very useful if cognitive resources are depleted.
  - C. Freud suggested it as a response to the death instinct as a way to redirect behaviour back toward the pleasure principle.
  - D. Research on people playing violent video games shows that they are calmer after taking out their aggression on the game.
  - E. Research shows that singing songs with violent lyrical content reduces feelings of aggression.
10. Which of the following is NOT a component of deindividuation?
- A. Negative affect
  - B. Anonymity
  - C. High arousal
  - D. Crowds
  - E. Primal "group" brain
11. A group of critical care doctors meet to discuss new protocols for the treatment of a potentially deadly virus. The group supports a treatment plan including a two-dose vaccine and preventative vitamin supplements. Some members, however, are concerned about the possibility of toxic side effects of this combination. When they try to bring it up, the group dismisses their concerns and votes overwhelmingly in favour of the treatment plan. This scenario is an example of
- A. group polarization
  - B. stereotype threat
  - C. peer pressure
  - D. social facilitation
  - E. groupthink

12. In order to get more information about attitudes a person may be unwilling or unable to report, or attitudes they may not even be aware of, a research study might use
- A. the Beck Depression Inventory
  - B. the Buss Perry Aggression Questionnaire
  - C. the Hamilton Rating Scale
  - D. the Implicit Association Test
  - E. the Reference Groups Inventory
13. The just-world hypothesis is best exemplified by which one of the following situations?
- A. Sai, who is typically kind, is mean to another boy because everyone else at school is.
  - B. Moly is convicted of murder and sentenced to death. Many people take up her cause, asserting that she is actually innocent.
  - C. Joy is extremely good-looking and popular. His baseball teammates elect him team captain, despite his lack of relevant experience and irresponsible behaviour.
  - D. Megha is fired from her job and her friends and family support her claim of racial discrimination.
  - E. Rajan is beaten up by a gang of hoodlums on the street at 4:30 a.m. in a high-crime area. He is sharply criticized by the local community for placing himself in such a dangerous situation.
14. Which one of the following groups would be most likely to have its collective thought process impaired by groupthink phenomena?
- A. Citizens of a small European country voting to elect a prime minister
  - B. Country music fans voting online for their favourite singers on a talent-competition reality show
  - C. Members of two rival prison gangs planning an escape together
  - D. Residents of a close-knit sorority house who must decide how to spend some money they won
  - E. A group of passengers on a train who must decide how to handle a medical emergency
15. Ria is physically assaulted by a mugger while riding the subway alone in a major city. According to social psychological theory, in which of the following scenarios would she have the greatest chance of receiving help from someone?
- A. Nobody else is present.
  - B. 1 other person is present.
  - C. 2 other persons are present.
  - D. 3 other persons are present.
  - E. 4 other persons are present.
16. In Milgram's original obedience experiments, which of the following was NOT associated with a change in the level of obedience demonstrated by subjects?
- A. The proximity of the "learner" to the "teacher"
  - B. The proximity of the experimenter to the "teacher"
  - C. The presence of confederates who refused to obey
  - D. The apparent prestige of the experimenter and the institution sponsoring the research
  - E. The gender of the experimenter

17. Kavita, a seventy-year-old housewife and grandmother, enters a baking contest. Of the other contestants, four are men and two are young professional women. Kavita bakes the most delicious chocolate cake she has ever baked in her life and wins the contest. Which of the following phenomena might have produced this outcome?
- A. Stereotype threat
  - B. Prejudice
  - C. The halo effect
  - D. Overconfidence bias
  - E. Stereotype boost
18. Walter, the elderly owner of a construction company, is looking to hire a new manager. He interviews Sasha, a very attractive twenty-five-year-old blond woman, who has excellent references and relevant experience. Walter likes Sasha but doesn't hire her; he believes that some- one with her looks wouldn't be "taken seriously" as an authority figure. He is also afraid that a "flighty blond" would spend more time flirting with the construction workers than attending to her managerial duties. Which of the following does NOT characterize Walter's actions?
- A. Prejudice
  - B. Discrimination
  - C. Intergroup comparison
  - D. Stereotype
  - E. Self-serving bias
19. Zimbardo's Stanford Prison experiment is often cited as evidence that all human beings can become brutal if placed into certain extreme situations. The study and its findings are subject to each of the following criticisms EXCEPT:
- A. The experiment was unethical.
  - B. The mock prison setting was unrealistic.
  - C. The subjects were all college-age males.
  - D. There were confounding variables due to lack of random assignment.
  - E. The demand characteristics likely affected subjects' behaviour.
20. When persuasive communications follow the peripheral route, they focus on which of the following?
- A. Beliefs
  - B. Facts
  - C. Values
  - D. Emotions
  - E. Cognitions
-