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# Social Psychology (PSY403)

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1. **What is the main focus of social psychology?**

- a. A) The study of individual differences
- b. B) The study of how people's thoughts, feelings, and behaviors are influenced by others
- c. C) The study of mental disorders
- d. D) The study of brain functions

e. **Answer: B**

2. **Who defined social psychology as "the scientific study of how individuals think, feel, and behave toward other people"?**

- a. A) Sigmund Freud
- b. B) Gordon Allport
- c. C) Brehm, Kassir, & Fein
- d. D) Carl Jung
- e. **Answer: C**

3. **Which of the following is NOT a primary question of interest in social psychology?**

- a. A) Thinking about the self and others
- b. B) Evaluating persons and relationships
- c. C) Interacting with others
- d. D) Studying brain structures
- e. **Answer: D**

4. **What method does social psychology primarily use to study behavior?**

- a. A) Introspection
- b. B) Scientific methods
- c. C) Psychoanalysis
- d. D) Case studies
- e. **Answer: B**

5. **Which concept involves understanding how a person's thoughts, feelings, and behaviors are influenced by the imagined presence of others?**

- a. A) Social cognition
- b. B) Person perception
- c. C) Attribution
- d. D) Implied presence
- e. **Answer: D**

6. **What term refers to the process of deciding what caused another person's behavior?**

- a. A) Social cognition
- b. B) Person perception
- c. C) Attribution
- d. D) Attitude
- e. **Answer: C**

7. **Which question is related to social cognition?**

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- a. A) How do we decide guilt or innocence?
- b. B) Why do we feel romantic attraction?
- c. C) How do we instill positive attitudes in children?
- d. D) Why do people assault each other?
- e. **Answer: A**

8. **What type of explanation involves evolutionary and cultural factors?**

- a. A) Individual-level explanations
- b. B) Mediating variables
- c. C) Broad group-level explanations
- d. D) Situational factors
- e. **Answer: C**

9. **Which variable type links situational, cultural, and individual level explanations?**

- a. A) Mediating variables
- b. B) Personality traits
- c. C) Attitudes
- d. D) Emotions
- e. **Answer: A**

10. **What is an example of the implied presence of others affecting behavior?**

- a. A) Not smoking because parents are present
- b. B) Driving within speed limits due to traffic signs
- c. C) Helping a friend in need
- d. D) Feeling guilty after lying
- e. **Answer: B**

11. **How do social psychologists believe the thoughts, feelings, and behaviors of individuals are influenced?**

- a. A) By internal physiological processes
- b. B) By the actual, imagined, or implied presence of others
- c. C) By genetic factors alone
- d. D) By unconscious desires
- e. **Answer: B**

12. **Which of the following is an example of an individual-level explanation of behavior?**

- a. A) Cultural differences
- b. B) Evolutionary factors
- c. C) Childhood experiences
- d. D) Societal norms
- e. **Answer: C**

13. **What is a practical application of social psychology?**

- a. A) Treating mental disorders
- b. B) Enhancing personal relationships through journal writing
- c. C) Studying brain functions

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- d. D) Developing new medications
- e. **Answer: B**
14. **Which discipline does social psychology overlap with due to the study of social influences?**
- a. A) Physics
- b. B) Sociology
- c. C) Chemistry
- d. D) Astronomy
- Answer: B**
15. **What are the main components of social psychology's subject matter?**
- a. A) Neuroscience and genetics
- b. B) Thoughts, feelings, and behaviors of individuals
- c. C) Physical health and fitness
- d. D) Environmental science
- Answer: B**
16. **Which factor is considered a mediating variable in social psychology?**
- a. A) Cultural background
- b. B) Economic status
- c. C) Personality traits
- d. D) Gender
- Answer: C**
17. **What question would be asked under the category of evaluating people and relationships?**
- a. A) How do we know when someone is lying?
- b. B) Why do people feel romantic attraction?
- c. C) How does media violence promote real-life violence?
- d. D) How do jury members decide guilt or innocence?
- Answer: B**
18. **Which question pertains to interpersonal power in social psychology?**
- a. A) Why do ordinary citizens sometimes engage in torture?
- b. B) How can we convince more people to help the disabled?
- c. C) How do we instill positive attitudes in children?
- d. D) What causes people to develop eating disorders?
- Answer: A**
19. **What type of explanation is given by Margaret Mead regarding differences in aggression?**
- a. A) Situational factors
- b. B) Genetic factors
- c. C) Cultural and evolutionary factors
- d. D) Psychological factors

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- e. **Answer: C**
20. **What is an example of the actual presence of others affecting behavior?**
- A) Imagining how parents would react
  - B) Changing behavior because someone is watching
  - C) Feeling influenced by societal norms
  - D) Reading about an event in the news
- e. **Answer: B**
21. **What is the primary goal of research in social psychology?**
- A) To prove existing theories
  - B) To describe and explain social behavior
  - C) To test new medical treatments
  - D) To create new social policies
- e. **Answer: B**
22. **Which method involves watching and recording behaviors as they occur naturally?**
- A) Experimental method
  - B) Survey method
  - C) Observational method
  - D) Correlational method
- e. **Answer: C**
23. **What is a potential disadvantage of the observational method?**
- A) High costs
  - B) Lack of control over variables
  - C) Difficulty in obtaining large samples
  - D) Ethical concerns
- e. **Answer: B**
24. **Which research method is best for determining cause-and-effect relationships?**
- A) Observational method
  - B) Survey method
  - C) Experimental method
  - D) Case study method
- e. **Answer: C**
25. **In an experiment, what is the variable that the researcher manipulates called?**
- A) Dependent variable
  - B) Independent variable
  - C) Control variable
  - D) Extraneous variable
- e. **Answer: B**
26. **What is the term for the group that does not receive the experimental treatment?**
- A) Control group
  - B) Experimental group

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- c. C) Placebo group
  - d. D) Random group
  - e. Answer: A
27. Which research method involves asking people questions about their thoughts, feelings, desires, and actions?
- a. A) Observational method
  - b. B) Experimental method
  - c. C) Survey method
  - d. D) Correlational method
  - e. Answer: C
28. What is a major advantage of the survey method?
- a. A) It establishes cause and effect
  - b. B) It provides in-depth information
  - c. C) It is cost-effective and can reach a large number of people
  - d. D) It avoids self-report bias
  - e. Answer: C
29. What is a potential problem with self-report surveys?
- a. A) They are very expensive
  - b. B) They are difficult to administer
  - c. C) They can be influenced by social desirability bias
  - d. D) They are always inaccurate
  - e. Answer: C
30. Which method examines the relationship between two or more variables without manipulating them?
- a. A) Experimental method
  - b. B) Survey method
  - c. C) Observational method
  - d. D) Correlational method
  - e. Answer: D
31. What does a correlation coefficient indicate?
- a. A) The cause of the relationship between variables
  - b. B) The strength and direction of a relationship between two variables
  - c. C) The impact of an independent variable on a dependent variable
  - d. D) The average value of a data set
  - e. Answer: B
32. What is the term for a relationship where one variable increases as the other variable decreases?
- a. A) Positive correlation
  - b. B) Negative correlation
  - c. C) No correlation

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- d. D) Curvilinear correlation
- e. **Answer: B**

33. Which type of research method allows for the control of extraneous variables?

- a. A) Observational method
- b. B) Experimental method
- c. C) Survey method
- d. D) Correlational method

**Answer: B**

34. What does random assignment help ensure in an experiment?

- a. A) That the sample is representative of the population
- b. B) That participants are evenly distributed across groups
- c. C) That the dependent variable is measured accurately
- d. D) That the study is ethical

**Answer: B**

35. What is the term for the variable that is measured in an experiment?

- a. A) Independent variable
- b. B) Dependent variable
- c. C) Control variable
- d. D) Extraneous variable

**Answer: B**

36. What is an operational definition?

- a. A) A theoretical concept
- b. B) A statement of the procedures used to measure a variable
- c. C) A broad generalization
- d. D) A hypothesis

**Answer: B**

37. What is a double-blind study?

- a. A) A study where both the researcher and participants know who is in the experimental group
- b. B) A study where neither the participants nor the researchers know who is in the experimental or control groups
- c. C) A study with two experimental groups
- d. D) A study with two control groups

**Answer: B**

38. What is the placebo effect?

- a. A) The impact of an inactive substance or fake treatment
- b. B) The effect of the independent variable on the dependent variable
- c. C) A type of experimental bias
- d. D) The control of extraneous variables

**Answer: A**

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39. Which research method is best for studying rare or unusual phenomena?

- a. A) Experimental method
- b. B) Survey method
- c. C) Observational method
- d. D) Case study method

e. Answer: D

40. Why is replication important in research?

- a. A) To test the reliability and validity of findings
- b. B) To gather more data
- c. C) To save costs
- d. D) To avoid ethical issues

e. Answer: A

41. What is the self-concept?

- a. A) A person's global evaluation of themselves
- b. B) A collection of beliefs about oneself
- c. C) The ability to understand others
- d. D) A person's self-esteem level

e. Answer: B

42. Which of the following best describes self-esteem?

- a. A) Beliefs about personal attributes
- b. B) A person's overall self-evaluation or sense of self-worth
- c. C) The ability to regulate emotions
- d. D) The cognitive aspect of the self

e. Answer: B

43. What is self-schema?

- a. A) The cognitive aspect of self-concept
- b. B) A person's ability to empathize with others
- c. C) A specific memory about the self
- d. D) A collection of feelings about oneself

e. Answer: A

44. What is the social comparison theory?

- a. A) The idea that people evaluate their abilities and opinions by comparing themselves to others
- b. B) The theory that self-esteem is influenced by societal norms
- c. C) The belief that social interactions shape personality
- d. D) The concept that group membership defines self-concept

e. Answer: A

45. Which of the following is an example of upward social comparison?

- a. A) Comparing oneself to someone less successful
- b. B) Comparing oneself to someone more successful

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- c. C) Comparing oneself to an equal  
 d. D) Comparing oneself to a fictional character  
 e. **Answer: B**
46. **What is self-perception theory?**  
 a. A) The idea that we learn about our own abilities and attitudes by comparing ourselves to others  
 b. B) The theory that people come to know themselves by observing their own experience behavior  
 c. C) The belief that self-concept is primarily influenced by feedback from others  
 d. D) The notion that self-esteem is stable over time  
 e. **Answer: B**
47. **Which concept refers to the discrepancy between one's actual self and ideal self?**  
 a. A) Self-fulfilling prophecy  
 b. B) Self-discrepancy theory  
 c. C) Social identity theory  
 d. D) Self-perception theory  
 e. **Answer: B**
48. **What is the spotlight effect?**  
 a. A) The tendency to overestimate the extent to which others notice and evaluate us  
 b. B) The belief that others are always watching us  
 c. C) The ability to focus attention on oneself  
 d. D) The inclination to be the center of attention  
 e. **Answer: A**
49. **What does self-efficacy refer to?**  
 a. A) Overall self-worth  
 b. B) Belief in one's abilities to succeed in specific situations  
 c. C) Understanding one's personality traits  
 d. D) Emotional stability  
 e. **Answer: B**
50. **Which of the following best describes the concept of self-regulation?**  
 a. A) Adjusting one's behavior to fit social norms  
 b. B) Controlling and directing one's own actions and emotions  
 c. C) Seeking validation from others  
 d. D) Comparing oneself to others  
 e. **Answer: B**
51. **What is the theory of self-fulfilling prophecy?**  
 a. A) The belief that one's actions are determined by fate  
 b. B) The idea that people's expectations about themselves lead them to behave in ways that make those expectations come true  
 c. C) The concept that self-concept changes over time

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- d. D) The theory that self-esteem is based on social comparisons  
e. **Answer: B**
52. **Which of the following is an example of self-handicapping?**  
a. A) Preparing thoroughly for an exam  
b. B) Blaming failure on lack of effort  
c. C) Engaging in behaviors that sabotage one's success to have an excuse for failure  
d. D) Setting unrealistic goals  
**Answer: C**
53. **What does the concept of "looking-glass self" refer to?**  
a. A) Seeing oneself in others  
b. B) Developing a self-concept based on how we think others perceive us  
c. C) Reflecting on past actions to shape self-concept  
d. D) Comparing oneself to an ideal self  
e. **Answer: B**
54. **Which theory suggests that we have different selves for different social contexts?**  
a. A) Self-perception theory  
b. B) Social identity theory  
c. C) Self-discrepancy theory  
d. D) Multiple self-aspects framework  
e. **Answer: D**
55. **What is the concept of "self-serving bias"?**  
a. A) The tendency to attribute successes to oneself and failures to external factors  
b. B) The habit of seeking out flattering information about oneself  
c. C) The ability to empathize with others  
d. D) The inclination to downplay one's abilities  
e. **Answer: A**
56. **What is the impact of cultural differences on self-concept?**  
a. A) They have no significant impact  
b. B) They shape whether self-concept is more individualistic or collectivistic  
c. C) They only influence self-esteem  
d. D) They determine personality traits  
e. **Answer: B**
57. **Which term describes the belief that one can influence events and outcomes in their life?**  
a. A) Self-efficacy  
b. B) Self-esteem  
c. C) Internal locus of control  
d. D) Self-regulation  
e. **Answer: C**
58. **What is the concept of "possible selves"?**

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- a. A) Alternate realities one can envision  
 b. B) Future-oriented components of the self-concept  
 c. C) Different personality traits within the same individual  
 d. D) The ability to see oneself from others' perspectives  
 e. **Answer: B**
59. **Which theory emphasizes the role of internal and external attributions in self-concept?**  
 a. A) Attribution theory  
 b. B) Self-perception theory  
 c. C) Social comparison theory  
 d. D) Self-discrepancy theory  
 e. **Answer: A**
60. **What does the term "ego depletion" refer to?**  
 a. A) The reduction in self-control resources due to prior exertion of self-control  
 b. B) The decrease in self-esteem after failure  
 c. C) The exhaustion from maintaining multiple social roles  
 d. D) The weakening of self-concept over time  
 e. **Answer: A**
61. **What is social cognition?**  
 a. A) The process of learning about oneself  
 b. B) The study of how people process social information  
 c. C) The analysis of group behaviors  
 d. D) The understanding of individual differences  
 e. **Answer: B**
62. **What is a schema?**  
 a. A) A biological trait  
 b. B) A mental structure that helps organize information  
 c. C) A type of social influence  
 d. D) A social behavior  
 e. **Answer: B**
63. **Which of the following best describes the role of schemas?**  
 a. A) They create biases in our thinking  
 b. B) They enhance memory accuracy  
 c. C) They organize and simplify information  
 d. D) They prevent us from learning new information  
 e. **Answer: C**
64. **What is the primacy effect?**  
 a. A) The tendency to recall the first items in a list better than the middle items  
 b. B) The influence of recent information on perception  
 c. C) The effect of schemas on behavior

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- d. D) The role of first impressions in social cognition
- e. **Answer: A**

65. **What is a heuristic?**

- a. A) A systematic problem-solving method
- b. B) A mental shortcut used to make judgments quickly
- c. C) A type of bias in thinking
- d. D) A method of long-term planning

**Answer: B**

66. **Which heuristic involves judging the probability of an event by how easily examples come to mind?**

- a. A) Representativeness heuristic
- b. B) Availability heuristic
- c. C) Anchoring and adjustment heuristic
- d. D) Simulation heuristic
- e. **Answer: B**

67. **What is the representativeness heuristic?**

- a. A) Making judgments based on the ease of recalling instances
- b. B) Estimating likelihood based on similarity to prototypes
- c. C) Adjusting initial judgments by subsequent information
- d. D) Predicting outcomes based on past experiences
- e. **Answer: B**

68. **What is the anchoring and adjustment heuristic?**

- a. A) Basing decisions on initial pieces of information and making adjustments from there
- b. B) Making judgments based on the similarity to other known instances
- c. C) Using available information to estimate probabilities
- d. D) Relying on immediate examples that come to mind
- e. **Answer: A**

69. **What is the term for the tendency to overestimate the impact of personal disposition and underestimate the role of situations in explaining behavior?**

- a. A) Self-serving bias
- b. B) Fundamental attribution error
- c. C) Actor-observer bias
- d. D) Confirmation bias
- e. **Answer: B**

70. **Which bias involves favoring information that confirms pre-existing beliefs?**

- a. A) Anchoring bias
- b. B) Confirmation bias
- c. C) Hindsight bias
- d. D) Self-serving bias

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e. **Answer: B**

71. **What is the self-serving bias?**

- a. A) The tendency to attribute personal success to internal factors and failures to external factors
- b. B) The tendency to see oneself more favorably than others
- c. C) The inclination to blame oneself for all negative outcomes
- d. D) The habit of seeing oneself in a negative light

**Answer: A**

72. **What does the term "hindsight bias" refer to?**

- a. A) The tendency to believe, after an event has occurred, that one would have predicted the outcome
- b. B) The inclination to look back at the past with regret
- c. C) The tendency to focus on past successes
- d. D) The habit of viewing past events more positively

**Answer: A**

73. **Which bias occurs when people overestimate the predictability of an event after it has happened?**

- a. A) Fundamental attribution error
- b. B) Hindsight bias
- c. C) Availability bias
- d. D) Self-serving bias

**Answer: B**

74. **What is the term for the belief that others are paying more attention to us than they actually are?**

- a. A) Spotlight effect
- b. B) Illusion of transparency
- c. C) Egocentric bias
- d. D) Social desirability bias

**Answer: A**

75. **What is the illusion of transparency?**

- a. A) The belief that one's thoughts and emotions are more apparent to others than they actually are
- b. B) The tendency to think others are focusing on us
- c. C) The habit of overestimating how much others understand us
- d. D) The belief that others share our opinions and beliefs

**Answer: A**

76. **Which concept refers to the mental shortcuts that ease the cognitive load of making decisions?**

- a. A) Cognitive dissonance
- b. B) Heuristics

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- c. C) Algorithms
- d. D) Attributions
- e. **Answer: B**

**77. What is the halo effect?**

- a. A) The tendency to allow an overall impression to influence specific judgments
  - b. B) The belief that others have similar thoughts and feelings as we do
  - c. C) The habit of favoring people who are similar to us
  - d. D) The inclination to recall positive memories more easily
- Answer: A** and other more

**78. What is cognitive dissonance?**

- a. A) The discomfort experienced when holding conflicting cognitions
  - b. B) The ability to multitask effectively
  - c. C) The mental process of organizing information
  - d. D) The state of being highly focused on a task
- Answer: A**

**79. What is the actor-observer bias?**

- a. A) The tendency to attribute one's own actions to external causes and others' actions to internal causes
  - b. B) The belief that one's own behavior is justified
  - c. C) The inclination to see oneself more positively than others
  - d. D) The habit of blaming others for personal failures
- Answer: A**

**80. What is social perception?**

- a. A) The study of how people form impressions of and make inferences about others
  - b. B) The process of self-evaluation
  - c. C) The ability to understand social norms
  - d. D) The study of group dynamics
- Answer: A**

**81. What is an attitude?**

- a. A) A temporary emotional state
  - b. B) A learned predisposition to respond in a consistently favorable or unfavorable manner
  - c. C) A cognitive bias
  - d. D) A biological reaction
- Answer: B**

**82. Which component of attitude involves feelings or emotions toward an object, person, or situation?**

- a. A) Cognitive component
- b. B) Behavioral component

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- c. C) Affective component
- d. D) Physiological component
- e. **Answer: C**

83. **What is the cognitive component of an attitude?**

- a. A) The emotional reaction to an object
- b. B) The beliefs and thoughts about an object
- c. C) The actions taken toward an object
- d. D) The physical response to an object

**Answer: B** and other more

84. **Which component of attitude is related to the way one intends to act toward an object?**

- a. A) Cognitive component
- b. B) Behavioral component
- c. C) Affective component
- d. D) Physiological component
- e. **Answer: B**

85. **What is the theory that suggests we infer our own attitudes by observing our behavior?**

- a. A) Cognitive dissonance theory
- b. B) Self-perception theory
- c. C) Balance theory
- d. D) Social learning theory
- e. **Answer: B**

86. **What is cognitive dissonance?**

- a. A) A state of harmony among thoughts and behaviors
- b. B) The discomfort felt when holding conflicting cognitions
- c. C) The tendency to seek out disconfirming information
- d. D) The process of learning through observation
- e. **Answer: B**

87. **According to the elaboration likelihood model (ELM), what are the two main routes to persuasion?**

- a. A) Central and peripheral routes
- b. B) Direct and indirect routes
- c. C) Cognitive and affective routes
- d. D) Informative and normative routes
- e. **Answer: A**

88. **Which route in the ELM involves careful and thoughtful consideration of the content of the message?**

- a. A) Peripheral route
- b. B) Central route

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- c. C) Heuristic route
- d. D) Systematic route
- e. Answer: B

89. What does the peripheral route to persuasion rely on?

- a. A) Logical arguments
- b. B) Emotional appeals and superficial cues
- c. C) Detailed information
- d. D) Statistical data
- e. Answer: B

90. What is the sleeper effect in persuasion?

- a. A) The delayed increase in the persuasive impact of a non-credible source
- b. B) The immediate effect of a persuasive message
- c. C) The tendency to forget persuasive messages
- d. D) The decreased impact of a message over time
- e. Answer: A

91. Which theory proposes that people change their attitudes to reduce the discomfort caused by inconsistencies between their attitudes and behaviors?

- a. A) Social learning theory
- b. B) Cognitive dissonance theory
- c. C) Balance theory
- d. D) Self-perception theory
- e. Answer: B

92. What is the inoculation theory of resistance to persuasion?

- a. A) Exposing people to weak attacks on their attitudes so they can better resist stronger attacks
- b. B) Repeating a persuasive message multiple times
- c. C) Using highly credible sources to persuade
- d. D) Avoiding exposure to any opposing viewpoints
- e. Answer: A

93. What is the term for a persuasive technique that involves making a large request that is expected to be refused, followed by a smaller request?

- a. A) Foot-in-the-door technique
- b. B) Door-in-the-face technique
- c. C) Low-ball technique
- d. D) Reciprocity technique
- e. Answer: B

94. Which persuasive technique involves gaining compliance with a small request, followed by a larger request?

- a. A) Door-in-the-face technique
- b. B) Foot-in-the-door technique

- c. C) Low-ball technique
- d. D) Reciprocity technique
- e. Answer: B

95. What is the low-ball technique in persuasion?

- a. A) Starting with an exaggerated offer to make the real offer seem reasonable
- b. B) Gaining agreement to a modest request only to later reveal hidden costs
- c. C) Offering a high incentive initially, then reducing it
- d. D) Using emotional appeals to persuade

Answer: B and other more

96. Which concept refers to the act of changing one's beliefs or behaviors in response to real or imagined social pressure?

- a. A) Persuasion
- b. B) Compliance
- c. C) Conformity
- d. D) Obedience
- e. Answer: C

97. What is the main focus of the theory of planned behavior?

- a. A) How intentions influence behavior
- b. B) How past behavior predicts future behavior
- c. C) How external rewards shape behavior
- d. D) How cognitive dissonance influences attitudes
- e. Answer: A

98. Which component of the theory of planned behavior refers to the perceived ease or difficulty of performing the behavior?

- a. A) Attitude toward the behavior
- b. B) Subjective norms
- c. C) Perceived behavioral control
- d. D) Behavioral intention
- e. Answer: C

99. What does the term "attitude accessibility" refer to?

- a. A) The stability of an attitude over time
- b. B) The ease with which an attitude can be activated
- c. C) The strength of an attitude
- d. D) The importance of an attitude
- e. Answer: B

100. Which factor does NOT typically influence the persuasiveness of a message?

- a. A) Source credibility
- b. B) Message clarity
- c. C) Audience intelligence
- d. D) Repetition of the message

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- e. **Answer: C**
101. **What is social influence?**
- A) The process of forming personal beliefs
  - B) The ways in which individuals change their behavior to meet the demands of a social environment
  - C) The ability to work independently
  - D) The impact of genetic factors on behavior
- Answer: B**
102. **What is conformity?**
- A) Changing one's behavior due to the influence of others
  - B) Resisting social pressure
  - C) Influencing others to change their behavior
  - D) Maintaining one's personal beliefs
- Answer: A**
103. **What did Solomon Asch's studies primarily investigate?**
- A) The effect of rewards on learning
  - B) The role of conformity in social behavior
  - C) The impact of group size on decision making
  - D) The influence of authority figures on obedience
- Answer: B**
104. **Which of the following factors increases the likelihood of conformity?**
- A) Small group size
  - B) High group cohesion
  - C) Clear evidence against the group's position
  - D) Anonymous responses
- Answer: B**
105. **What is normative social influence?**
- A) Influence resulting from a person's desire to gain approval or avoid disapproval
  - B) Influence based on accepting information from others as evidence about reality
  - C) Influence that leads to a long-term change in beliefs
  - D) Influence that occurs in response to direct orders
- Answer: A**
106. **What is informational social influence?**
- A) Conforming to gain social approval
  - B) Conforming because one believes others are correct in their judgments
  - C) Resisting group pressure
  - D) Changing behavior due to direct commands
- Answer: B**
107. **What is obedience?**

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- a. A) Following social norms
- b. B) Changing behavior in response to a direct order from an authority figure
- c. C) Influencing others to change their behavior
- d. D) Agreeing with the majority

e. **Answer: B**

108. **Which study is most associated with research on obedience?**

- a. A) Asch's conformity experiments
- b. B) Milgram's shock experiments
- c. C) Sherif's autokinetic effect studies
- d. D) Zimbardo's prison experiment

e. **Answer: B**

109. **What did Milgram's study demonstrate about obedience?**

- a. A) People are unlikely to follow orders that conflict with their personal morals
- b. B) People often follow orders from authority figures even if they believe those orders are wrong
- c. C) Obedience occurs only in certain cultures
- d. D) Obedience decreases with increased group size

e. **Answer: B**

110. **What is the foot-in-the-door technique?**

- a. A) Making a large request first, followed by a smaller one
- b. B) Gaining compliance with a small request to increase the likelihood of agreement with a larger request later
- c. C) Using flattery to gain compliance
- d. D) Offering something in return for compliance

e. **Answer: B**

111. **What is the door-in-the-face technique?**

- a. A) Making a small request first, followed by a larger one
- b. B) Making a large request first, expecting it to be refused, and then making a smaller request
- c. C) Offering an incentive for compliance
- d. D) Using guilt to gain compliance

e. **Answer: B**

112. **What is social facilitation?**

- a. A) Performing better on simple tasks in the presence of others
- b. B) Performing worse on complex tasks in the presence of others
- c. C) Conforming to group norms
- d. D) Cooperating with others to achieve a common goal

e. **Answer: A**

113. **What is social loafing?**

- a. A) Working harder in a group than when alone

- b. B) Working less hard in a group than when alone  
 c. C) The tendency to conform to group norms  
 d. D) The improvement in performance in the presence of others  
 e. **Answer: B**
114. **What is deindividuation?**  
 a. A) The loss of self-awareness and self-restraint in group situations  
 b. B) Increased self-awareness in social settings  
 c. C) The tendency to loaf in group settings  
 d. D) Enhanced performance on tasks in the presence of others  
 e. **Answer: A**
115. **Which phenomenon occurs when group discussion strengthens a group's prevailing opinions?**  
 a. A) Groupthink  
 b. B) Group polarization  
 c. C) Social facilitation  
 d. D) Social loafing  
 e. **Answer: B**
116. **What is groupthink?**  
 a. A) The tendency for group members to conform to the consensus  
 b. B) The inclination to perform better in group settings  
 c. C) The tendency to perform worse on complex tasks in groups  
 d. D) The strengthening of individual positions within a group  
 e. **Answer: A**
117. **Which of the following is a characteristic of groupthink?**  
 a. A) Open expression of dissent  
 b. B) Inviting external opinions  
 c. C) Illusion of invulnerability  
 d. D) Rigorous evaluation of alternatives  
 e. **Answer: C**
118. **What is the bystander effect?**  
 a. A) The tendency for people to help others in the presence of a large group  
 b. B) The decreased likelihood of helping behavior in the presence of others  
 c. C) The increase in aggressive behavior in crowds  
 d. D) The tendency to conform to group norms  
 e. **Answer: B**
119. **What is diffusion of responsibility?**  
 a. A) Taking full responsibility for one's actions in a group setting  
 b. B) The belief that others will or should take responsibility in a group setting  
 c. C) The tendency to work harder in a group  
 d. D) The inclination to take on more responsibility in social situations

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- e. **Answer: B**
120. **Which theory explains the impact of others on an individual's performance by suggesting that the presence of others increases physiological arousal?**
- A) Social facilitation theory
  - B) Social loafing theory
  - C) Deindividuation theory
  - D) Groupthink theory
- Answer: A**
121. **What are group dynamics?**
- A) The study of individual behavior
  - B) The study of how people interact within groups
  - C) The influence of genetic factors on behavior
  - D) The role of personality in individual success
- Answer: B**
122. **What is a social group?**
- A) A collection of people who share a common identity and interact regularly
  - B) A random gathering of individuals
  - C) An association of people with no common interests
  - D) A group of people living in the same area
- Answer: A**
123. **What is group cohesion?**
- A) The ability of a group to make decisions
  - B) The bond that holds a group together
  - C) The role of leadership within a group
  - D) The influence of external factors on a group
- Answer: B**
124. **Which factor is NOT typically associated with increased group cohesion?**
- A) Shared goals
  - B) Group size
  - C) Interpersonal attraction
  - D) Successful outcomes
- Answer: B**
125. **What is social facilitation?**
- A) Improved performance on tasks in the presence of others
  - B) Reduced performance on tasks in the presence of others
  - C) The tendency to conform to group norms
  - D) The effect of group pressure on individual decision making
- Answer: A**
126. **What is social loafing?**
- A) The tendency to exert less effort when working in a group

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- b. B) Increased effort in group tasks  
 c. C) Conforming to group decisions  
 d. D) Enhanced performance in the presence of others  
 e. **Answer: A**
127. **What is group polarization?**  
 a. A) The tendency for group discussions to strengthen the dominant positions held by individual group members  
 b. B) The tendency for groups to make riskier decisions  
 c. C) The division of a group into subgroups  
 d. D) The influence of leadership on group decisions  
 e. **Answer: A**
128. **What is groupthink?**  
 a. A) The practice of thinking or making decisions as a group in a way that discourages creativity or individual responsibility  
 b. B) Improved decision-making in groups  
 c. C) The influence of minority opinions on group decisions  
 d. D) The process of brainstorming within a group  
 e. **Answer: A**
129. **Which of the following is a symptom of groupthink?**  
 a. A) Open-mindedness  
 b. B) Critical evaluation of all alternatives  
 c. C) Illusion of invulnerability  
 d. D) Encouragement of dissenting opinions  
 e. **Answer: C**
130. **What is deindividuation?**  
 a. A) The loss of self-awareness and individual accountability in groups  
 b. B) Increased self-awareness in social settings  
 c. C) Reduced effort in group tasks  
 d. D) Improved performance in the presence of others  
 e. **Answer: A**
131. **What is social comparison?**  
 a. A) The tendency to compare oneself to others in order to evaluate one's own abilities and opinions  
 b. B) The process of adjusting one's behavior to match others  
 c. C) The influence of group pressure on decision making  
 d. D) The effect of leadership on group dynamics  
 e. **Answer: A**
132. **What is the role of a leader in a group?**  
 a. A) To make all decisions for the group  
 b. B) To influence and guide the direction of the group

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- c. C) To maintain harmony at any cost  
 d. D) To perform the majority of the group's tasks  
 e. **Answer: B**
133. **Which leadership style is characterized by a focus on tasks and getting the job done?**  
 a. A) Transformational leadership  
 b. B) Transactional leadership  
 c. C) Democratic leadership  
 d. D) Laissez-faire leadership  
 e. **Answer: B**
134. **What is transformational leadership?**  
 a. A) A leadership style focused on rewards and punishments  
 b. B) A leadership approach that inspires and motivates followers to achieve extraordinary outcomes  
 c. C) A hands-off leadership style  
 d. D) A style that prioritizes consensus and group harmony  
 e. **Answer: B**
135. **What is the role of norms in a group?**  
 a. A) To establish expectations for behavior within the group  
 b. B) To determine the group's goals  
 c. C) To identify the leader of the group  
 d. D) To discourage group cohesion  
 e. **Answer: A**
136. **What is the effect of a highly cohesive group on group performance?**  
 a. A) Always improves performance  
 b. B) Always decreases performance  
 c. C) Can improve or hinder performance depending on the group's goals and norms  
 d. D) Has no effect on performance  
 e. **Answer: C**
137. **What is the role of conflict in group dynamics?**  
 a. A) It is always detrimental to group performance  
 b. B) It can stimulate critical thinking and innovation  
 c. C) It should be avoided at all costs  
 d. D) It has no impact on group performance  
 e. **Answer: B**
138. **Which type of conflict is most likely to be beneficial for a group?**  
 a. A) Task conflict  
 b. B) Relationship conflict  
 c. C) Process conflict  
 d. D) Personality conflict

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e. **Answer: A**  
 139. **What is an example of a formal group?**

- a. A) A group of friends
- b. B) A project team at work
- c. C) A social club
- d. D) A family

e. **Answer: B**  
 140. **What is an informal group?**

- a. A) A group with official recognition and structure
- b. B) A group formed naturally based on personal relationships and common interests
- c. C) A group with assigned roles and responsibilities
- d. D) A group established by an organization

e. **Answer: B**  
 141. **What is prejudice?**

- a. A) A positive attitude toward a group
- b. B) A negative attitude toward an individual based solely on their membership in a particular group
- c. C) Neutral feelings toward a group
- d. D) An objective evaluation of individuals

e. **Answer: B**  
 142. **What is discrimination?**

- a. A) A negative attitude toward a group
- b. B) The unfair treatment of individuals based on their group membership
- c. C) An objective evaluation of individuals
- d. D) Positive behavior toward a group

e. **Answer: B**  
 143. **Which theory explains prejudice as a way to enhance one's own self-esteem by comparing oneself to others?**

- a. A) Social learning theory
- b. B) Realistic conflict theory
- c. C) Social identity theory
- d. D) Cognitive dissonance theory

e. **Answer: C**  
 144. **What is an example of explicit prejudice?**

- a. A) Unconscious biases influencing decisions
- b. B) Openly expressing negative stereotypes about a group
- c. C) Implicit associations affecting behavior
- d. D) Positive feelings toward all groups

e. **Answer: B**

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145. **What is implicit prejudice?**

- a. A) Prejudiced attitudes that are consciously endorsed
- b. B) Unconscious biases that influence behavior
- c. C) Open discrimination against a group
- d. D) Positive behavior toward all groups

e. **Answer: B**

146. **What is stereotype threat?**

- a. A) The fear of being judged based on a stereotype about one's group
- b. B) Positive behavior toward a group
- c. C) Openly endorsing stereotypes
- d. D) The experience of discrimination

e. **Answer: A**

147. **What is a stereotype?**

- a. A) An unfair treatment of individuals based on their group membership
- b. B) A generalized belief about a group of people
- c. C) A negative attitude toward a group
- d. D) An objective evaluation of individuals

e. **Answer: B**

148. **Which theory suggests that prejudice arises when groups compete for limited resources?**

- a. A) Social learning theory
- b. B) Realistic conflict theory
- c. C) Social identity theory
- d. D) Cognitive dissonance theory

e. **Answer: B**

149. **What is the contact hypothesis?**

- a. A) Increasing direct contact between groups reduces prejudice
- b. B) Avoiding contact between groups reduces conflict
- c. C) Increased competition between groups reduces prejudice
- d. D) Isolating groups leads to less prejudice

e. **Answer: A**

150. **What is ingroup bias?**

- a. A) Favoring members of the outgroup over the ingroup
- b. B) Favoring members of one's own group over members of other groups
- c. C) Negative attitudes toward one's own group
- d. D) Equal treatment of all groups

e. **Answer: B**

151. **Which of the following is an example of institutional discrimination?**

- a. A) A person expressing a negative stereotype
- b. B) Laws that disadvantage certain groups

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- c. C) An individual refusing to hire someone based on race  
 d. D) Personal prejudices affecting decisions  
 e. **Answer: B**
152. **What is scapegoating?**  
 a. A) Blaming an innocent group for one's own troubles  
 b. B) Positive attitudes toward a group  
 c. C) Objective evaluation of individuals  
 d. D) Treating all groups equally  
**Answer: A**
153. **Which concept refers to the mental shortcuts people use to categorize others based on limited information?**  
 a. A) Stereotyping  
 b. B) Discrimination  
 c. C) Prejudice  
 d. D) Objectivity  
**Answer: A**
154. **What is the outgroup homogeneity effect?**  
 a. A) Seeing members of one's own group as more diverse  
 b. B) Seeing members of the outgroup as more diverse  
 c. C) Seeing members of the outgroup as more similar to each other  
 d. D) Positive feelings toward the outgroup  
**Answer: C**
155. **Which of the following is NOT a way to reduce prejudice?**  
 a. A) Increasing intergroup contact  
 b. B) Promoting equal status among groups  
 c. C) Encouraging competition between groups  
 d. D) Emphasizing common goals  
**Answer: C**
156. **What is aversive racism?**  
 a. A) Overtly expressing racist beliefs  
 b. B) Unconsciously harboring negative feelings toward a group while consciously endorsing equality  
 c. C) Open discrimination based on race  
 d. D) Positive attitudes toward all racial groups  
**Answer: B**
157. **Which factor is most likely to contribute to the formation of prejudice during childhood?**  
 a. A) Personal experiences  
 b. B) Parental attitudes and societal influences  
 c. C) Objective evaluation of others

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- d. D) Independent thought  
e. **Answer: B**
158. **What is the role of education in reducing prejudice?**  
a. A) It has no impact on prejudice levels  
b. B) It can help reduce prejudice by increasing awareness and understanding  
c. C) It always increases prejudice  
d. D) It reinforces existing prejudices  
**Answer: B**
159. **What is the minimal group paradigm?**  
a. A) A method of creating groups based on minimal criteria to study intergroup behavior  
b. B) A focus on large and complex groups  
c. C) A method of reducing group cohesion  
d. D) An approach that minimizes group interactions  
e. **Answer: A**
160. **What is benevolent sexism?**  
a. A) Overt hostility toward women  
b. B) Positive, yet patronizing attitudes toward women  
c. C) Treating all genders equally  
d. D) Negative stereotypes about men  
e. **Answer: B**
161. **What is aggression?**  
a. A) Any form of behavior intended to harm or injure another living being  
b. B) A peaceful resolution of conflict  
c. C) Cooperative behavior  
d. D) Passive behavior  
e. **Answer: A**
162. **What is hostile aggression?**  
a. A) Aggression motivated by achieving a goal  
b. B) Aggression driven by anger with the intent to cause pain  
c. C) Aggression used in sports for better performance  
d. D) Aggression that occurs in response to non-threatening stimuli  
e. **Answer: B**
163. **What is instrumental aggression?**  
a. A) Aggression with the primary goal of inflicting harm  
b. B) Aggression as a means to an end or to achieve a goal  
c. C) Aggression driven by emotions  
d. D) Aggression without any purpose  
e. **Answer: B**
164. **Which hormone is most commonly associated with aggression?**

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- a. A) Estrogen
- b. B) Testosterone
- c. C) Cortisol
- d. D) Insulin
- e. **Answer: B**

165. **What does the frustration-aggression hypothesis propose?**

- a. A) Aggression is a result of genetic factors
- b. B) Frustration always leads to aggression
- c. C) Frustration leads to aggression when a goal is blocked
- d. D) Aggression occurs randomly without any trigger
- e. **Answer: C**

166. **What is the social learning theory's explanation of aggression?**

- a. A) Aggression is a natural instinct
- b. B) Aggression is learned through observing and imitating others
- c. C) Aggression is solely due to genetic predisposition
- d. D) Aggression is an uncontrollable response to stimuli
- e. **Answer: B**

167. **Which of the following is an example of relational aggression?**

- a. A) Physically hitting someone
- b. B) Spreading rumors to harm someone's reputation
- c. C) Yelling at someone
- d. D) Destroying someone's property
- e. **Answer: B**

168. **What is the catharsis hypothesis?**

- a. A) Releasing aggressive energy through action or fantasy reduces aggressive behavior
- b. B) Suppressing aggressive thoughts increases aggressive behavior
- c. C) Aggression is learned and cannot be unlearned
- d. D) Aggression has no psychological benefits
- e. **Answer: A**

169. **What is the role of the amygdala in aggression?**

- a. A) It inhibits aggressive behavior
- b. B) It regulates hunger
- c. C) It is involved in the expression and regulation of aggressive behavior
- d. D) It promotes peaceful behavior
- e. **Answer: C**

170. **What is the relationship between alcohol consumption and aggression?**

- a. A) Alcohol consumption always decreases aggression
- b. B) Alcohol consumption has no effect on aggression
- c. C) Alcohol consumption can increase aggressive behavior by lowering inhibitions

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- d. D) Alcohol consumption promotes peaceful behavior  
 e. **Answer: C**
171. **Which of the following is an example of proactive aggression?**  
 a. A) Hitting someone in retaliation  
 b. B) Bullying someone to gain social status  
 c. C) Yelling out of frustration  
 d. D) Defending oneself in a fight  
**Answer: B**
172. **What is displaced aggression?**  
 a. A) Directing aggression towards the source of frustration  
 b. B) Directing aggression towards a substitute target that is not the source of frustration  
 c. C) Suppressing aggressive feelings  
 d. D) Experiencing aggression in the absence of a target  
 e. **Answer: B**
173. **Which neurotransmitter is often linked to aggression?**  
 a. A) Dopamine  
 b. B) Serotonin  
 c. C) GABA  
 d. D) Acetylcholine  
 e. **Answer: B**
174. **What is the general aggression model (GAM)?**  
 a. A) A theory that views aggression as a natural instinct  
 b. B) A comprehensive framework that explains how personal and situational factors influence aggressive behavior  
 c. C) A model that only considers genetic factors in aggression  
 d. D) A theory that focuses solely on environmental triggers of aggression  
 e. **Answer: B**
175. **What effect does exposure to violent media have on aggression?**  
 a. A) It has no impact on aggression  
 b. B) It decreases aggressive behavior  
 c. C) It can increase aggressive thoughts, feelings, and behaviors  
 d. D) It promotes prosocial behavior  
 e. **Answer: C**
176. **What is the role of dehumanization in aggression?**  
 a. A) Reducing aggressive tendencies  
 b. B) Viewing others as less than human to justify aggressive actions towards them  
 c. C) Promoting empathy and understanding  
 d. D) Encouraging peaceful conflict resolution  
 e. **Answer: B**

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177. Which of the following can help reduce aggression?

- a. A) Increasing competition
- b. B) Promoting empathy and perspective-taking
- c. C) Encouraging retaliation
- d. D) Suppressing all emotions

e. Answer: B

178. What is retaliatory aggression?

- a. A) Aggression that occurs in response to an aggressive act by another person
- b. B) Unprovoked aggression
- c. C) Aggression for achieving a specific goal
- d. D) Aggression that is socially acceptable

e. Answer: A

179. What is the impact of aggressive role models on children?

- a. A) Children learn to avoid aggressive behavior
- b. B) Children are unaffected by aggressive role models
- c. C) Children are likely to imitate aggressive behavior
- d. D) Children always reject aggressive behavior

e. Answer: C

180. Which psychological approach focuses on how thoughts and perceptions influence aggression?

- a. A) Behavioral approach
- b. B) Cognitive approach
- c. C) Psychoanalytic approach
- d. D) Biological approach

e. Answer: B

181. What is prosocial behavior?

- a. A) Behavior intended to harm others
- b. B) Behavior intended to benefit others
- c. C) Selfish behavior
- d. D) Aggressive behavior

e. Answer: B

182. What is altruism?

- a. A) Helping others with no expectation of reward
- b. B) Helping others for personal gain
- c. C) Ignoring others' needs
- d. D) Competing with others

e. Answer: A

183. Which theory suggests that helping behavior is motivated by the expectation of reciprocal help?

- a. A) Social exchange theory

- b. B) Empathy-altruism hypothesis  
 c. C) Evolutionary theory  
 d. D) Social learning theory  
 e. **Answer: A**
184. **What is the bystander effect?**  
 a. A) The tendency for individuals to help when others are present  
 b. B) The tendency for individuals to be less likely to help in the presence of others  
 c. C) Helping behavior that occurs spontaneously  
 d. D) The influence of social norms on helping behavior  
 e. **Answer: B**
185. **What is empathy?**  
 a. A) The ability to understand and share the feelings of another  
 b. B) Indifference to others' emotions  
 c. C) Self-centeredness  
 d. D) Aggressive response to others  
 e. **Answer: A**
186. **What does the empathy-altruism hypothesis propose?**  
 a. A) People help others solely for personal gain  
 b. B) Empathic concern for others generates a genuine desire to help  
 c. C) Helping behavior is motivated by fear of punishment  
 d. D) People help only when they expect reciprocation  
 e. **Answer: B**
187. **Which factor is NOT typically associated with increased helping behavior?**  
 a. A) High empathy  
 b. B) Being in a good mood  
 c. C) The presence of many bystanders  
 d. D) Personal connection to the person in need  
 e. **Answer: C**
188. **What is the social responsibility norm?**  
 a. A) The expectation that people will help those who help them  
 b. B) The expectation that people will help those who are dependent on them  
 c. C) The tendency to avoid helping others  
 d. D) The belief that helping behavior should always be rewarded  
 e. **Answer: B**
189. **What is kin selection?**  
 a. A) Helping behavior that occurs without any genetic relation  
 b. B) The tendency to help relatives to ensure the survival of shared genes  
 c. C) Choosing friends based on their ability to help  
 d. D) Avoiding help to unrelated individuals  
 e. **Answer: B**

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190. **What is the role of personal distress in helping behavior?**

- a. A) It always increases helping behavior
- b. B) It can lead to helping behavior to alleviate one's own discomfort
- c. C) It has no impact on helping behavior
- d. D) It reduces the likelihood of helping

e. **Answer: B**

191. **Which term describes the phenomenon where individuals do not help because they believe others will?**

- a. A) Diffusion of responsibility
- b. B) Social loafing
- c. C) Social facilitation
- d. D) Deindividuation

e. **Answer: A**

192. **What is the negative state relief model?**

- a. A) Helping behavior increases when people are in a good mood
- b. B) People help others to alleviate their own negative emotions
- c. C) People help others regardless of their own emotional state
- d. D) Negative emotions decrease helping behavior

e. **Answer: B**

193. **What is the main focus of the social learning theory regarding prosocial behavior?**

- a. A) Genetic predispositions
- b. B) Observational learning and imitation of prosocial models
- c. C) Unconscious motivations
- d. D) Cognitive processing

e. **Answer: B**

194. **What is the good mood effect?**

- a. A) Good moods always decrease helping behavior
- b. B) Being in a good mood increases the likelihood of helping others
- c. C) Good moods have no impact on helping behavior
- d. D) Good moods lead to selfish behavior

e. **Answer: B**

195. **What is the arousal-cost-reward model?**

- a. A) Helping behavior is determined by the costs and rewards of helping
- b. B) Helping behavior is random and unpredictable
- c. C) Helping behavior is solely driven by empathy
- d. D) Arousal decreases the likelihood of helping

e. **Answer: A**

196. **Which type of motivation involves helping others to gain social approval or self-esteem?**

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197. **What is the impact of similarity on helping behavior?**

- A) People are more likely to help those who are different from them
- B) Similarity has no effect on helping behavior
- C) People are more likely to help those who are similar to them
- D) Similarity always decreases helping behavior

e. **Answer: C**

198. **Which of the following is a barrier to prosocial behavior?**

- A) Empathy
- B) Perceived competence
- C) Pluralistic ignorance
- D) Personal connection

e. **Answer: C**

199. **What is pluralistic ignorance?**

- A) When individuals mistakenly believe their thoughts and feelings are different from those of others
- B) When everyone is aware of a problem and takes action
- C) When people help because they see others helping
- D) When people feel personally responsible for helping

e. **Answer: A**

200. **What is the relationship between religiosity and prosocial behavior?**

- A) There is no relationship
- B) Higher religiosity is often associated with increased prosocial behavior
- C) Higher religiosity always decreases prosocial behavior
- D) Prosocial behavior is not influenced by religiosity

e. **Answer: B**

201. **What is social facilitation?**

- A) Improved performance on tasks in the presence of others
- B) Decreased performance on tasks in the presence of others
- C) No change in performance in the presence of others
- D) Avoidance of tasks in the presence of others

e. **Answer: A**

202. **What is social loafing?**

- A) Working harder in a group than when alone
- B) Exerting less effort when working in a group than when working alone
- C) Avoiding group tasks altogether

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- d. D) Competing with others in a group
- e. **Answer: B**
203. **What is deindividuation?**
- a. A) Enhanced self-awareness in groups
- b. B) Loss of self-awareness and individual accountability in groups
- c. C) Increased individual responsibility in groups
- d. D) Improved performance due to group membership
- Answer: B**
204. **What is groupthink?**
- a. A) The tendency for group members to reach a consensus without critically evaluating alternatives
- b. B) Encouraging dissenting opinions within a group
- c. C) Making decisions based on individual input
- d. D) Fostering open debate within a group
- e. **Answer: A**
205. **Which of the following is NOT a symptom of groupthink?**
- a. A) Illusion of invulnerability
- b. B) Collective rationalization
- c. C) Encouraging critical thinking
- d. D) Stereotyping outsiders
- e. **Answer: C**
206. **What is group polarization?**
- a. A) The tendency for group discussions to lead to decisions that are more extreme than the initial inclinations of its members
- b. B) The tendency for group members to adopt more moderate positions after discussion
- c. C) The division of a group into opposing factions
- d. D) The avoidance of extreme positions in group decisions
- e. **Answer: A**
207. **What is a social dilemma?**
- a. A) A situation where individual interests are at odds with collective interests
- b. B) A situation where group interests align perfectly with individual interests
- c. C) A conflict between two groups
- d. D) A scenario where no conflict of interest exists
- e. **Answer: A**
208. **What is the common resource dilemma?**
- a. A) A situation where shared resources are used sustainably
- b. B) A situation where individuals overuse a shared resource, leading to depletion
- c. C) A scenario where resources are not shared
- d. D) A situation where resources are equally distributed

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- e. **Answer: B**
209. **What is social identity theory?**
- A) A theory that explains how individual identity is formed independently of group membership
  - B) A theory that examines how group membership influences self-concept and behavior
  - C) A theory that focuses on individual behaviors in isolation
  - D) A theory that disregards the impact of groups on identities
- Answer: B**
210. **What is the outgroup homogeneity effect?**
- A) Perceiving members of the ingroup as more similar to each other
  - B) Perceiving members of the outgroup as more similar to each other than they are
  - C) Perceiving outgroup members as more diverse
  - D) Treating outgroup members as individuals
- Answer: B**
211. **Which of the following strategies can reduce social loafing?**
- A) Increasing group size
  - B) Making individual contributions identifiable
  - C) Reducing task difficulty
  - D) Decreasing accountability
- Answer: B**
212. **What is the role of a leader in preventing groupthink?**
- A) Encouraging conformity
  - B) Suppressing dissenting opinions
  - C) Encouraging open discussion and critical evaluation of alternatives
  - D) Making decisions unilaterally
- Answer: C**
213. **What is conformity?**
- A) Acting independently regardless of group norms
  - B) Adjusting one's behavior or thinking to coincide with a group standard
  - C) Rejecting group norms
  - D) Leading group decisions
- Answer: B**
214. **What is normative social influence?**
- A) Influence based on the desire to gain accurate information
  - B) Influence based on the desire to be accepted or approved by others
  - C) Influence based on factual evidence
  - D) Influence based on personal values
- Answer: B**

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215. **What is informational social influence?**

- a. A) Influence based on the desire to gain accurate information
- b. B) Influence based on the desire to be accepted by others
- c. C) Influence based on group norms
- d. D) Influence based on conformity for social approval

e. **Answer: A**

216. **What is the prisoner's dilemma?**

- a. A) A situation where cooperation between two parties leads to mutual benefit
- b. B) A scenario where two individuals must choose between cooperation and self-interest, with individual self-interest leading to a worse outcome for both
- c. C) A conflict between two groups
- d. D) A strategy for resolving group conflicts

e. **Answer: B**

217. **What is social facilitation theory?**

- a. A) The theory that individuals perform better on complex tasks in the presence of others
- b. B) The theory that individuals perform better on simple or well-learned tasks in the presence of others
- c. C) The theory that individuals perform worse on all tasks in the presence of others
- d. D) The theory that group presence has no impact on performance

e. **Answer: B**

218. **Which concept explains why people in a crowd can lose their sense of individuality?**

- a. A) Social facilitation
- b. B) Groupthink
- c. C) Deindividuation
- d. D) Social identity theory

e. **Answer: C**

219. **What is the role of social norms in group behavior?**

- a. A) They have no impact on group behavior
- b. B) They guide the behavior of individuals within a group
- c. C) They always hinder group performance
- d. D) They lead to negative group outcomes

e. **Answer: B**

220. **Which of the following can increase the likelihood of conformity?**

- a. A) High self-esteem
- b. B) Strong individual beliefs
- c. C) A unanimous group opinion
- d. D) Presence of dissenting voices

e. **Answer: C**

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221. **What is leadership?**

- a. A) The act of following others
- b. B) The process of influencing others to achieve goals
- c. C) Passive involvement in group activities
- d. D) Avoiding responsibility in decision-making

e. **Answer: B**

222. **What is the trait theory of leadership?**

- a. A) Leadership is based on situational factors
- b. B) Effective leadership is a result of specific, inborn traits
- c. C) Leadership can be learned through experience
- d. D) Leadership is dependent on group dynamics

e. **Answer: B**

223. **Which of the following is NOT a trait commonly associated with effective leadership?**

- a. A) Intelligence
- b. B) Self-confidence
- c. C) Rigidity
- d. D) Sociability

e. **Answer: C**

224. **What is the main idea of the behavioral theories of leadership?**

- a. A) Leadership effectiveness is determined by inherent traits
- b. B) Effective leadership can be learned through behavior and actions
- c. C) Leadership is a result of genetic predisposition
- d. D) Leadership is unaffected by actions and behaviors

e. **Answer: B**

225. **Which leadership style is characterized by a hands-off approach and allows group members to make decisions?**

- a. A) Autocratic leadership
- b. B) Democratic leadership
- c. C) Laissez-faire leadership
- d. D) Transformational leadership

e. **Answer: C**

226. **What is transformational leadership?**

- a. A) Leadership that focuses on routine tasks
- b. B) Leadership that motivates and inspires followers to achieve extraordinary outcomes
- c. C) Leadership that relies on strict rules and policies
- d. D) Leadership that avoids making changes

e. **Answer: B**

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227. Which theory suggests that effective leadership depends on the match between the leader's style and the demands of the situation?

- a. A) Trait theory
- b. B) Behavioral theory
- c. C) Contingency theory
- d. D) Transformational theory

e. Answer: C

228. What is the main focus of the path-goal theory of leadership?

- a. A) Matching the leader's style with the situation
- b. B) Identifying inherent traits of leaders
- c. C) Clarifying paths and removing obstacles to help followers achieve goals
- d. D) Emphasizing routine and structure

e. Answer: C

229. Which leadership style involves making decisions unilaterally and maintaining strict control over followers?

- a. A) Democratic leadership
- b. B) Autocratic leadership
- c. C) Laissez-faire leadership
- d. D) Transformational leadership

e. Answer: B

230. What is servant leadership?

- a. A) Leadership that prioritizes the needs of the leader over the followers
- b. B) Leadership that focuses on serving the needs of the followers
- c. C) Leadership that avoids responsibility
- d. D) Leadership that relies on authority and control

e. Answer: B

231. Which of the following is a characteristic of charismatic leaders?

- a. A) Avoiding risk
- b. B) Low self-confidence
- c. C) Inspiring enthusiasm and commitment
- d. D) Relying on routine and tradition

e. Answer: C

232. What is the main idea of the leader-member exchange (LMX) theory?

- a. A) Leaders treat all followers equally
- b. B) Leaders develop unique relationships with each follower
- c. C) Leadership is based solely on situational factors
- d. D) Leadership effectiveness is determined by genetic traits

e. Answer: B

233. Which of the following describes transactional leadership?

- a. A) Leadership that emphasizes rewards and punishments

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- b. B) Leadership that inspires and motivates followers  
 c. C) Leadership that is based on inherent traits  
 d. D) Leadership that avoids taking responsibility  
 e. **Answer: A**
234. **What is the impact of emotional intelligence on leadership?**  
 a. A) It has no impact on leadership effectiveness  
 b. B) It enhances leaders' ability to manage their own emotions and understand others' emotions  
 c. C) It leads to autocratic leadership styles  
 d. D) It decreases leaders' effectiveness  
 e. **Answer: B**
235. **What is a key characteristic of democratic leadership?**  
 a. A) Making decisions without consulting others  
 b. B) Involving followers in decision-making processes  
 c. C) Avoiding making decisions  
 d. D) Relying solely on rewards and punishments  
 e. **Answer: B**
236. **Which theory emphasizes the role of vision and inspiration in leadership?**  
 a. A) Trait theory  
 b. B) Contingency theory  
 c. C) Transformational leadership theory  
 d. D) Path-goal theory  
 e. **Answer: C**
237. **What is the main focus of the situational leadership theory?**  
 a. A) Leadership is determined by fixed traits  
 b. B) Leadership effectiveness depends on adapting style to the maturity and competence of followers  
 c. C) Leadership effectiveness is unrelated to situational factors  
 d. D) Leadership relies on strict adherence to rules  
 e. **Answer: B**
238. **What is the primary goal of transactional leadership?**  
 a. A) Transforming followers' values and beliefs  
 b. B) Maintaining routine and achieving established goals  
 c. C) Ignoring performance and outcomes  
 d. D) Creating a vision for the future  
 e. **Answer: B**
239. **Which leadership style is most likely to foster innovation and change?**  
 a. A) Laissez-faire leadership  
 b. B) Autocratic leadership  
 c. C) Transformational leadership

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- d. D) Transactional leadership  
 e. **Answer: C**
240. **What is the significance of ethical leadership?**  
 a. A) It focuses solely on achieving organizational goals  
 b. B) It emphasizes the importance of ethical behavior and decision-making  
 c. C) It relies on manipulating followers for personal gain  
 d. D) It avoids addressing ethical issues  
**Answer: B**
241. **What is aggression?**  
 a. A) Behavior intended to harm or injure another person  
 b. B) Behavior intended to help others  
 c. C) Passive behavior  
 d. D) Behavior that avoids conflict  
 e. **Answer: A**
242. **Which theory suggests that aggression is an innate, biological drive?**  
 a. A) Social learning theory  
 b. B) Frustration-aggression hypothesis  
 c. C) Instinct theory  
 d. D) Cognitive neoassociation theory  
 e. **Answer: C**
243. **What is the frustration-aggression hypothesis?**  
 a. A) Aggression is learned through observation  
 b. B) Aggression is a response to blocked goals  
 c. C) Aggression is a result of genetic predisposition  
 d. D) Aggression occurs independently of external stimuli  
 e. **Answer: B**
244. **Which theory emphasizes the role of learning and imitation in aggression?**  
 a. A) Social learning theory  
 b. B) Instinct theory  
 c. C) Frustration-aggression hypothesis  
 d. D) Cognitive dissonance theory  
 e. **Answer: A**
245. **What is hostile aggression?**  
 a. A) Aggression aimed at achieving a specific goal  
 b. B) Aggression driven by anger and intended to cause pain  
 c. C) Aggression used to obtain rewards  
 d. D) Aggression that is not intentional  
 e. **Answer: B**
246. **What is instrumental aggression?**  
 a. A) Aggression driven by anger

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- b. B) Aggression with the primary goal of achieving a specific objective  
 c. C) Spontaneous and unplanned aggression  
 d. D) Aggression that is not goal-directed  
 e. **Answer: B**
247. **What role does testosterone play in aggression?**  
 a. A) It has no impact on aggression  
 b. B) Higher levels of testosterone are associated with increased aggression  
 c. C) Lower levels of testosterone are associated with increased aggression  
 d. D) Testosterone reduces aggressive behavior  
 e. **Answer: B**
248. **What is the main idea of the cognitive neoassociation theory?**  
 a. A) Aggression is a learned behavior  
 b. B) Aggression results from aversive events that trigger negative emotions  
 c. C) Aggression is purely instinctual  
 d. D) Aggression is unrelated to cognitive processes  
 e. **Answer: B**
249. **Which of the following is an example of relational aggression?**  
 a. A) Physically attacking someone  
 b. B) Spreading rumors to harm someone's reputation  
 c. C) Yelling at someone in anger  
 d. D) Destroying someone's property  
 e. **Answer: B**
250. **What is the role of alcohol in aggression?**  
 a. A) Alcohol always decreases aggressive behavior  
 b. B) Alcohol has no impact on aggression  
 c. C) Alcohol can increase aggression by reducing self-control and increasing impulsivity  
 d. D) Alcohol always leads to non-aggressive behavior  
 e. **Answer: C**
251. **Which type of reinforcement increases the likelihood of aggressive behavior?**  
 a. A) Positive reinforcement  
 b. B) Negative reinforcement  
 c. C) Both positive and negative reinforcement  
 d. D) Neither positive nor negative reinforcement  
 e. **Answer: C**
252. **What is the impact of violent media on aggression?**  
 a. A) It has no impact on aggression  
 b. B) Exposure to violent media can increase aggressive thoughts, feelings, and behaviors  
 c. C) It always decreases aggressive behavior

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- d. D) Violent media exposure leads to a decrease in empathy  
 e. **Answer: B**
253. **What is the catharsis hypothesis?**  
 a. A) Expressing aggression decreases aggressive feelings and behaviors  
 b. B) Expressing aggression increases aggressive feelings and behaviors  
 c. C) Suppressing aggression has no effect on aggression levels  
 d. D) Aggression is unrelated to emotional expression  
**Answer: A**
254. **What is dehumanization?**  
 a. A) Viewing others as fully human and worthy of respect  
 b. B) Seeing others as less than human, which can increase aggression towards them  
 c. C) Treating others with kindness and empathy  
 d. D) Reducing aggressive behavior by increasing empathy  
 e. **Answer: B**
255. **Which factor is NOT associated with increased aggression?**  
 a. A) High levels of arousal  
 b. B) High levels of empathy  
 c. C) Exposure to aggressive models  
 d. D) Situations of anonymity  
 e. **Answer: B**
256. **What is the impact of heat on aggression?**  
 a. A) High temperatures are associated with increased aggression  
 b. B) High temperatures decrease aggressive behavior  
 c. C) Temperature has no effect on aggression  
 d. D) Only cold temperatures increase aggression  
 e. **Answer: A**
257. **What is the main focus of the general aggression model (GAM)?**  
 a. A) Aggression is solely the result of genetic factors  
 b. B) Aggression is influenced by a combination of situational, cognitive, and emotional factors  
 c. C) Aggression is unrelated to cognitive processes  
 d. D) Aggression is only learned through direct reinforcement  
 e. **Answer: B**
258. **Which strategy is effective in reducing aggression?**  
 a. A) Increasing exposure to violent media  
 b. B) Encouraging empathy and perspective-taking  
 c. C) Promoting retaliatory aggression  
 d. D) Ignoring aggressive behavior  
 e. **Answer: B**
259. **What is displaced aggression?**

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- a. A) Aggression directed towards the source of frustration
- b. B) Aggression directed towards a substitute target when the source of frustration is not available
- c. C) Aggression that is unrelated to frustration
- d. D) Aggression that is always physical

e. **Answer: B**

260. **What is the role of social norms in aggression?**

- a. A) Social norms always encourage aggression
- b. B) Social norms can either inhibit or promote aggressive behavior
- c. C) Social norms have no impact on aggression
- d. D) Social norms always discourage aggression

e. **Answer: B**

261. **What is altruism?**

- a. A) Helping others with no expectation of personal benefit
- b. B) Helping others to receive a reward
- c. C) Ignoring others' needs
- d. D) Behaving aggressively towards others

e. **Answer: A**

262. **What is prosocial behavior?**

- a. A) Behavior that benefits others or society as a whole
- b. B) Behavior that harms others
- c. C) Behavior that is neutral and has no impact on others
- d. D) Behavior that is self-centered

e. **Answer: A**

263. **Which theory suggests that people help others to reduce their own distress?**

- a. A) Empathy-altruism hypothesis
- b. B) Negative state relief model
- c. C) Social exchange theory
- d. D) Evolutionary theory

e. **Answer: B**

264. **What is the empathy-altruism hypothesis?**

- a. A) People help others to gain social approval
- b. B) People help others to relieve their own distress
- c. C) People help others out of genuine concern for their well-being
- d. D) People help others for material rewards

e. **Answer: C**

265. **Which theory explains prosocial behavior as a result of evolutionary advantages?**

- a. A) Empathy-altruism hypothesis
- b. B) Social exchange theory

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- c. C) Kin selection theory  
 d. D) Negative state relief model  
 e. **Answer: C**
266. **What is kin selection?**  
 a. A) Helping non-relatives over relatives  
 b. B) Helping relatives to increase the survival of shared genes  
 c. C) Helping only when it benefits oneself  
 d. D) Helping strangers more than family members  
**Answer: B**
267. **What is reciprocal altruism?**  
 a. A) Helping others with no expectation of return  
 b. B) Helping others with the expectation that they will help in return  
 c. C) Helping only family members  
 d. D) Helping others to increase social status  
**Answer: B**
268. **What is the bystander effect?**  
 a. A) The tendency for individuals to help in emergency situations  
 b. B) The tendency for individuals to be less likely to help when others are present  
 c. C) The tendency for individuals to help only when they are alone  
 d. D) The tendency for individuals to ignore emergencies  
**Answer: B**
269. **What is diffusion of responsibility?**  
 a. A) Taking full responsibility for helping in a group  
 b. B) Assuming that others will take action in a group situation  
 c. C) Ignoring responsibility in all situations  
 d. D) Increasing personal responsibility in a group  
**Answer: B**
270. **Which of the following increases the likelihood of prosocial behavior?**  
 a. A) Large group size  
 b. B) Low empathy  
 c. C) Feeling responsible for the victim  
 d. D) High ambiguity of the situation  
**Answer: C**
271. **What is the main idea of the social exchange theory?**  
 a. A) Prosocial behavior is driven by genetic factors  
 b. B) Prosocial behavior is driven by the desire to maximize rewards and minimize costs  
 c. C) Prosocial behavior is always selfless  
 d. D) Prosocial behavior is unrelated to personal benefit  
**Answer: B**

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272. **What is the role of empathy in prosocial behavior?**
- A) Empathy decreases the likelihood of helping
  - B) Empathy has no impact on helping behavior
  - C) Empathy increases the likelihood of helping others
  - D) Empathy leads to aggressive behavior
- e. **Answer: C**
273. **What is pluralistic ignorance?**
- A) The belief that one is the only person who sees a situation as an emergency
  - B) The belief that others do not see an emergency as an emergency, leading to inaction
  - C) The tendency to act quickly in emergencies
  - D) The tendency to overestimate the severity of a situation
- e. **Answer: B**
274. **What is the role of mood in prosocial behavior?**
- A) Bad moods always increase helping behavior
  - B) Good moods decrease helping behavior
  - C) Both good and bad moods can increase helping behavior
  - D) Mood has no impact on helping behavior
- e. **Answer: C**
275. **What is the "good Samaritan" effect?**
- A) People help others only when they are religious
  - B) People are less likely to help when they are in a hurry
  - C) People help others regardless of the situation
  - D) People help others only for rewards
- e. **Answer: B**
276. **Which factor can reduce the bystander effect?**
- A) High ambiguity of the situation
  - B) High number of bystanders
  - C) Clear assignment of responsibility
  - D) Diffusion of responsibility
- e. **Answer: C**
277. **What is the main idea of the arousal: cost-reward model?**
- A) Helping behavior is driven by genetic factors
  - B) Helping behavior is driven by the desire to reduce personal distress at a minimal cost
  - C) Helping behavior is always selfless
  - D) Helping behavior is unrelated to personal distress
- e. **Answer: B**
278. **What is the difference between altruism and prosocial behavior?**
- A) Altruism involves expecting rewards; prosocial behavior does not

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- b. B) Altruism is always selfless; prosocial behavior may have personal benefits  
 c. C) Prosocial behavior is always selfless; altruism may have personal benefits  
 d. D) There is no difference between the two

e. **Answer: B**  
 279. **What is the impact of social norms on prosocial behavior?**

- a. A) Social norms always discourage helping behavior  
 b. B) Social norms can encourage or discourage helping behavior  
 c. C) Social norms have no impact on helping behavior  
 d. D) Social norms always encourage helping behavior

e. **Answer: B**

280. **Which of the following is an example of prosocial behavior?**

- a. A) Ignoring someone in need  
 b. B) Donating money to charity  
 c. C) Physically harming someone  
 d. D) Spreading rumors

e. **Answer: B**  
 281. **What is group dynamics?**

- a. A) The study of individual behavior  
 b. B) The study of how people interact and function within groups  
 c. C) The study of physical movements  
 d. D) The study of solitary behavior

e. **Answer: B**

282. **What is a social group?**

- a. A) A collection of individuals who interact and share common goals  
 b. B) A collection of individuals with no interaction  
 c. C) A random assembly of people  
 d. D) Individuals working alone

e. **Answer: A**

283. **What is social facilitation?**

- a. A) The tendency to perform worse when others are watching  
 b. B) The tendency to perform better on simple tasks when others are watching  
 c. C) The tendency to avoid social interaction  
 d. D) The tendency to perform worse on all tasks when others are watching

e. **Answer: B**

284. **What is social loafing?**

- a. A) Working harder in a group than alone  
 b. B) Exerting less effort when working in a group compared to working alone  
 c. C) Exerting more effort when working alone  
 d. D) Socializing instead of working

e. **Answer: B**

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285. **What is group polarization?**

- a. A) Groups making more conservative decisions than individuals
- b. B) Groups making more extreme decisions than individuals
- c. C) Groups making decisions without any changes
- d. D) Groups avoiding decision-making altogether

e. **Answer: B**

286. **What is groupthink?**

- a. A) The tendency for group members to think independently
- b. B) The tendency for groups to make decisions that maintain group harmony, often at the expense of accurate judgment
- c. C) The tendency for groups to avoid decision-making
- d. D) The tendency for groups to make decisions based solely on facts

e. **Answer: B**

287. **What is deindividuation?**

- a. A) The loss of self-awareness and individual accountability in groups
- b. B) The increase of self-awareness in groups
- c. C) Maintaining personal accountability in groups
- d. D) Strengthening of personal identity in groups

e. **Answer: A**

288. **Which of the following is a factor that can reduce social loafing?**

- a. A) Increasing group size
- b. B) Assigning individual accountability
- c. C) Reducing the importance of the task
- d. D) Ensuring anonymity

e. **Answer: B**

289. **What is the role of a leader in a group?**

- a. A) To avoid making decisions
- b. B) To guide and influence group members towards achieving goals
- c. C) To be passive and let the group self-direct
- d. D) To ensure group members do not interact

e. **Answer: B**

290. **What is the bystander effect in groups?**

- a. A) The tendency for individuals to help more in a group
- b. B) The tendency for individuals to be less likely to help when others are present
- c. C) The tendency for groups to make quick decisions
- d. D) The tendency for groups to avoid taking any action

e. **Answer: B**

291. **What is conformity?**

- a. A) Rejecting group norms
- b. B) Changing behavior to match group norms

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- c. C) Leading the group  
 d. D) Acting independently of the group  
 e. **Answer: B**
292. **What is the impact of a cohesive group on decision-making?**  
 a. A) It always leads to better decisions  
 b. B) It can lead to groupthink and poor decision-making  
 c. C) It has no impact on decision-making  
 d. D) It always prevents groupthink  
**Answer: B**
293. **What is the role of norms in a group?**  
 a. A) To disrupt group functioning  
 b. B) To provide guidelines for acceptable behavior  
 c. C) To encourage individualism  
 d. D) To ensure no rules are followed  
**Answer: B**
294. **Which of the following best describes a formal group?**  
 a. A) A group with no structure or specific goals  
 b. B) A group with defined structure and specific goals  
 c. C) A group that meets randomly  
 d. D) A group focused solely on socializing  
**Answer: B**
295. **What is the primary function of a task-oriented leader?**  
 a. A) To focus on group harmony  
 b. B) To focus on accomplishing specific tasks and goals  
 c. C) To avoid making decisions  
 d. D) To focus on individual relationships  
**Answer: B**
296. **What is the primary function of a relationship-oriented leader?**  
 a. A) To focus on individual relationships and group cohesion  
 b. B) To avoid group harmony  
 c. C) To focus solely on tasks  
 d. D) To maintain distance from group members  
**Answer: A**
297. **What is the significance of group roles?**  
 a. A) They disrupt group functioning  
 b. B) They help define individual responsibilities and expectations within the group  
 c. C) They prevent group cohesion  
 d. D) They have no impact on group dynamics  
**Answer: B**
298. **What is the impact of intergroup competition on group cohesion?**

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- a. A) It always decreases group cohesion
- b. B) It can increase group cohesion by uniting members against a common rival
- c. C) It has no impact on group cohesion
- d. D) It always leads to group conflict

e. **Answer: B**

299. **What is an example of a social role within a group?**

- a. A) Ignoring group norms
- b. B) Taking on the role of a peacemaker during conflicts
- c. C) Avoiding group responsibilities
- d. D) Acting independently of group members

e. **Answer: B**

300. **Which of the following strategies can enhance group decision-making?**

- a. A) Encouraging groupthink
- b. B) Promoting open communication and diverse viewpoints
- c. C) Ignoring dissenting opinions
- d. D) Making decisions quickly without discussion

e. **Answer: B**

301. **Which of the following best defines social cognition?**

- a. A) The study of how people think about, influence, and relate to one another.
- b. B) The study of individual behavior in social contexts.
- c. C) The process of understanding how people perceive, think about, and remember information about others.
- d. D) The influence of social interactions on personality development.

e. **Answer: C**

302. **What is a schema in the context of social cognition?**

- a. A) A mental shortcut used to make decisions quickly.
- b. B) A cognitive framework that helps organize and interpret information.
- c. C) A bias that influences social perception.
- d. D) A form of memory specific to social interactions.

e. **Answer: B**

303. **Heuristics are best described as:**

- a. A) Detailed analytical methods.
- b. B) Mental shortcuts that simplify decision-making.
- c. C) Techniques for improving memory recall.
- d. D) Structured questionnaires used in research.

e. **Answer: B**

304. **The availability heuristic refers to:**

- a. A) The ease with which we can bring an event to mind.
- b. B) The likelihood of an event based on logical analysis.
- c. C) The tendency to ignore statistical probabilities.

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- d. D) The preference for familiar over novel stimuli.
- e. **Answer: A**
305. **What is the representativeness heuristic?**
- A) Judging the frequency of an event by the ease of recalling similar instances.
  - B) Classifying something based on how similar it is to a typical case.
  - C) Overestimating the likelihood of dramatic but rare events.
  - D) Assessing probabilities based on how much one event resembles another.
- Answer: B**
306. **The term "priming" in social cognition refers to:**
- A) Enhancing memory through repetition.
  - B) The process by which recent experiences increase the accessibility of a schema, trait, or concept.
  - C) The tendency to be influenced by prior judgments.
  - D) The impact of mood on social perception.
- Answer: B**
307. **Which of the following is an example of the self-fulfilling prophecy?**
- A) Expecting someone to be unfriendly and behaving in a way that elicits unfriendly responses from them.
  - B) Believing that one's success is due to hard work and perseverance.
  - C) Attributing someone's behavior to their personality traits.
  - D) Remembering past experiences that confirm one's beliefs.
- Answer: A**
308. **What does the term "confirmation bias" mean?**
- A) The tendency to seek out information that refutes one's beliefs.
  - B) The tendency to interpret new evidence as confirmation of one's existing beliefs.
  - C) The preference for novel over familiar information.
  - D) The avoidance of information that challenges one's views.
- Answer: B**
309. **The overconfidence effect refers to:**
- A) Underestimating the difficulty of tasks.
  - B) Overestimating the accuracy of one's knowledge or predictions.
  - C) Believing that one's abilities are superior to others'.
  - D) The tendency to take unnecessary risks.
- Answer: B**
310. **Which of the following best describes the actor-observer bias?**
- A) The tendency to attribute others' actions to their personality while attributing one's own actions to situational factors.
  - B) The belief that others share one's opinions and behaviors.
  - C) The bias toward interpreting ambiguous situations in a positive manner.

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- d. D) The preference for dispositional explanations over situational ones.
- e. **Answer: A**
311. **What is the false consensus effect?**
- a. A) Overestimating the extent to which others share our beliefs and behaviors.
- b. B) Assuming that most people behave rationally.
- c. C) Believing that one's unique opinions are widely shared.
- d. D) Underestimating the diversity of others' opinions.
- Answer: A**
312. **The hindsight bias is also known as:**
- a. A) The "I knew it all along" effect.
- b. B) The tendency to overestimate one's prior knowledge.
- c. C) The tendency to revise memories after learning new information.
- d. D) The belief in one's predictive abilities.
- e. **Answer: A**
313. **What is a self-serving bias?**
- a. A) Attributing successes to internal factors and failures to external factors.
- b. B) Overestimating the role of situational factors in others' behavior.
- c. C) The tendency to underestimate one's abilities.
- d. D) The tendency to perceive oneself in an overly favorable manner.
- e. **Answer: A**
314. **Which of the following illustrates the fundamental attribution error?**
- a. A) Believing a person is rude because they are naturally mean, not considering they might be having a bad day.
- b. B) Attributing one's failure on an exam to difficult questions.
- c. C) Believing that one's success is due to luck.
- d. D) Assuming that others share one's opinions.
- e. **Answer: A**
315. **What is the "halo effect"?**
- a. A) The tendency to let an overall impression of a person influence specific judgments about them.
- b. B) The tendency to overestimate the influence of personal characteristics in others' behavior.
- c. C) The belief that attractive people possess more desirable traits.
- d. D) The assumption that one's successes are due to inherent abilities.
- e. **Answer: A**
316. **Which term describes the tendency to blame victims for their misfortune?**
- a. A) Defensive attribution
- b. B) Victim derogation
- c. C) Just-world hypothesis
- d. D) Attribution error

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- e. **Answer: C**
317. **What is the "anchoring effect"?**
- A) The tendency to rely too heavily on the first piece of information encountered.
  - B) The preference for confirmatory over contradictory information.
  - C) The tendency to overestimate the probability of vivid events.
  - D) The influence of subtle cues on decision-making.
- e. **Answer: A**
318. **Which of the following best describes "social categorization"?**
- A) The process of classifying people into groups based on similar characteristics.
  - B) The evaluation of others based on personal beliefs.
  - C) The formation of impressions based on social interactions.
  - D) The creation of stereotypes based on individual experiences.
- e. **Answer: A**
319. **The term "illusory correlation" refers to:**
- A) The perception of a relationship where none exists.
  - B) The belief that one's behavior is influenced by imagined others.
  - C) Overestimating the consistency of others' behaviors.
  - D) Underestimating the role of chance in social outcomes.
- e. **Answer: A**
320. **What is the spotlight effect?**
- A) Overestimating how much others notice and evaluate our appearance and behavior.
  - B) The belief that one's actions are the focus of others' attention.
  - C) The tendency to attribute others' actions to their disposition.
  - D) The preference for being in the center of social attention.
- e. **Answer: A**
321. **What is an attitude?**
- A) A positive or negative evaluation of an object.
  - B) A neutral stance towards any object.
  - C) A detailed description of a person.
  - D) An indifferent feeling towards an event.
- e. **Answer: A**
322. **Who described attitude as the most indispensable concept of social psychology?**
- A) Bem
  - B) Allport
  - C) Festinger
  - D) Heider
- e. **Answer: B**

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323. Which component of attitude involves a person's emotions and affect towards an object?

- a. A) Behavioral component
- b. B) Cognitive component
- c. C) Affective component
- d. D) Evaluative component

e. Answer: C

324. Which component of attitude involves how a person tends to act towards the object?

- a. A) Behavioral component
- b. B) Cognitive component
- c. C) Affective component
- d. D) Evaluative component

e. Answer: A

325. Which component of attitude involves thoughts and beliefs a person has about the object?

- a. A) Behavioral component
- b. B) Cognitive component
- c. C) Affective component
- d. D) Evaluative component

e. Answer: B

326. What term is used to describe a negative specific attitude?

- a. A) Self-esteem
- b. B) Prejudice
- c. C) Interpersonal attraction
- d. D) Love

e. Answer: B

327. What term is used to describe a positive specific attitude towards individuals?

- a. A) Prejudice
- b. B) Interpersonal attraction
- c. C) Discrimination
- d. D) Hatred

e. Answer: B

328. According to Allport, what do attitudes determine for each individual?

- a. A) What they will see and hear
- b. B) What they will think and do
- c. C) Both A and B
- d. D) None of the above

e. Answer: C

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329. **What method did Bem introduce to infer attitudes from observing behaviors?**
- a. A) Cognitive Dissonance Theory
  - b. B) Self-Perception Theory
  - c. C) Facial Feedback Theory
  - d. D) Evaluative Conditioning
- e. **Answer: B**
330. **Which study demonstrated the impact of facial expression on attitude?**
- a. A) Bem's Study
  - b. B) Chaiken & Baldwin's Study
  - c. C) Strack, Martin, & Stepper's Study
  - d. D) Festinger's Study
- e. **Answer: C**
331. **What does the vascular theory of emotion propose?**
- a. A) Attitudes are formed by cognitive processes.
  - b. B) Facial muscles influence the flow of blood to the brain, affecting mood.
  - c. C) Attitudes can change based on observed behavior.
  - d. D) Attitudes are consistent over time.
- e. **Answer: B**
332. **Which of the following is NOT a component of attitudes?**
- a. A) Affective component
  - b. B) Behavioral component
  - c. C) Cognitive component
  - d. D) Logical component
- e. **Answer: D**
333. **What type of attitude is self-esteem?**
- a. A) Affective
  - b. B) Behavioral
  - c. C) Cognitive
  - d. D) Evaluative
- e. **Answer: D**
334. **Which psychological needs can influence the formation of attitudes?**
- a. A) Social
  - b. B) Cognitive
  - c. C) Functional
  - d. D) All of the above
- e. **Answer: D**
335. **According to self-perception theory, when are we more likely to make attitude inferences?**
- a. A) When our behavior is freely chosen.

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- b. B) When we are forced to behave in a certain way.
- c. C) When observing others' behavior.
- d. D) When we are rewarded for our behavior.

e. **Answer: A**

336. **What did Chaiken & Baldwin's Study (1981) demonstrate?**

- a. A) Facial feedback hypothesis
- b. B) Self-perception theory of attitude formation
- c. C) Cognitive dissonance
- d. D) Evaluative conditioning

e. **Answer: B**

337. **What did Strack, Martin, & Stepper's Study show about cartoons?**

- a. A) Pen in teeth participants liked the cartoons more.
- b. B) Pen in lips participants liked the cartoons more.
- c. C) Pen in hand participants liked the cartoons more.
- d. D) None of the above

e. **Answer: A**

338. **What does the cognitive component of attitudes include?**

- a. A) Emotions
- b. B) Thoughts and beliefs
- c. C) Actions
- d. D) None of the above

e. **Answer: B**

339. **Which theory suggests that our behavior can cause attitudes?**

- a. A) Cognitive Dissonance Theory
- b. B) Self-Perception Theory
- c. C) Facial Feedback Theory
- d. D) Vascular Theory of Emotion

e. **Answer: B**

340. **What is prejudice considered as?**

- a. A) A positive attitude
- b. B) A neutral stance
- c. C) An attitude toward a group
- d. D) An interpersonal attraction

e. **Answer: C**

341. **What is the Mere Exposure Effect?**

- a. A. Developing more negative feelings toward objects and individuals the more we are exposed to them
- b. B. Developing more positive feelings toward objects and individuals the more we are exposed to them
- c. C. No change in feelings toward objects and individuals with exposure

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- d. D. Developing familiarity without any change in feelings  
e. **Answer: B**
342. **Which researcher is associated with the Mere Exposure Effect?**  
a. A. Robert Zajonc  
b. B. John Watson  
c. C. Ivan Pavlov  
d. D. Albert Bandura  
**Answer: A**
343. **In Zajonc's experiment, how were Chinese-like characters presented to participants?**  
a. A. In a printed book  
b. B. On a computer screen for 2 seconds each  
c. C. On flashcards for 10 seconds each  
d. D. Through an audio recording  
**Answer: B**
344. **According to the Mere Exposure Effect, familiarity generally breeds:**  
a. A. Contempt  
b. B. Neutral feelings  
c. C. Positive attitudes  
d. D. Anxiety  
**Answer: C**
345. **In Mita, Dermer, and Knight's (1977) experiment, participants preferred which type of photo?**  
a. A. Actual print  
b. B. Mirror image  
c. C. Artistic rendition  
d. D. No preference  
**Answer: B**
346. **What is Classical Conditioning in the context of attitude formation?**  
a. A. Learning through observation  
b. B. Learning through association  
c. C. Learning through trial and error  
d. D. Learning through innate behaviors  
**Answer: B**
347. **Who first investigated Classical Conditioning in association with attitude?**  
a. A. Aarther & Carolyn Staats  
b. B. Robert Zajonc  
c. C. B.F. Skinner  
d. D. Albert Bandura  
**Answer: A**

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348. **What did the study by Staats and Staats (1958) pair with different nationalities?**
- A. Colors
  - B. Positive and negative words
  - C. Pictures of animals
  - D. Music notes
- Answer: B**
349. **Subliminal conditioning occurs in the absence of:**
- A. Visual stimuli
  - B. Auditory stimuli
  - C. Conscious awareness of the stimuli
  - D. Any emotional response
- Answer: C**
350. **In Krosnick et al. (1992) study, what preceded the slide photos of a stranger?**
- A. Positive and negative images presented subliminally
  - B. Audio clips of positive and negative words
  - C. Brief video clips of the stranger
  - D. A written description of the stranger
- Answer: A**
351. **Operant conditioning involves:**
- A. Learning through observation
  - B. Learning through rewards and punishments
  - C. Learning through association
  - D. Learning through innate behaviors
- Answer: B**
352. **Who is most associated with the theory of Operant Conditioning?**
- A. B.F. Skinner
  - B. Ivan Pavlov
  - C. Albert Bandura
  - D. Sigmund Freud
- Answer: A**
353. **According to the text, which method is stronger for attitude formation when little knowledge is available about the attitude object?**
- A. Classical conditioning with aversive stimuli
  - B. Mere exposure
  - C. Operant conditioning
  - D. Observational learning
- Answer: A**
354. **Which experiment showed that participants rate assertiveness based on cognitive difficulty?**

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355. **The tendency to judge the frequency of an event by how easily it comes to mind is known as:**

- A. Availability Heuristic
- B. Anchoring Heuristic
- C. Representativeness Heuristic
- D. Adjustment Heuristic

**Answer: A**

356. **What did Plous (1989) study about nuclear war illustrate?**

- A. Availability Heuristic
- B. Anchoring and Adjustment Heuristic
- C. Mere Exposure Effect
- D. Classical Conditioning

**Answer: B**

357. **Which theory suggests attitudes are formed without any action or beliefs about the object?**

- A. Classical Conditioning
- B. Mere Exposure
- C. Operant Conditioning
- D. Social Learning

**Answer: B**

358. **What type of conditioning occurs with subliminal messages?**

- A. Classical Conditioning
- B. Operant Conditioning
- C. Mere Exposure
- D. Observational Learning

**Answer: A**

359. **The study by Mita, Dermer, & Knight (1977) on photo preferences is an example of:**

- A. Mere Exposure Effect
- B. Classical Conditioning
- C. Operant Conditioning
- D. Social Learning

**Answer: A**

360. **Attitudes formed through Operant Conditioning are influenced by:**

- A. Mere repetition

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- b. B. Positive or negative reinforcement
- c. C. Neutral stimuli
- d. D. Random events

**Answer: B**  
 361. **What concept did LaPierre's 1934 study primarily question?**

- a. A) Cognitive dissonance
- b. B) Attitude-behavior consistency
- c. C) Social conformity
- d. D) Groupthink

**Answer: B) Attitude-behavior consistency**

362. **What percentage of hotels refused to serve LaPierre's Chinese companions in the 1934 study?**

- a. A) 10%
- b. B) 25%
- c. C) 1.5%
- d. D) 50%

**Answer: C) 1.5%**

363. **What was the general public's response to serving Chinese people, according to LaPierre's follow-up letter?**

- a. A) 50% would refuse
  - b. B) 90% would refuse
  - c. C) 10% would refuse
  - d. D) 75% would refuse
- Answer: B) 90% would refuse**

364. **Which factor does NOT affect the attitude-behavior relationship?**

- a. A) Specificity
  - b. B) Private vs. public self-awareness
  - c. C) Attitude strength
  - d. D) Social loafing
- Answer: D) Social loafing**

365. **What does greater personal involvement with an attitude object typically lead to?**

- a. A) Weaker attitude
- b. B) No change in attitude
- c. C) Stronger attitude
- d. D) Change in behavior only

**Answer: C) Stronger attitude**

366. **In the context of attitude and behavior, what does 'specificity' refer to?**

- a. A) The generalizability of attitudes
- b. B) The detail and precision of the attitude measurement

- c. C) The overall attitude towards a group  
 d. D) The time lapse between attitude measurement and behavior  
 e. **Answer: B) The detail and precision of the attitude measurement**
367. **What does higher test-retest reliability indicate in the context of attitudes?**  
 a. A) Greater attitude change over time  
 b. B) Stability of attitudes over time  
 c. C) Public influence on private attitudes  
 d. D) Reduced self-awareness  
**Answer: B) Stability of attitudes over time**
368. **What type of self-awareness leads people to behave in line with their own attitudes?**  
 a. A) Public self-awareness  
 b. B) Private self-awareness  
 c. C) Social self-awareness  
 d. D) Group self-awareness  
**Answer: B) Private self-awareness**
369. **What did William Froming et al.'s (1982) study on physical punishment attitudes find?**  
 a. A) Private self-awareness did not affect behavior  
 b. B) Public self-awareness led to less severe punishments  
 c. C) Public self-awareness led to more severe punishments  
 d. D) Both private and public self-awareness did not affect behavior  
**Answer: C) Public self-awareness led to more severe punishments**
370. **In Froming et al.'s study, how did participants behave under the mirror condition?**  
 a. A) They administered more intense shocks  
 b. B) They administered less intense shocks  
 c. C) Their behavior was unaffected  
 d. D) They refused to administer shocks  
**Answer: B) They administered less intense shocks**
371. **Which condition typically leads to higher attitude-behavior consistency?**  
 a. A) Public self-awareness  
 b. B) Low attitude strength  
 c. C) Greater information about the attitude object  
 d. D) Vague attitudes  
**Answer: C) Greater information about the attitude object**
372. **What type of experience strengthens people's attitudes more?**  
 a. A) Indirect experience  
 b. B) Observational experience  
 c. C) Direct experience

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- d. D) Hypothetical experience  
 e. **Answer: C) Direct experience**
373. **In the context of attitudes, what does 'accessibility' refer to?**  
 a. A) How often the attitude is activated in the mind  
 b. B) How publicly the attitude is expressed  
 c. C) The ease of retrieving the attitude from memory  
 d. D) The overall strength of the attitude  
**Answer: C) The ease of retrieving the attitude from memory**
374. **Which theory suggests we infer our attitudes from observing our own behaviors?**  
 a. A) Social identity theory  
 b. B) Cognitive dissonance theory  
 c. C) Self-perception theory  
 d. D) Theory of planned behavior  
**Answer: C) Self-perception theory**
375. **What did Chaiken & Baldwin's (1981) study demonstrate about weak proenvironment attitudes?**  
 a. A) They are more stable over time  
 b. B) They are more susceptible to change  
 c. C) They do not affect behavior  
 d. D) They lead to stronger proenvironment behavior  
**Answer: B) They are more susceptible to change**
376. **What does the facial feedback hypothesis suggest?**  
 a. A) Facial expressions do not affect emotions  
 b. B) Facial expressions can influence attitudes  
 c. C) Facial expressions are unrelated to attitudes  
 d. D) Attitudes only affect facial expressions  
**Answer: B) Facial expressions can influence attitudes**
377. **What impact did pronouncing vowel sounds have on mood in the vascular theory of emotion study?**  
 a. A) No impact on mood  
 b. B) Increased positive mood  
 c. C) Decreased negative mood  
 d. D) Both increased positive and decreased negative mood  
**Answer: D) Both increased positive and decreased negative mood**
378. **What effect did sitting upright at a normal-height table have in the Stepper & Strack (1993) study?**  
 a. A) It promoted negative mood  
 b. B) It determined positive attitude levels  
 c. C) It had no impact on mood

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- d. D) It decreased positive attitude levels
- e. **Answer: B) It determined positive attitude levels**
379. **Which of the following can lead to changes in attitudes based on psychological needs?**
- a. A) Passive attitude theory
  - b. B) Functional attitude theory
  - c. C) Cognitive dissonance theory
  - d. D) Theory of planned behavior
- Answer: B) Functional attitude theory**

380. **What is a practical application of understanding the relationship between attitudes and behaviors?**
- a. A) Designing ineffective communication strategies
  - b. B) Promoting inconsistency in public policies
  - c. C) Creating interventions to change behaviors
  - d. D) Ignoring attitude-behavior relationships
- Answer: C) Creating interventions to change behaviors**

381. **Which theory suggests that people change their attitudes to match their behavior when there is inconsistency?**
- a. A) Cognitive Dissonance Theory
  - b. B) Self-Perception Theory
  - c. C) Balance Theory
  - d. D) Social Learning Theory
- Answer: A) Cognitive Dissonance Theory**

382. **According to Cognitive Dissonance Theory, dissonance is most powerful when it involves which of the following?**
- a. A) Minor beliefs
  - b. B) Major beliefs
  - c. C) Public commitments
  - d. D) Private commitments
- Answer: B) Major beliefs**

383. **Which of the following strategies can reduce cognitive dissonance?**
- a. A) Changing the conflicting behavior
  - b. B) Changing the conflicting belief
  - c. C) Adding new cognitions
  - d. D) All of the above
- Answer: D) All of the above**

384. **The principle of effort justification suggests that people are likely to attribute greater value to an outcome if they have:**
- a. A) Achieved it with minimal effort
  - b. B) Achieved it with significant effort

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- c. C) Achieved it through a group effort
- d. D) Achieved it by chance
- e. **Answer: B) Achieved it with significant effort**

385. **What is the term for changing one's behavior to match the responses of others?**

- a. A) Compliance
- b. B) Conformity
- c. C) Obedience
- d. D) Persuasion
- e. **Answer: B) Conformity**

386. **In the context of persuasion, which route involves careful and thoughtful consideration of the arguments presented?**

- a. A) Central route
- b. B) Peripheral route
- c. C) Direct route
- d. D) Indirect route
- e. **Answer: A) Central route**

387. **Which concept refers to the motivation to change one's attitude when a person feels that their freedom to choose is threatened?**

- a. A) Reactance
- b. B) Compliance
- c. C) Obedience
- d. D) Social proof
- e. **Answer: A) Reactance**

388. **The effectiveness of a persuasive message can be influenced by which of the following factors?**

- a. A) The source of the message
- b. B) The message content
- c. C) The audience characteristics
- d. D) All of the above
- e. **Answer: D) All of the above**

389. **Which theory posits that people infer their attitudes from their behavior when their attitudes are weak or ambiguous?**

- a. A) Self-Perception Theory
- b. B) Cognitive Dissonance Theory
- c. C) Balance Theory
- d. D) Social Learning Theory
- e. **Answer: A) Self-Perception Theory**

390. **According to the Elaboration Likelihood Model, which route of persuasion is more likely to create lasting attitude change?**

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- a. A) Central route
- b. B) Peripheral route
- c. C) Direct route
- d. D) Indirect route
- e. **Answer: A) Central route**

391. **What is the term for a message that presents arguments that are both for and against a particular issue?**

- a. A) One-sided message
- b. B) Two-sided message
- c. C) Balanced message
- d. D) Biased message
- e. **Answer: B) Two-sided message**

392. **Which type of appeal focuses on generating fear to change attitudes?**

- a. A) Rational appeal
- b. B) Emotional appeal
- c. C) Fear appeal
- d. D) Social appeal
- e. **Answer: C) Fear appeal**

393. **When people are influenced by incidental cues, such as a speaker's attractiveness, they are using the:**

- a. A) Central route to persuasion
- b. B) Peripheral route to persuasion
- c. C) Direct route to persuasion
- d. D) Indirect route to persuasion
- e. **Answer: B) Peripheral route to persuasion**

394. **What is the phenomenon where people are more likely to comply with a large request if they have first agreed to a smaller, related request?**

- a. A) Foot-in-the-door technique
- b. B) Door-in-the-face technique
- c. C) Lowball technique
- d. D) That's-not-all technique
- e. **Answer: A) Foot-in-the-door technique**

395. **Which persuasion technique involves making a large request that is likely to be refused in order to increase the chances of agreeing to a smaller request?**

- a. A) Foot-in-the-door technique
- b. B) Door-in-the-face technique
- c. C) Lowball technique
- d. D) That's-not-all technique
- e. **Answer: B) Door-in-the-face technique**

396. **The Sleeper Effect refers to the phenomenon where:**

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- a. A) People forget the source of a message faster than the message itself  
 b. B) People remember the message but forget the source  
 c. C) People are persuaded by messages they hear while asleep  
 d. D) People are more persuaded by messages delivered by celebrities  
 e. **Answer: A)** People forget the source of a message faster than the message itself
397. **Which of the following is a factor that increases the effectiveness of fear appeals?**  
 a. A) The threat is perceived as severe  
 b. B) The threat is perceived as irrelevant  
 c. C) The audience feels powerless to prevent the threat  
 d. D) The audience is not personally affected by the threat  
 e. **Answer: A)** The threat is perceived as severe
398. **Which theory explains attitude change due to efforts to maintain self-consistency?**  
 a. A) Self-Perception Theory  
 b. B) Cognitive Dissonance Theory  
 c. C) Social Identity Theory  
 d. D) Balance Theory  
 e. **Answer: B)** Cognitive Dissonance Theory
399. **What is the term for the reduction in persuasive impact when a persuasive message is repeated multiple times?**  
 a. A) Persuasive saturation  
 b. B) Wear-out effect  
 c. C) Repetition compulsion  
 d. D) Message fatigue  
 e. **Answer: B)** Wear-out effect
400. **Which factor is NOT typically considered part of the source credibility in persuasion?**  
 a. A) Expertise  
 b. B) Trustworthiness  
 c. C) Attractiveness  
 d. D) Similarity  
 e. **Answer: D)** Similarity
401. **What is the central route to persuasion?**  
 a. A. A method involving high elaboration where individuals carefully process the content of a message.  
 b. B. A method involving low elaboration where individuals are influenced by superficial cues.  
 c. C. A method that uses fear to change attitudes.  
 d. D. A method that relies on the attractiveness of the communicator.

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- e. **Answer: A**
402. **Which of the following is an example of the peripheral route to persuasion?**
- A. Analyzing the arguments in a political speech.
  - B. Being influenced by a celebrity endorsement.
  - C. Critically evaluating scientific evidence.
  - D. Discussing the merits of a new policy with friends.
- e. **Answer: B**
403. **What is the role of motivation in the elaboration likelihood model (ELM)?**
- A. It determines the attractiveness of the communicator.
  - B. It affects whether a person will engage in central or peripheral processing.
  - C. It ensures the message is remembered.
  - D. It has no impact on attitude change.
- e. **Answer: B**
404. **In the context of attitude change, what is 'cognitive dissonance'?**
- A. A state of harmony between attitudes and behaviors.
  - B. A state of discomfort arising from holding conflicting attitudes.
  - C. A method of persuasion using logical arguments.
  - D. A technique involving repeated exposure to a stimulus.
- e. **Answer: B**
405. **Which factor increases the likelihood of using the central route to persuasion?**
- A. Low personal relevance of the topic.
  - B. High need for cognition.
  - C. Presence of an attractive communicator.
  - D. High emotional appeal.
- e. **Answer: B**
406. **What is an 'attitude inoculation'?**
- A. Strengthening an attitude by exposing it to weak counterarguments.
  - B. Changing an attitude by exposing it to strong arguments.
  - C. A method of persuading using repetitive messages.
  - D. Reducing cognitive dissonance by aligning attitudes and behaviors.
- e. **Answer: A**
407. **What effect does 'source credibility' have in the peripheral route to persuasion?**
- A. It has no impact on persuasion.
  - B. It enhances the persuasiveness of the message.
  - C. It detracts from the message's persuasiveness.
  - D. It is only effective in the central route to persuasion.
- e. **Answer: B**
408. **Which of the following is true about fear appeals?**

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- a. A. They are always effective regardless of the audience.  
 b. B. They work best when they include a solution to the fear-inducing problem.  
 c. C. They are less effective than positive appeals.  
 d. D. They only work on highly educated audiences.

e. **Answer: B**

409. **What is the 'sleeper effect' in persuasion?**

- a. A. Immediate acceptance of a persuasive message.  
 b. B. Delayed increase in the impact of a persuasive message.  
 c. C. Reduced impact of a message over time.  
 d. D. Instant rejection of a persuasive message.

e. **Answer: B**

410. **Which is an example of using the foot-in-the-door technique?**

- a. A. Asking for a large donation before asking for a small one.  
 b. B. Offering a small request followed by a larger one.  
 c. C. Making a high offer and then reducing it.  
 d. D. Starting with a small offer and then increasing it gradually.

e. **Answer: B**

411. **Which route to persuasion is likely used if a person is persuaded by the length of the message?**

- a. A. Central route.  
 b. B. Peripheral route.  
 c. C. Cognitive route.  
 d. D. Emotional route.

e. **Answer: B**

412. **How does social proof influence persuasion?**

- a. A. It involves using logical arguments to change attitudes.  
 b. B. It relies on the behavior and opinions of others to shape attitudes.  
 c. C. It uses threats and intimidation to change attitudes.  
 d. D. It focuses on changing deeply held beliefs through discussion.

e. **Answer: B**

413. **What is the effect of repeated exposure to a persuasive message?**

- a. A. It generally decreases persuasion.  
 b. B. It has no impact on persuasion.  
 c. C. It increases the likelihood of persuasion.  
 d. D. It depends on the complexity of the message.

e. **Answer: C**

414. **In attitude change, what is the significance of 'message framing'?**

- a. A. Presenting a message in a positive or negative light to influence attitudes.  
 b. B. Using complex language to persuade.  
 c. C. Ensuring the message is long and detailed.

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- d. D. Presenting the message with visual aids.
- e. **Answer: A**
415. **What does the 'boomerang effect' refer to in persuasion?**
- a. A. An increase in attitude change in the intended direction.
- b. B. An increase in attitude change in the opposite direction.
- c. C. No change in attitude.
- d. D. Temporary change in attitude.
- Answer: B**
416. **What is the 'recency effect' in persuasion?**
- a. A. The first information presented has the most influence.
- b. B. The last information presented has the most influence.
- c. C. Both the first and last information are equally influential.
- d. D. Information presented in the middle has the most influence.
- e. **Answer: B**
417. **What role does 'message clarity' play in attitude change?**
- a. A. Clear messages are less persuasive.
- b. B. Clarity does not affect persuasion.
- c. C. Clear messages are more persuasive.
- d. D. Ambiguous messages are more persuasive.
- e. **Answer: C**
418. **How does self-efficacy influence the effectiveness of persuasive messages?**
- a. A. Low self-efficacy increases persuasion.
- b. B. High self-efficacy decreases persuasion.
- c. C. High self-efficacy increases the likelihood of adopting the message.
- d. D. Self-efficacy has no impact on persuasion.
- e. **Answer: C**
419. **Which method is most likely to change a person's deeply held beliefs?**
- a. A. Peripheral route to persuasion.
- b. B. Central route to persuasion.
- c. C. Repeated exposure to messages.
- d. D. Fear appeals.
- e. **Answer: B**
420. **What is the 'elaboration likelihood model' (ELM) primarily concerned with?**
- a. A. The methods of measuring attitudes.
- b. B. The processes of attitude change.
- c. C. The formation of new attitudes.
- d. D. The effects of repeated messaging.
- e. **Answer: B**
421. **Which theory suggests that intergroup intolerance is influenced by the categorization of individuals into 'we' and 'they'?**

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- a. a) Social Identity Theory
- b. b) Realistic Conflict Theory
- c. c) Social Learning Theory
- d. d) Cognitive Dissonance Theory
- e. **Answer: a) Social Identity Theory**

422. **Which of the following is NOT a cognitive component of intergroup bias?**

- a. a) Stereotyping
- b. b) Attribution Errors
- c. c) Scapegoating
- d. d) Categorization
- e. **Answer: c) Scapegoating**

423. **Prejudice is often linked with which type of discrimination?**

- a. a) Institutional
- b. b) Interpersonal
- c. c) Both a and b
- d. d) None of the above
- e. **Answer: c) Both a and b**

424. **Which method is used to change strongly held views through gradual exposure to opposing views?**

- a. a) Cognitive Dissonance
- b. b) Successive Approximation
- c. c) Direct Persuasion
- d. d) Subliminal Messaging
- e. **Answer: b) Successive Approximation**

425. **According to the document, what is the primary purpose of practical applications of attitude and behavior change principles?**

- a. a) Creating advertisements
- b. b) Public relations
- c. c) Education and propaganda
- d. d) All of the above
- e. **Answer: d) All of the above**

426. **What type of bias involves favoring one's own group over others?**

- a. a) Outgroup Homogeneity Bias
- b. b) Ingroup Favoritism
- c. c) Fundamental Attribution Error
- d. d) Self-Serving Bias
- e. **Answer: b) Ingroup Favoritism**

427. **Which psychological theory is associated with the heightened susceptibility of young people to persuasion?**

- a. a) Impressionable Years Hypothesis

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- b. b) Life Stance Hypothesis
- c. c) Cognitive Dissonance Theory
- d. d) Elaboration Likelihood Model

e. **Answer: a) Impressionable Years Hypothesis**  
 428. **What does the Life Stance Hypothesis propose about attitude change?**

- a. a) It is more common in young and elderly individuals.
  - b. b) It is resistant in middle-aged adults.
  - c. c) Both a and b
  - d. d) Neither a nor b
- e. **Answer: c) Both a and b**

429. **Which of the following factors is NOT listed as influencing the strength of attitudes?**

- a. a) Information
  - b. b) Knowledge
  - c. c) Involvement
  - d. d) Personality Traits
- e. **Answer: d) Personality Traits**

430. **Central processing of messages is most likely to occur under which condition?**

- a. a) Low Need for Cognition (NFC)
  - b. b) Positive Mood
  - c. c) Message Personal Relevance
  - d. d) Communicator Speaking Rapidly
- e. **Answer: c) Message Personal Relevance**

431. **Peripheral processing of messages is characterized by relying on:**

- a. a) Detailed Analysis
  - b. b) Incidental Cues
  - c. c) Strong Arguments
  - d. d) Emotional Appeals
- e. **Answer: b) Incidental Cues**

432. **According to the lesson, what is the role of public relations firms in attitude change?**

- a. a) To create negative propaganda
  - b. b) To establish public image
  - c. c) To change deeply held beliefs
  - d. d) To promote products only
- e. **Answer: b) To establish public image**

433. **What is cognitive dissonance?**

- a. a) A state of harmony between attitudes and behaviors
- b. b) A psychological discomfort caused by inconsistent thoughts and behaviors

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- c. c) A change in behavior due to direct persuasion  
 d. d) A method of reducing prejudice  
 e. **Answer: b) A psychological discomfort caused by inconsistent thoughts and behaviors**
434. **Which of the following is an example of institutional discrimination?**  
 a. a) A company not hiring people of a certain ethnicity  
 b. b) A person making derogatory remarks  
 c. c) A group forming negative stereotypes  
 d. d) A student not interacting with peers from different backgrounds  
 e. **Answer: a) A company not hiring people of a certain ethnicity**
435. **What is the goal of creating common group identity in workplaces?**  
 a. a) To increase productivity  
 b. b) To promote equality and reduce bias  
 c. c) To enforce strict policies  
 d. d) To segregate different cultures  
 e. **Answer: b) To promote equality and reduce bias**
436. **Which of the following is a motivational component of intergroup bias?**  
 a. a) Social Categorization  
 b. b) Self-Esteem  
 c. c) Stereotyping  
 d. d) Cognitive Dissonance  
 e. **Answer: b) Self-Esteem**
437. **Which statement best describes the central route to persuasion?**  
 a. a) It relies on superficial cues.  
 b. b) It involves careful scrutiny of message content.  
 c. c) It is only effective for unimportant messages.  
 d. d) It is resistant to counterarguments.  
 e. **Answer: b) It involves careful scrutiny of message content.**
438. **What effect does a positive mood have on message processing?**  
 a. a) It enhances central route processing.  
 b. b) It favors peripheral route processing.  
 c. c) It has no impact on message processing.  
 d. d) It reduces message recall.  
 e. **Answer: b) It favors peripheral route processing.**
439. **Which method emphasizes individual uniqueness to reduce in-group bias?**  
 a. a) One-Category Manipulation  
 b. b) Two-Group Representation  
 c. c) Individual Uniqueness Manipulation  
 d. d) Superordinate Categorization  
 e. **Answer: c) Individual Uniqueness Manipulation**

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440. Which component is most associated with the resistance to attitude change in adults?

- a. a) Emotional Attachment
- b. b) Cognitive Dissonance
- c. c) Strong Attitudes
- d. d) Low Involvement
- e. **Answer: c) Strong Attitudes**

441. Which concept describes the tendency to favor one's own group over others?

- a. a) Stereotyping
- b. b) Discrimination
- c. c) Ingroup favoritism
- d. d) Outgroup bias
- e. **Answer: c) Ingroup favoritism**

442. What term refers to unjustified negative behavior toward a group or its members?

- a. a) Prejudice
- b. b) Stereotyping
- c. c) Ingroup bias
- d. d) Discrimination
- e. **Answer: d) Discrimination**

443. Which theory explains prejudice as an outgrowth of competition between groups for scarce resources?

- a. a) Social Identity Theory
- b. b) Realistic Conflict Theory
- c. c) Cognitive Dissonance Theory
- d. d) Attribution Theory
- e. **Answer: b) Realistic Conflict Theory**

444. According to social psychologists, which is NOT a component of prejudice?

- a. a) Cognitive
- b. b) Behavioral
- c. c) Affective
- d. d) Motivational
- e. **Answer: d) Motivational**

445. What is the phenomenon called when people are more likely to favor members of their own group?

- a. a) Ingroup favoritism
- b. b) Outgroup homogeneity
- c. c) Ethnocentrism
- d. d) Scapegoating
- e. **Answer: a) Ingroup favoritism**

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446. What effect describes the perception of outgroup members as more similar to one another than ingroup members?

- a. a) Ingroup favoritism
- b. b) Outgroup homogeneity effect
- c. c) Group polarization
- d. d) Social identity effect
- e. **Answer: b) Outgroup homogeneity effect**

447. What is the term for overgeneralized beliefs about a group of people?

- a. a) Discrimination
- b. b) Stereotyping
- c. c) Prejudice
- d. d) Ethnocentrism
- e. **Answer: b) Stereotyping**

448. Which concept involves directing hostility or aggression toward members of outgroups?

- a. a) Outgroup bias
- b. b) Ingroup favoritism
- c. c) Scapegoating
- d. d) Stereotyping
- e. **Answer: c) Scapegoating**

449. What is the psychological phenomenon where increased contact between groups reduces prejudice?

- a. a) Contact hypothesis
- b. b) Social facilitation
- c. c) Group polarization
- d. d) Ingroup bias reduction
- e. **Answer: a) Contact hypothesis**

450. Which strategy involves creating a shared identity to reduce intergroup bias?

- a. a) Superordinate goals
- b. b) Mutual interdependence
- c. c) Common ingroup identity model
- d. d) Decategorization
- e. **Answer: c) Common ingroup identity model**

451. What is the practice of assigning individuals to groups based on an arbitrary characteristic known as?

- a. a) Social categorization
- b. b) Social identity
- c. c) Minimal group paradigm
- d. d) Group cohesion
- e. **Answer: c) Minimal group paradigm**

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452. Which form of prejudice involves negative attitudes or behaviors based on a person's sex?

- a. a) Racism
- b. b) Ageism
- c. c) Sexism
- d. d) Ableism
- e. **Answer: c) Sexism**

453. What does the term 'stereotype threat' refer to?

- a. a) The fear of conforming to negative stereotypes about one's group
- b. b) The act of discriminating against an outgroup
- c. c) The process of social categorization
- d. d) The belief in outgroup homogeneity
- e. **Answer: a) The fear of conforming to negative stereotypes about one's group**

454. What is the effect of being aware of negative stereotypes on performance called?

- a. a) Stereotype lift
- b. b) Stereotype threat
- c. c) Stereotype activation
- d. d) Stereotype suppression
- e. **Answer: b) Stereotype threat**

455. What refers to the unjust treatment of individuals based on their group membership?

- a. a) Discrimination
- b. b) Prejudice
- c. c) Stereotyping
- d. d) Ethnocentrism
- e. **Answer: a) Discrimination**

456. Which concept involves the emotional component of prejudicial attitudes?

- a. a) Cognitive bias
- b. b) Stereotyping
- c. c) Affective prejudice
- d. d) Discrimination
- e. **Answer: c) Affective prejudice**

457. What is the term for changing one's behavior in response to social norms or expectations?

- a. a) Conformity
- b. b) Obedience
- c. c) Compliance
- d. d) Conformity and obedience
- e. **Answer: a) Conformity**

458. Which factor does NOT typically contribute to the formation of prejudice?

- a. a) Social learning
- b. b) Personality traits
- c. c) Genetic predisposition
- d. d) Economic competition

e. **Answer: c) Genetic predisposition**

459. What is an example of institutional discrimination?

- a. a) Personal bias against a group
- b. b) Policies that disadvantage a particular group
- c. c) Social norms that favor one group
- d. d) Individual acts of aggression against a group

e. **Answer: b) Policies that disadvantage a particular group**

460. Which term refers to the belief in the superiority of one's own ethnic group?

- a. a) Ethnocentrism
- b. b) Racism
- c. c) Nationalism
- d. d) Cultural bias

e. **Answer: a) Ethnocentrism**

461. What is social facilitation?

- a. A) Improvement in individual performance when working with others
- b. B) Decrease in individual performance when working with others
- c. C) Preference for working alone
- d. D) Lack of motivation in group settings

e. **Answer: A**

462. Which theory explains why people conform to group norms?

- a. A) Cognitive Dissonance Theory
- b. B) Social Comparison Theory
- c. C) Social Identity Theory
- d. D) Normative Social Influence

e. **Answer: D**

463. What is the main idea behind the bystander effect?

- a. A) People are more likely to help when others are present
- b. B) People are less likely to help when others are present
- c. C) People help equally regardless of the number of bystanders
- d. D) Bystanders always help in emergencies

e. **Answer: B**

464. What is the fundamental attribution error?

- a. A) Overestimating situational factors in others' behavior
- b. B) Underestimating dispositional factors in others' behavior
- c. C) Overestimating dispositional factors in others' behavior

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- d. D) Attributing one's own behavior to external factors  
 e. **Answer: C**
465. **Which concept involves adjusting one's behavior to align with group standards?**  
 a. A) Obedience  
 b. B) Compliance  
 c. C) Conformity  
 d. D) Persuasion  
**Answer: C**
466. **In the context of social psychology, what does the term "ingroup" refer to?**  
 a. A) A group to which an individual does not belong  
 b. B) A group to which an individual belongs  
 c. C) A group that is disliked by others  
 d. D) A group that includes everyone  
**Answer: B**
467. **What is cognitive dissonance?**  
 a. A) Harmony between attitudes and behavior  
 b. B) Discomfort due to conflicting attitudes and behavior  
 c. C) Change in behavior to match attitudes  
 d. D) Lack of awareness of attitudes  
**Answer: B**
468. **What does the term "stereotype" refer to?**  
 a. A) A positive view of all group members  
 b. B) A negative action towards individuals  
 c. C) A generalized belief about a group of people  
 d. D) A specific behavior towards an individual  
**Answer: C**
469. **Which experiment is associated with the study of obedience to authority?**  
 a. A) Asch's Conformity Experiment  
 b. B) Milgram's Obedience Experiment  
 c. C) Zimbardo's Stanford Prison Experiment  
 d. D) Bandura's Bobo Doll Experiment  
**Answer: B**
470. **What is the main focus of social identity theory?**  
 a. A) Personal identity  
 b. B) Group identity  
 c. C) Individual behavior  
 d. D) Cultural identity  
**Answer: B**
471. **Which phenomenon describes the loss of self-awareness in groups?**

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- a. A) Social loafing
- b. B) Deindividuation
- c. C) Groupthink
- d. D) Polarization
- e. **Answer: B**

472. **What does the term "altruism" mean in social psychology?**

- a. A) Helping others for personal gain
- b. B) Helping others with no expectation of reward
- c. C) Ignoring others in need
- d. D) Competing with others for resources
- e. **Answer: B**

473. **What is the primary outcome of group polarization?**

- a. A) Increased diversity of opinions
- b. B) Strengthening of the group's prevailing opinions
- c. C) Neutralization of group opinions
- d. D) Decrease in group cohesion
- e. **Answer: B**

474. **Which term refers to unjustified negative behavior toward a group?**

- a. A) Prejudice
- b. B) Discrimination
- c. C) Stereotype
- d. D) Aggression
- e. **Answer: B**

475. **What is the main concept of the elaboration likelihood model?**

- a. A) Different ways people process persuasive information
- b. B) How people form first impressions
- c. C) How attitudes are formed
- d. D) How group norms develop
- e. **Answer: A**

476. **What is social loafing?**

- a. A) Increased effort in group tasks
- b. B) Reduced effort when working in groups
- c. C) Individual accountability in groups
- d. D) Conflict within groups
- e. **Answer: B**

477. **Which term describes the fear of confirming negative stereotypes about one's group?**

- a. A) Social facilitation
- b. B) Stereotype threat
- c. C) Social inhibition

# E-FUTURE LEARNING

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- d. D) Groupthink
- e. **Answer: B**
478. **Which factor increases the likelihood of groupthink?**
- a. A) Diverse group membership
- b. B) Strong, directive leadership
- c. C) Open debate and discussion
- d. D) Individual decision-making
- Answer: B**
479. **What is the primary effect of the mere exposure effect?**
- a. A) Increased liking due to repeated exposure
- b. B) Decreased liking due to repeated exposure
- c. C) No change in attitude due to exposure
- d. D) Negative reaction to unfamiliar stimuli
- e. **Answer: A**
480. **What is the focus of the social exchange theory?**
- a. A) Economic transactions between groups
- b. B) Cost-benefit analysis of social relationships
- c. C) Exchange of cultural practices
- d. D) Redistribution of social resources
- e. **Answer: B**
481. **What is the social exchange theory?**
- a. A) The theory that our social behavior is an exchange process aimed at maximizing benefits and minimizing costs
- b. B) The idea that people help others out of pure altruism
- c. C) The tendency for people to exert less effort when they pool their efforts toward a common goal
- d. D) The theory that prejudice offers an outlet for anger by providing someone to blame
- e. **Answer: A**
482. **Which concept involves changing one's behavior to match the responses or actions of others, to fit in with those around us?**
- a. A) Social facilitation
- b. B) Conformity
- c. C) Altruism
- d. D) Cognitive dissonance
- e. **Answer: B**
483. **What is the name of the phenomenon where people tend to overestimate the role of personal factors and underestimate the impact of situations in analyzing the behaviors of others?**
- a. A) Cognitive dissonance

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b. B) Self-serving bias  
 c. C) Fundamental attribution error  
 d. D) Actor-observer bias  
 e. **Answer: C**  
 484. **Which term refers to the discomfort we feel when our beliefs and behaviors are inconsistent?**

- a. A) Conformity
- b. B) Cognitive dissonance
- c. C) Social facilitation
- d. D) Groupthink
- e. **Answer: B**

485. **What is group polarization?**

- a. A) The tendency of group members to move to an extreme position after discussing an issue as a group
- b. B) The loss of self-awareness and self-restraint in group situations
- c. C) The tendency to exert less effort when working in a group
- d. D) The enhancement of a group's prevailing inclinations through discussion within the group
- e. **Answer: A**

486. **What is the bystander effect?**

- a. A) The tendency for any given bystander to be less likely to give aid if other bystanders are present
- b. B) The tendency to perform better on tasks when others are watching
- c. C) The influence of other people that leads us to conform in order to be liked and accepted by them
- d. D) The tendency for people to exert less effort when they pool their efforts toward a common goal
- e. **Answer: A**

487. **Which phenomenon describes the tendency for people to exert less effort when working in a group than when working alone?**

- a. A) Social facilitation
- b. B) Social loafing
- c. C) Group polarization
- d. D) Groupthink
- e. **Answer: B**

488. **What is the main idea of the social identity theory?**

- a. A) People define themselves based on their individual achievements
- b. B) People define themselves based on the groups to which they belong
- c. C) People's behavior is determined solely by their personality traits
- d. D) People's attitudes and beliefs are influenced only by their family environment

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- e. **Answer: B**
489. **What is deindividuation?**
- A) The loss of self-awareness and self-restraint occurring in group situations that foster arousal and anonymity
  - B) The tendency for group members to conform, resulting in a narrow view of some issue
  - C) The tendency to perform better on tasks when others are watching
  - D) The tendency for groups to make riskier decisions than individuals would
- Answer: A**
490. **Which term describes the improvement in individual performance when working with others rather than alone?**
- A) Social loafing
  - B) Social facilitation
  - C) Groupthink
  - D) Social inhibition
- Answer: B**
491. **What does the term "ingroup bias" refer to?**
- A) A preference for one's own group over other groups
  - B) A negative attitude toward members of another group
  - C) The tendency to conform to the opinions of others in a group
  - D) The loss of self-awareness in group settings
- Answer: A**
492. **Which phenomenon is described by the phrase "the tendency to attribute others' behaviors to their dispositions and our own behaviors to our situations"?**
- A) Fundamental attribution error
  - B) Actor-observer bias
  - C) Self-serving bias
  - D) Cognitive dissonance
- Answer: B**
493. **What is the main idea behind the theory of cognitive dissonance?**
- A) People change their attitudes to match their behaviors to reduce discomfort
  - B) People conform to group norms to avoid rejection
  - C) People perform better on tasks when they are in the presence of others
  - D) People exert less effort when they are part of a group
- Answer: A**
494. **Which concept explains why people may not help in an emergency situation when there are many witnesses present?**
- A) Diffusion of responsibility
  - B) Social facilitation
  - C) Social inhibition

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- d. D) Deindividuation  
e. **Answer: A**
495. **What is altruism in social psychology?**  
a. A) Helping others for personal gain  
b. B) Helping others with no expectation of reward  
c. C) Ignoring others' needs  
d. D) Competing with others for resources  
**Answer: B**
496. **Which experiment is known for demonstrating the power of social roles and situational influences on behavior?**  
a. A) Milgram's Obedience Experiment  
b. B) Asch's Conformity Experiment  
c. C) Zimbardo's Stanford Prison Experiment  
d. D) Bandura's Bobo Doll Experiment  
e. **Answer: C**
497. **What is the focus of the elaboration likelihood model?**  
a. A) Different ways people process persuasive information  
b. B) How people form first impressions  
c. C) How attitudes are formed  
d. D) How group norms develop  
e. **Answer: A**
498. **What is social loafing?**  
a. A) Increased effort in group tasks  
b. B) Reduced effort when working in groups  
c. C) Individual accountability in groups  
d. D) Conflict within groups  
e. **Answer: B**
499. **Which term refers to unjustified negative behavior toward a group?**  
a. A) Prejudice  
b. B) Discrimination  
c. C) Stereotype  
d. D) Aggression  
e. **Answer: B**
500. **What is the primary effect of the mere exposure effect?**  
a. A) Increased liking due to repeated exposure  
b. B) Decreased liking due to repeated exposure  
c. C) No change in attitude due to exposure  
d. D) Negative reaction to unfamiliar stimuli  
e. **Answer: A**
501. **What is the definition of social influence?**

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- a. A) The change in an individual's behavior due to the presence of others  
 b. B) The process of learning through observing others  
 c. C) The way people think about themselves and the social world  
 d. D) The formation of attitudes through personal experience  
 e. **Answer: A**
502. **What does the term "obedience" refer to in social psychology?**  
 a. A) Adjusting one's behavior to match the behaviors of others  
 b. B) Following direct commands from an authority figure  
 c. C) Agreeing with others to maintain harmony  
 d. D) Acting in opposition to authority  
 e. **Answer: B**
503. **Which psychologist is known for his research on obedience?**  
 a. A) Philip Zimbardo  
 b. B) Solomon Asch  
 c. C) Stanley Milgram  
 d. D) Albert Bandura  
 e. **Answer: C**
504. **What is normative social influence?**  
 a. A) Influence resulting from a desire to gain approval or avoid disapproval  
 b. B) Influence resulting from accepting evidence about reality  
 c. C) Influence that leads to behavior change through rational arguments  
 d. D) Influence that occurs when individuals conform to be correct  
 e. **Answer: A**
505. **Which experiment studied the effects of perceived power in a simulated prison environment?**  
 a. A) Asch's Conformity Experiment  
 b. B) Milgram's Obedience Experiment  
 c. C) Zimbardo's Stanford Prison Experiment  
 d. D) Sherif's Robbers Cave Experiment  
 e. **Answer: C**
506. **What is the focus of informational social influence?**  
 a. A) Conforming to others because we want to be liked  
 b. B) Conforming because we believe others' interpretation of an ambiguous situation is more accurate than ours  
 c. C) Conforming to follow a direct command from an authority figure  
 d. D) Conforming to fit into a group  
 e. **Answer: B**
507. **What is social proof?**  
 a. A) The phenomenon where people assume the actions of others reflect correct behavior

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- b. B) The desire to gain approval from others
  - c. C) The tendency to perform better when being observed
  - d. D) The resistance to conforming to social norms
  - e. **Answer: A**
508. **Which term refers to the enhancement of a group's prevailing inclinations through discussion within the group?**

- a. A) Group polarization
- b. B) Groupthink
- c. C) Social facilitation
- d. D) Social loafing

- e. **Answer: A**
509. **What is the term for the tendency to overestimate the influence of internal factors and underestimate the influence of external factors when evaluating the behavior of others?**

- a. A) Actor-observer bias
- b. B) Fundamental attribution error
- c. C) Self-serving bias
- d. D) Confirmation bias

- e. **Answer: B**
510. **Which concept refers to the reduction in individual effort when working on a collective task?**

- a. A) Social facilitation
- b. B) Social loafing
- c. C) Group polarization
- d. D) Groupthink

- e. **Answer: B**
511. **What is the main idea behind the foot-in-the-door phenomenon?**

- a. A) People are more likely to agree to a large request after agreeing to a small one
- b. B) People refuse all requests after denying a large one
- c. C) People agree to requests when they are presented by friends
- d. D) People comply with requests to avoid conflict

- e. **Answer: A**
512. **What is the role of a confederate in a social psychology experiment?**

- a. A) An unaware participant in the study
- b. B) A researcher who observes participants
- c. C) An actor working with the researcher to manipulate the experiment
- d. D) A bystander who influences participants' behavior

- e. **Answer: C**
513. **Which phenomenon describes the loss of self-awareness in group situations that foster arousal and anonymity?**

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- a. A) Deindividuation
- b. B) Social facilitation
- c. C) Group polarization
- d. D) Bystander effect
- e. **Answer: A**

514. **What is the primary effect of the self-serving bias?**

- a. A) Attributing successes to internal factors and failures to external factors
- b. B) Attributing others' behavior to their character
- c. C) Believing that bad things happen to others because they deserve it
- d. D) Overestimating the commonality of one's opinions and behaviors
- e. **Answer: A**

515. **Which term refers to unjustified negative beliefs about a group of people?**

- a. A) Stereotypes
- b. B) Prejudice
- c. C) Discrimination
- d. D) Aggression
- e. **Answer: A**

516. **What is social loafing?**

- a. A) Increased effort in group tasks
- b. B) Reduced effort when working in groups
- c. C) Individual accountability in groups
- d. D) Conflict within groups
- e. **Answer: B**

517. **Which theory explains how people strive for consistency among their beliefs and attitudes?**

- a. A) Social exchange theory
- b. B) Cognitive dissonance theory
- c. C) Attribution theory
- d. D) Social identity theory
- e. **Answer: B**

518. **What does the term "ingroup favoritism" mean?**

- a. A) Showing preference for members of one's own group over outsiders
- b. B) Excluding outsiders from group activities
- c. C) Showing equal treatment to all group members
- d. D) Preferring outsider perspectives over group members' views
- e. **Answer: A**

519. **Which concept describes the influence of others leading to conformity due to the desire to be correct?**

- a. A) Normative social influence
- b. B) Informational social influence

- c. C) Obedience  
 d. D) Compliance  
 e. **Answer: B**
520. **What is the primary goal of social cognition?**  
 a. A) Understanding how people perceive, think about, and remember information about others  
 b. B) Examining the biological basis of social behavior  
 c. C) Studying the influence of culture on social interactions  
 d. D) Investigating the impact of individual differences on behavior  
 e. **Answer: A**
521. **What is the main idea of the attribution theory?**  
 a. A) Explaining how people determine the cause of their own and others' behavior  
 b. B) Understanding the influence of group norms on individual behavior  
 c. C) Analyzing the effects of social roles on behavior  
 d. D) Studying the impact of culture on social interactions  
 e. **Answer: A**
522. **Which term refers to the tendency to attribute one's successes to internal factors and failures to external factors?**  
 a. A) Fundamental attribution error  
 b. B) Self-serving bias  
 c. C) Confirmation bias  
 d. D) Actor-observer bias  
 e. **Answer: B**
523. **What does the term "stereotype threat" refer to?**  
 a. A) The fear of confirming negative stereotypes about one's group  
 b. B) Negative attitudes towards members of another group  
 c. C) The tendency to overestimate the influence of personal traits on others' behavior  
 d. D) A generalized belief about a group of people  
 e. **Answer: A**
524. **What is the primary focus of social identity theory?**  
 a. A) The individual's personal identity  
 b. B) The individual's group identity  
 c. C) The individual's professional identity  
 d. D) The individual's familial identity  
 e. **Answer: B**
525. **What is the main effect of the mere exposure effect?**  
 a. A) Increased liking of a stimulus after repeated exposure  
 b. B) Decreased liking of a stimulus after repeated exposure  
 c. C) No change in attitude after repeated exposure

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d. D) Negative reaction to an unfamiliar stimulus  
 e. **Answer: A**  
 526. **Which concept describes the influence of others leading to conformity due to the desire to be correct?**

- a. A) Normative social influence
- b. B) Informational social influence
- c. C) Obedience
- d. D) Compliance

**Answer: B**  
 527. **What does the term "ingroup bias" refer to?**

- a. A) A preference for one's own group over other groups
- b. B) A negative attitude towards members of another group
- c. C) The tendency to conform to the opinions of others in a group
- d. D) The loss of self-awareness in group settings
- e. **Answer: A**

528. **Which term describes the loss of self-awareness in group situations that foster arousal and anonymity?**

- a. A) Deindividuation
- b. B) Social facilitation
- c. C) Group polarization
- d. D) Bystander effect
- e. **Answer: A**

529. **What is the main idea behind the theory of cognitive dissonance?**

- a. A) People change their attitudes to match their behaviors to reduce discomfort
- b. B) People conform to group norms to avoid rejection
- c. C) People perform better on tasks when they are in the presence of others
- d. D) People exert less effort when they are part of a group
- e. **Answer: A**

530. **Which concept explains why people may not help in an emergency situation when there are many witnesses present?**

- a. A) Diffusion of responsibility
- b. B) Social facilitation
- c. C) Social inhibition
- d. D) Deindividuation
- e. **Answer: A**

531. **What is the bystander effect?**

- a. A) The tendency for any given bystander to be less likely to give aid if other bystanders are present
- b. B) The tendency to perform better on tasks when others are watching

- c. C) The influence of other people that leads us to conform in order to be liked and accepted by them
- d. D) The tendency for people to exert less effort when they pool their efforts toward a common goal
- e. **Answer: A**
532. **What is the social exchange theory?**
- a. A) The theory that our social behavior is an exchange process aimed at maximizing benefits and minimizing costs
- b. B) The idea that people help others out of pure altruism
- c. C) The tendency for people to exert less effort when they pool their efforts toward a common goal
- d. D) The theory that prejudice offers an outlet for anger by providing someone to blame
- e. **Answer: A**
533. **What is the focus of the elaboration likelihood model?**
- a. A) Different ways people process persuasive information
- b. B) How people form first impressions
- c. C) How attitudes are formed
- d. D) How group norms develop
- e. **Answer: A**
534. **Which term refers to unjustified negative behavior toward a group?**
- a. A) Prejudice
- b. B) Discrimination
- c. C) Stereotype
- d. D) Aggression
- e. **Answer: B**
535. **Which psychologist is known for his research on conformity?**
- a. A) Philip Zimbardo
- b. B) Solomon Asch
- c. C) Stanley Milgram
- d. D) Albert Bandura
- e. **Answer: B**
536. **What does the term "foot-in-the-door phenomenon" refer to?**
- a. A) The tendency for people who have first agreed to a small request to comply later with a larger request
- b. B) The refusal of a request after an initial large request
- c. C) Compliance with a request from a familiar person
- d. D) The increase in aggression after a small insult
- e. **Answer: A**
537. **What is the primary effect of the self-serving bias?**

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- a. A) Attributing successes to internal factors and failures to external factors
- b. B) Attributing others' behavior to their character
- c. C) Believing that bad things happen to others because they deserve it
- d. D) Overestimating the commonality of one's opinions and behaviors

e. **Answer: A**

538. **What is altruism in social psychology?**

- a. A) Helping others for personal gain
- b. B) Helping others with no expectation of reward
- c. C) Ignoring others' needs
- d. D) Competing with others for resources

e. **Answer: B**

539. **Which term describes the enhancement of a group's prevailing inclinations through discussion within the group?**

- a. A) Group polarization
- b. B) Groupthink
- c. C) Social facilitation
- d. D) Social loafing

e. **Answer: A**

540. **What is the primary goal of social cognition?**

- a. A) Understanding how people perceive, think about, and remember information about others
- b. B) Examining the biological basis of social behavior
- c. C) Studying the influence of culture on social interactions
- d. D) Investigating the impact of individual differences on behavior

e. **Answer: A**

541. **What is the main idea of social facilitation?**

- a. A) Improved performance on tasks in the presence of others
- b. B) Decreased performance on tasks in the presence of others
- c. C) Conformity to group norms
- d. D) Conflict within groups

e. **Answer: A**

542. **Which concept refers to the tendency to perform worse on complex tasks when being observed?**

- a. A) Social loafing
- b. B) Social inhibition
- c. C) Group polarization
- d. D) Deindividuation

e. **Answer: B**

543. **What is the definition of groupthink?**

- a. A) The desire for harmony in a group leads to irrational decision-making

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- b. B) The enhancement of a group's prevailing inclinations through discussion
- c. C) The tendency for people to exert less effort when working in a group
- d. D) The loss of self-awareness in group situations

e. **Answer: A**  
544. **Which term describes the phenomenon where individuals exert less effort when working collectively?**

- a. A) Social facilitation
- b. B) Social loafing
- c. C) Groupthink
- d. D) Deindividuation

e. **Answer: B**  
545. **What is deindividuation?**

- a. A) The loss of self-awareness and self-restraint in group situations that foster arousal and anonymity
- b. B) The strengthening of individual resolve in group settings
- c. C) The decrease in group performance due to lack of motivation
- d. D) The increase in individual performance due to group presence

e. **Answer: A**  
546. **Which term refers to the tendency to help others when we expect they will help us in the future?**

- a. A) Altruism
- b. B) Reciprocity norm
- c. C) Social responsibility norm
- d. D) Bystander effect

e. **Answer: B**  
547. **What does the term "diffusion of responsibility" mean?**

- a. A) The tendency for individuals to feel less responsible for their actions when they are part of a group
- b. B) The tendency for people to take charge in emergency situations
- c. C) The desire to conform to the behaviors of others in a group
- d. D) The improved performance on tasks in the presence of others

e. **Answer: A**  
548. **Which concept describes the tendency to believe that others share our beliefs and behaviors?**

- a. A) False consensus effect
- b. B) Self-serving bias
- c. C) Confirmation bias
- d. D) Fundamental attribution error

e. **Answer: A**  
549. **What is the main idea behind the just-world hypothesis?**

- a. A) People believe that the world is fair and individuals get what they deserve
  - b. B) People attribute their successes to internal factors
  - c. C) People are motivated by a desire to increase their own well-being
  - d. D) People conform to group norms to avoid conflict
  - e. **Answer: A**
550. **Which term refers to the practice of improving one's appearance or behavior to be more attractive to others?**
- a. A) Impression management
  - b. B) Social facilitation
  - c. C) Self-monitoring
  - d. D) Self-handicapping
  - e. **Answer: A**
551. **What is the primary focus of the theory of planned behavior?**
- a. A) The relationship between attitudes and behaviors
  - b. B) The influence of genetic factors on behavior
  - c. C) The role of unconscious processes in behavior
  - d. D) The impact of social roles on behavior
  - e. **Answer: A**
552. **Which term describes a change in behavior due to a direct request from another person?**
- a. A) Compliance
  - b. B) Conformity
  - c. C) Obedience
  - d. D) Social facilitation
  - e. **Answer: A**
553. **What is the primary effect of the spotlight effect?**
- a. A) Overestimating the extent to which others notice our appearance and behavior
  - b. B) Believing that our thoughts and feelings are unique
  - c. C) Assuming that others share our beliefs and attitudes
  - d. D) Overestimating our ability to influence others
  - e. **Answer: A**
554. **Which concept explains why people are more likely to comply with a large request if they have first agreed to a small one?**
- a. A) Foot-in-the-door phenomenon
  - b. B) Door-in-the-face technique
  - c. C) Reciprocity norm
  - d. D) Social proof
  - e. **Answer: A**
555. **What is the primary goal of attribution theory?**
- a. A) Understanding how people explain the causes of behavior

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- b. B) Examining the effects of social roles on behavior
  - c. C) Analyzing the influence of group norms on individual behavior
  - d. D) Investigating the impact of cultural factors on behavior
  - e. **Answer: A**
556. **Which term describes the phenomenon where people are less likely to help in an emergency when others are present?**

- a. A) Bystander effect
- b. B) Social facilitation
- c. C) Deindividuation
- d. D) Groupthink

- e. **Answer: A**
557. **What is the focus of social identity theory?**

- a. A) The individual's sense of self based on group membership
- b. B) The influence of genetic factors on social behavior
- c. C) The role of unconscious processes in social interactions
- d. D) The impact of cultural norms on individual behavior
- e. **Answer: A**

558. **Which concept refers to the tendency to view members of an outgroup as more similar to each other than members of the ingroup?**

- a. A) Outgroup homogeneity effect
- b. B) Ingroup bias
- c. C) Social identity theory
- d. D) Stereotype threat
- e. **Answer: A**

559. **What is the main idea of the reciprocity norm?**

- a. A) The expectation that people will help those who have helped them
- b. B) The belief that people get what they deserve
- c. C) The tendency to conform to group norms
- d. D) The desire to improve one's self-image
- e. **Answer: A**

560. **Which term refers to the tendency to attribute other people's behavior to internal factors while attributing our own behavior to external factors?**

- a. A) Actor-observer bias
- b. B) Self-serving bias
- c. C) Fundamental attribution error
- d. D) Confirmation bias
- e. **Answer: A**

561. **What is the definition of self-serving bias?**

- a. A) The tendency to attribute successes to internal factors and failures to external factors

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- b. B) The tendency to attribute others' behavior to their personality
- c. C) The tendency to conform to group norms
- d. D) The tendency to help others at a cost to oneself

e. **Answer: A**  
562. **Which concept refers to the phenomenon where people tend to perform better on simple tasks and worse on complex tasks in the presence of others?**

- a. A) Social facilitation
- b. B) Social inhibition
- c. C) Group polarization
- d. D) Social loafing

e. **Answer: A**  
563. **What does the term "ingroup bias" refer to?**

- a. A) A preference for members of one's own group over members of other groups
- b. B) Negative attitudes towards members of another group
- c. C) The tendency to conform to the opinions of others in a group
- d. D) The loss of self-awareness in group settings

e. **Answer: A**  
564. **Which term describes the enhancement of a group's prevailing inclinations through discussion within the group?**

- a. A) Group polarization
- b. B) Groupthink
- c. C) Social facilitation
- d. D) Social loafing

e. **Answer: A**  
565. **What is the main idea of cognitive dissonance theory?**

- a. A) People change their attitudes to match their behaviors to reduce discomfort
- b. B) People conform to group norms to avoid rejection
- c. C) People perform better on tasks when they are in the presence of others
- d. D) People exert less effort when they are part of a group

e. **Answer: A**  
566. **Which concept explains why people may not help in an emergency situation when there are many witnesses present?**

- a. A) Diffusion of responsibility
- b. B) Social facilitation
- c. C) Social inhibition
- d. D) Deindividuation

e. **Answer: A**  
567. **What is the bystander effect?**

- a. A) The tendency for any given bystander to be less likely to give aid if other bystanders are present

- b. B) The tendency to perform better on tasks when others are watching
- c. C) The influence of other people that leads us to conform in order to be liked and accepted by them
- d. D) The tendency for people to exert less effort when they pool their efforts toward a common goal
- e. **Answer: A**
- 568. Which term refers to unjustified negative behavior toward a group?**
- A) Prejudice
- B) Discrimination
- C) Stereotype
- D) Aggression
- Answer: B**
- 569. Which psychologist is known for his research on conformity?**
- a. A) Philip Zimbardo
- b. B) Solomon Asch
- c. C) Stanley Milgram
- d. D) Albert Bandura
- Answer: B**
- 570. What does the term "foot-in-the-door phenomenon" refer to?**
- a. A) The tendency for people who have first agreed to a small request to comply later with a larger request
- b. B) The refusal of a request after an initial large request
- c. C) Compliance with a request from a familiar person
- d. D) The increase in aggression after a small insult
- Answer: A**
- 571. What is the primary effect of the self-serving bias?**
- a. A) Attributing successes to internal factors and failures to external factors
- b. B) Attributing others' behavior to their character
- c. C) Believing that bad things happen to others because they deserve it
- d. D) Overestimating the commonality of one's opinions and behaviors
- Answer: A**
- 572. What is altruism in social psychology?**
- a. A) Helping others for personal gain
- b. B) Helping others with no expectation of reward
- c. C) Ignoring others' needs
- d. D) Competing with others for resources
- Answer: B**
- 573. What is the primary goal of social cognition?**
- a. A) Understanding how people perceive, think about, and remember information about others

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- b. B) Examining the biological basis of social behavior  
 c. C) Studying the influence of culture on social interactions  
 d. D) Investigating the impact of individual differences on behavior  
 e. **Answer: A**
574. **What is the main idea of the reciprocity norm?**  
 a. A) The expectation that people will help those who have helped them  
 b. B) The belief that people get what they deserve  
 c. C) The tendency to conform to group norms  
 d. D) The desire to improve one's self-image  
 e. **Answer: A**
575. **Which term describes the phenomenon where people are less likely to help in an emergency when others are present?**  
 a. A) Bystander effect  
 b. B) Social facilitation  
 c. C) Deindividuation  
 d. D) Groupthink  
 e. **Answer: A**
576. **What is the focus of social identity theory?**  
 a. A) The individual's sense of self based on group membership  
 b. B) The influence of genetic factors on social behavior  
 c. C) The role of unconscious processes in social interactions  
 d. D) The impact of cultural norms on individual behavior  
 e. **Answer: A**
577. **Which concept refers to the tendency to view members of an outgroup as more similar to each other than members of the ingroup?**  
 a. A) Outgroup homogeneity effect  
 b. B) Ingroup bias  
 c. C) Social identity theory  
 d. D) Stereotype threat  
 e. **Answer: A**
578. **Which concept describes the tendency to help others when we expect they will help us in the future?**  
 a. A) Altruism  
 b. B) Reciprocity norm  
 c. C) Social responsibility norm  
 d. D) Bystander effect  
 e. **Answer: B**
579. **What is the main idea of the just-world hypothesis?**  
 a. A) People believe that the world is fair and individuals get what they deserve  
 b. B) People attribute their successes to internal factors

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- c. C) People are motivated by a desire to increase their own well-being  
 d. D) People conform to group norms to avoid conflict  
 e. **Answer: A**
580. **Which term refers to the tendency to attribute other people's behavior to internal factors while attributing our own behavior to external factors?**  
 a. A) Actor-observer bias  
 b. B) Self-serving bias  
 c. C) Fundamental attribution error  
 d. D) Confirmation bias  
 e. **Answer: A**
581. **What is social facilitation?**  
 a. A) The tendency to perform better on simple tasks in the presence of others  
 b. B) The tendency to perform worse on complex tasks in the presence of others  
 c. C) Both A and B  
 d. D) Neither A nor B  
 e. **Answer: C**
582. **What is groupthink?**  
 a. A) The desire for harmony in a decision-making group overrides a realistic appraisal of alternatives  
 b. B) The enhancement of a group's prevailing inclinations through discussion within the group  
 c. C) The tendency for people to exert less effort when they pool their efforts toward a common goal  
 d. D) The tendency to overestimate the influence of personal traits and underestimate the effects of the situation  
 e. **Answer: A**
583. **Which term refers to the improvement in individual performance when working with others rather than alone?**  
 a. A) Social facilitation  
 b. B) Social loafing  
 c. C) Groupthink  
 d. D) Deindividuation  
 e. **Answer: A**
584. **What is cognitive dissonance?**  
 a. A) The discomfort we feel when two thoughts are inconsistent  
 b. B) The influence of group pressure on individual behavior  
 c. C) The belief that our own group is better than others  
 d. D) The perception that others are less helpful in emergencies  
 e. **Answer: A**
585. **What is the bystander effect?**

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- a. A) The tendency for any given bystander to be less likely to give aid if other bystanders are present
- b. B) The tendency for people to perform better on tasks when others are watching
- c. C) The influence of other people that leads us to conform in order to be liked and accepted by them
- d. D) The tendency for people to exert less effort when they pool their efforts toward a common goal

**Answer: A**

586. **Which concept explains why people may not help in an emergency situation when there are many witnesses present?**

- a. A) Diffusion of responsibility
- b. B) Social facilitation
- c. C) Social inhibition
- d. D) Deindividuation
- e. **Answer: A**

587. **What does the term "ingroup bias" refer to?**

- a. A) A preference for members of one's own group over members of other groups
- b. B) Negative attitudes towards members of another group
- c. C) The tendency to conform to the opinions of others in a group
- d. D) The loss of self-awareness in group settings
- e. **Answer: A**

588. **Which term describes the enhancement of a group's prevailing inclinations through discussion within the group?**

- a. A) Group polarization
- b. B) Groupthink
- c. C) Social facilitation
- d. D) Social loafing
- e. **Answer: A**

589. **Which psychologist is known for his research on obedience?**

- a. A) Philip Zimbardo
- b. B) Solomon Asch
- c. C) Stanley Milgram
- d. D) Albert Bandura
- e. **Answer: C**

590. **What is the primary goal of attribution theory?**

- a. A) Understanding how people explain the causes of behavior
- b. B) Examining the effects of social roles on behavior
- c. C) Analyzing the influence of group norms on individual behavior
- d. D) Investigating the impact of cultural factors on behavior
- e. **Answer: A**

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591. Which concept refers to the tendency to view members of an outgroup as more similar to each other than members of the ingroup?

- a. A) Outgroup homogeneity effect
- b. B) Ingroup bias
- c. C) Social identity theory
- d. D) Stereotype threat

e. Answer: A

592. What is the main idea of the self-fulfilling prophecy?

- a. A) People's expectations influence their behavior towards others, causing those expectations to be fulfilled
- b. B) People change their attitudes to match their behaviors to reduce discomfort
- c. C) The influence of genetic factors on social behavior
- d. D) The belief that others are less helpful in emergencies

e. Answer: A

593. What is altruism in social psychology?

- a. A) Helping others for personal gain
- b. B) Helping others with no expectation of reward
- c. C) Ignoring others' needs
- d. D) Competing with others for resources

e. Answer: B

594. Which term refers to the tendency to believe that others share our beliefs and behaviors?

- a. A) False consensus effect
- b. B) Self-serving bias
- c. C) Confirmation bias
- d. D) Fundamental attribution error

e. Answer: A

595. What is the main idea of the reciprocity norm?

- a. A) The expectation that people will help those who have helped them
- b. B) The belief that people get what they deserve
- c. C) The tendency to conform to group norms
- d. D) The desire to improve one's self-image

e. Answer: A

596. What is the focus of social identity theory?

- a. A) The individual's sense of self based on group membership
- b. B) The influence of genetic factors on social behavior
- c. C) The role of unconscious processes in social interactions
- d. D) The impact of cultural norms on individual behavior

e. Answer: A

597. What is the primary effect of the self-serving bias?

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- a. A) Attributing successes to internal factors and failures to external factors
- b. B) Attributing others' behavior to their character
- c. C) Believing that bad things happen to others because they deserve it
- d. D) Overestimating the commonality of one's opinions and behaviors

**Answer: A**  
 598. **Which term refers to unjustified negative behavior toward a group?**

- a. A) Prejudice
- b. B) Discrimination
- c. C) Stereotype
- d. D) Aggression

**Answer: B**  
 599. **Which concept refers to the practice of improving one's appearance or behavior to be more attractive to others?**

- a. A) Impression management
- b. B) Social facilitation
- c. C) Self-monitoring
- d. D) Self-handicapping

**Answer: A**  
 600. **What is the primary effect of the spotlight effect?**

- a. A) Overestimating the extent to which others notice our appearance and behavior
- b. B) Believing that our thoughts and feelings are unique
- c. C) Assuming that others share our beliefs and attitudes
- d. D) Overestimating our ability to influence others

**Answer: A**  
 601. **Which of the following is a working definition of aggression?**

- a. A) Any action that is intended to harm others.
- b. B) Any action that is intended to harm others.

**Answer: A**  
 602. **Aggressive acts can be:**

- a. A) Antisocial
- b. B) Prosocial
- c. C) Sanctioned
- d. D) All of the above

**Answer: D**  
 603. **Aggression differs from assertiveness in that aggression is intended to:**

- a. A) Harm others
- b. B) Express opinions
- c. C) Build relationships
- d. D) None of the above

**Answer: A**  
 604. **According to the document, aggression may be influenced by:**

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- a. A) Evolutionary factors
- b. B) Biological factors
- c. C) Frustration
- d. D) All of the above
- e. **Answer: D**

**605. Which theory suggests that imitation and reinforcement are major determinants of aggressive behavior?**

- a. A) Cognitive Theory
- b. B) Social Learning Theory
- c. C) Psychoanalytic Theory
- d. D) Behavioral Theory
- e. **Answer: B**

**606. The ultimate punishment used by legal systems to deal with violent criminals is:**

- a. A) Life imprisonment
- b. B) Death penalty
- c. C) Community service
- d. D) Rehabilitation programs
- e. **Answer: B**

**607. Who is most likely to serve as a model for aggressive behavior according to social learning theory?**

- a. A) Strangers
- b. B) Parents
- c. C) Fictional characters
- d. D) Celebrities
- e. **Answer: B**

**608. Which of the following is NOT a method to reduce aggression?**

- a. A) Punishment
- b. B) Inducing incompatible responses
- c. C) Ignoring the aggressor
- d. D) Reducing frustration
- e. **Answer: C**

**609. What is a major drawback of using punishment to reduce aggression?**

- a. A) It is too expensive
- b. B) It may not teach prosocial behavior
- c. C) It is always ineffective
- d. D) It is not a legal option
- e. **Answer: B**

**610. Which study is mentioned in relation to modeling aggression?**

- a. A) Milgram's Study

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- b. B) Bandura's Bobo Doll Experiment
- c. C) Zimbardo's Prison Experiment
- d. D) Asch's Conformity Study

e. **Answer: B**

611. **Which hypothesis suggests that engaging in make-believe violence reduces real aggression?**

- a. A) Cognitive Neo-associationist Hypothesis
- b. B) Cathartic Hypothesis
- c. C) Social Learning Hypothesis
- d. D) Biological Hypothesis

e. **Answer: B**

612. **Leonard Berkowitz's theory that aversive events can trigger negative affect is called:**

- a. A) Social Learning Theory
- b. B) Frustration-Aggression Hypothesis
- c. C) Cognitive Neo-associationist Model
- d. D) Evolutionary Model

e. **Answer: C**

613. **Which of the following is a situational factor that can stimulate negative affect according to Berkowitz?**

- a. A) Pain
- b. B) Extreme temperatures
- c. C) Encountering disliked people
- d. D) All of the above

e. **Answer: D**

614. **In Berkowitz's model, negative affect can lead to which two types of tendencies?**

- a. A) Fight or Flight
- b. B) Approach or Avoidance
- c. C) Aggression or Retreat
- d. D) Attack or Defend

e. **Answer: A**

615. **According to the document, verbal aggression in families can escalate to:**

- a. A) Financial problems
- b. B) Physical violence
- c. C) Social isolation
- d. D) Emotional bonding

e. **Answer: B**

616. **Which of the following is NOT one of the conditions necessary for punishment to be effective?**

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- a. A) Prompt
  - b. B) Relatively strong
  - c. C) Consistent
  - d. D) Random
  - e. **Answer: D**
617. **Inducing which of the following can be an effective strategy to deter aggression?**
- a. A) Fear
  - b. B) Incompatible responses
  - c. C) Isolation
  - d. D) Competition
  - e. **Answer: B**
618. **According to Robert Baron's study, motorists were less aggressive when:**
- a. A) They were given empathy
  - b. B) They experienced humor
  - c. C) They were mildly sexually aroused
  - d. D) All of the above
  - e. **Answer: D**
619. **What does the cognitive neo-associationist model suggest about threats of punishment?**
- a. A) They always work
  - b. B) They can provoke intense anger
  - c. C) They are universally effective
  - d. D) They reduce long-term aggression
  - e. **Answer: B**
620. **Which of the following is a relatively effective strategy to reduce aggression?**
- a. A) Ignoring the problem
  - b. B) Inducing incompatible responses
  - c. C) Provoking the aggressor
  - d. D) Encouraging competition
  - e. **Answer: B**
621. **Which theory explains aggression as a response to frustration?**
- a. A) Social Learning Theory
  - b. B) Frustration-Aggression Theory
  - c. C) Cognitive Neoassociation Model
  - d. D) Arousal Theory
  - e. **Answer: B) Frustration-Aggression Theory**
622. **Who proposed the Frustration-Aggression Theory?**
- a. A) Albert Bandura
  - b. B) John Dollard

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- c. C) Sigmund Freud
- d. D) B.F. Skinner
- e. **Answer: B) John Dollard**

623. Which of the following is NOT a method to reduce aggression?

- a. A) Catharsis
- b. B) Punishment
- c. C) Social Learning
- d. D) Desensitization
- e. **Answer: D) Desensitization**

624. What role does empathy play in reducing aggression?

- a. A) Increases aggressive tendencies
- b. B) Has no effect on aggression
- c. C) Reduces aggressive tendencies
- d. D) Empathy is unrelated to aggression
- e. **Answer: C) Reduces aggressive tendencies**

625. Which approach emphasizes changing aggressive thought patterns to reduce aggression?

- a. A) Psychoanalytic Approach
- b. B) Cognitive Approach
- c. C) Behavioral Approach
- d. D) Biological Approach
- e. **Answer: B) Cognitive Approach**

626. What is the effect of media violence on aggression?

- a. A) It decreases aggression
- b. B) It has no impact on aggression
- c. C) It increases aggression
- d. D) It varies individually
- e. **Answer: C) It increases aggression**

627. Which of the following is a biological method to reduce aggression?

- a. A) Surgery
- b. B) Meditation
- c. C) Cognitive restructuring
- d. D) Behavioral training
- e. **Answer: A) Surgery**

628. Which hormone is most closely associated with aggression?

- a. A) Estrogen
- b. B) Oxytocin
- c. C) Testosterone
- d. D) Progesterone
- e. **Answer: C) Testosterone**

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629. Which therapy involves exposing individuals to aggressive models to reduce aggression?

- a. A) Cognitive-behavioral therapy
- b. B) Social learning therapy
- c. C) Desensitization therapy
- d. D) Cathartic therapy
- e. **Answer: B) Social learning therapy**

630. Which of the following is NOT a characteristic of aggressive behavior?

- a. A) Intentional harm
- b. B) Physical or verbal
- c. C) Accidental
- d. D) Directed at another person
- e. **Answer: C) Accidental**

631. What is catharsis?

- a. A) The process of releasing strong emotions
- b. B) The buildup of aggressive impulses
- c. C) The inhibition of aggressive tendencies
- d. D) The cognitive restructuring of thoughts
- e. **Answer: A) The process of releasing strong emotions**

632. Which is a psychological factor that contributes to aggression?

- a. A) Hormonal imbalance
- b. B) Cognitive biases
- c. C) Genetic predisposition
- d. D) Neural abnormalities
- e. **Answer: B) Cognitive biases**

633. Which form of punishment is least effective in reducing aggression?

- a. A) Severe punishment
- b. B) Consistent punishment
- c. C) Immediate punishment
- d. D) Delayed punishment
- e. **Answer: D) Delayed punishment**

634. Which of the following is a social factor influencing aggression?

- a. A) Neurotransmitter levels
- b. B) Frustration
- c. C) Cultural norms
- d. D) Genetic makeup
- e. **Answer: C) Cultural norms**

635. Who conducted the Bobo doll experiment?

- a. A) Sigmund Freud
- b. B) John Watson

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- c. C) Albert Bandura
- d. D) Ivan Pavlov
- e. **Answer: C) Albert Bandura**

636. **Which theory explains aggression through observational learning?**

- a. A) Psychoanalytic Theory
- b. B) Social Learning Theory
- c. C) Arousal Theory
- d. D) Instinct Theory

**Answer: B) Social Learning Theory**

637. **What is the term for a decrease in aggression after exposure to aggressive behavior?**

- a. A) Desensitization
- b. B) Sensitization
- c. C) Habituation
- d. D) Catharsis
- e. **Answer: A) Desensitization**

638. **Which of the following is a situational factor in aggression?**

- a. A) Genetic predisposition
- b. B) Alcohol consumption
- c. C) Hormonal levels
- d. D) Brain structure
- e. **Answer: B) Alcohol consumption**

639. **What is deindividuation?**

- a. A) Increased self-awareness
- b. B) Loss of self-awareness in groups
- c. C) Reduced social inhibition
- d. D) Increased conformity
- e. **Answer: B) Loss of self-awareness in groups**

640. **Which technique involves imagining peaceful scenes to reduce aggression?**

- a. A) Role-playing
- b. B) Guided imagery
- c. C) Cognitive restructuring
- d. D) Biofeedback
- e. **Answer: B) Guided imagery**

641. **According to Eagly and Crowley's meta-analysis, who is more likely to engage in heroic helping?**

- a. A) Men
- b. B) Women
- c. C) Children
- d. D) Elderly

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- e. **Answer: A) Men**
642. **Who are more likely to provide social and emotional support?**
- a. A) Men
  - b. B) Women
  - c. C) Children
  - d. D) Teenagers
  - e. **Answer: B) Women**
643. **Which factor increases the likelihood of men helping strangers?**
- a. A) Gender of the person needing help
  - b. B) Presence of an audience
  - c. C) Danger of the situation
  - d. D) All of the above
  - e. **Answer: D) All of the above**
644. **Who are more likely to serve as caretakers for children and the elderly?**
- a. A) Men
  - b. B) Women
  - c. C) Teenagers
  - d. D) Elderly
  - e. **Answer: B) Women**
645. **What type of prosocial acts are men more likely to engage in?**
- a. A) Routine acts
  - b. B) Non-routine acts
  - c. C) Emotional support
  - d. D) Caretaking
  - e. **Answer: B) Non-routine acts**
646. **What strengthens gender differences in helping behavior?**
- a. A) Age
  - b. B) Social roles
  - c. C) Gender roles
  - d. D) Cultural norms
  - e. **Answer: C) Gender roles**
647. **Which theory emphasizes the role of social roles in helping behavior?**
- a. A) Social Learning Theory
  - b. B) Role Theory
  - c. C) Cognitive Dissonance Theory
  - d. D) Attachment Theory
  - e. **Answer: B) Role Theory**
648. **Which concept explains the decrease in individual effort when working in a group?**
- a. A) Social loafing

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b. B) Social facilitation  
 c. C) Groupthink  
 d. D) Deindividuation  
 e. **Answer: A) Social loafing**  
 649. **What is the effect of gender roles on helping behavior from childhood to adulthood?**  
 a. A) Decreases  
 b. B) Remains the same  
 c. C) Strengthens  
 d. D) Becomes irrelevant  
 e. **Answer: C) Strengthens**  
 650. **Which study method did Eagly and Crowley use in their research on helping behavior?**  
 a. A) Experiment  
 b. B) Survey  
 c. C) Meta-analysis  
 d. D) Longitudinal study  
 e. **Answer: C) Meta-analysis**  
 651. **Which form of helping are women more likely to engage in?**  
 a. A) Heroic acts  
 b. B) Non-routine acts  
 c. C) Caretaking  
 d. D) Dangerous situations  
 e. **Answer: C) Caretaking**  
 652. **Which gender is more likely to help in dangerous situations?**  
 a. A) Men  
 b. B) Women  
 c. C) Both equally  
 d. D) Neither  
 e. **Answer: A) Men**  
 653. **Who proposed the concept of gender differences in helping behavior?**  
 a. A) Alice Eagly  
 b. B) Albert Bandura  
 c. C) Sigmund Freud  
 d. D) B.F. Skinner  
 e. **Answer: A) Alice Eagly**  
 654. **Which type of helping is associated with social and emotional support?**  
 a. A) Heroic helping  
 b. B) Caretaking  
 c. C) Social support

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- d. D) Physical support  
 e. **Answer: C) Social support**
655. **What did Eagly and Crowley find about men helping strangers?**  
 a. A) Men help strangers less than women  
 b. B) Men help strangers more than women  
 c. C) Men and women help strangers equally  
 d. D) Men rarely help strangers  
**Answer: B) Men help strangers more than women**
656. **What factor increases the likelihood of women helping in social support situations?**  
 a. A) Gender of the person needing help  
 b. B) Presence of an audience  
 c. C) Emotional connection  
 d. D) Danger of the situation  
**Answer: C) Emotional connection**
657. **Which gender difference in helping behavior is most influenced by cultural norms?**  
 a. A) Heroic acts  
 b. B) Routine acts  
 c. C) Emotional support  
 d. D) Caretaking  
**Answer: D) Caretaking**
658. **What is the effect of gender stereotypes on helping behavior?**  
 a. A) No effect  
 b. B) Decreases helping behavior  
 c. C) Increases helping behavior  
 d. D) Influences the type of helping behavior  
**Answer: D) Influences the type of helping behavior**
659. **Who are more likely to help in group settings?**  
 a. A) Men  
 b. B) Women  
 c. C) Both equally  
 d. D) Neither  
**Answer: B) Women**
660. **Which theory suggests that men and women help differently due to evolutionary roles?**  
 a. A) Social Learning Theory  
 b. B) Evolutionary Theory  
 c. C) Cognitive Dissonance Theory  
 d. D) Attachment Theory

- e. **Answer: B) Evolutionary Theory**
661. **What is the primary focus of group behavior studies?**
- A) Individual achievements
  - B) Social interactions within groups
  - C) Solitary activities
  - D) Biological influences
- e. **Answer: B) Social interactions within groups**
662. **According to Eagly & Crowley (1986), men are more likely to engage in which type of prosocial behavior?**
- A) Routine caregiving
  - B) Heroic and chivalrous acts
  - C) Emotional support
  - D) Childcare
- e. **Answer: B) Heroic and chivalrous acts**
663. **What increases the likelihood of women providing social and emotional support?**
- A) Presence of danger
  - B) Financial incentive
  - C) Emotional connection
  - D) Physical strength
- e. **Answer: C) Emotional connection**
664. **Learning about barriers to helping can increase prosocial behavior according to which researcher?**
- A) Jane Piliavin
  - B) David Dodd
  - C) Arthur Beaman
  - D) Stanley Milgram
- e. **Answer: C) Arthur Beaman**
665. **What does the concept of deindividuation involve?**
- A) Increased self-awareness
  - B) Loss of personal identity
  - C) Heightened personal values
  - D) Enhanced individuality
- e. **Answer: B) Loss of personal identity**
666. **Which experiment demonstrated the effects of deindividuation on children?**
- A) Milgram's Obedience Experiment
  - B) Asch's Conformity Experiment
  - C) Diener's Halloween Study
  - D) Zimbardo's Prison Experiment
- e. **Answer: C) Diener's Halloween Study**

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667. **Group behavior can be explained by which psychological factor?**

- a. A) Individual cognition
- b. B) Collective unconscious
- c. C) Social facilitation
- d. D) Personal introspection

e. **Answer: C) Social facilitation**

668. **What is the 'risky shift' in group decision making?**

- A) Decreased risk-taking in groups
- B) Increased risk-taking in groups
- C) No change in risk-taking
- D) Avoidance of risk altogether

e. **Answer: B) Increased risk-taking in groups**

669. **Who conducted the first study on the 'risky shift'?**

- a. A) Stanley Milgram
- b. B) Solomon Asch
- c. C) Stoner
- d. D) Zimbardo

e. **Answer: C) Stoner**

670. **What is 'group polarization'?**

- a. A) Reduction of individual opinions in groups
- b. B) Strengthening of initial attitudes in groups
- c. C) Neutralization of extreme opinions
- d. D) Disbanding of group unity

e. **Answer: B) Strengthening of initial attitudes in groups**

671. **What did Myers & Bishop (1970) find about groups initially low or high in prejudice?**

- a. A) They remained unchanged after discussion
- b. B) They became even less or more prejudiced
- c. C) They always became less prejudiced
- d. D) They always became more prejudiced

e. **Answer: B) They became even less or more prejudiced**

672. **Which group behavior is associated with terrorist organizations?**

- a. A) Decreased extremism
- b. B) Gradual increase in extremism
- c. C) Consistent moderate views
- d. D) Immediate decrease in activities

e. **Answer: B) Gradual increase in extremism**

673. **What factor does not typically increase group polarization?**

- a. A) Important issues
- b. B) Homogeneous groups

- c. C) Diverse opinions
- d. D) Group discussions
- e. **Answer: C) Diverse opinions**

674. **Which term describes the negative impact of group decisions leading to poor outcomes?**

- a. A) Groupthink
- b. B) Social loafing
- c. C) Risky shift
- d. D) Deindividuation
- e. **Answer: A) Groupthink**

675. **What characterizes 'groupthink'?**

- a. A) Critical evaluation of alternatives
- b. B) High-quality decision-making
- c. C) Illusion of invulnerability
- d. D) Independent thinking
- e. **Answer: C) Illusion of invulnerability**

676. **Which experimenter demonstrated that people might take more risks when they are part of a group?**

- a. A) Milgram
- b. B) Asch
- c. C) Stoner
- d. D) Zimbardo
- e. **Answer: C) Stoner**

677. **What phenomenon describes individuals working less hard in a group than when alone?**

- a. A) Groupthink
- b. B) Social facilitation
- c. C) Social loafing
- d. D) Group polarization
- e. **Answer: C) Social loafing**

678. **According to social impact theory, what factor does not affect social influence?**

- a. A) Number of people
- b. B) Strength of influence
- c. C) Distance from the group
- d. D) Physical attractiveness
- e. **Answer: D) Physical attractiveness**

679. **Who suggested that mere presence of others can affect performance?**

- a. A) Zajonc
- b. B) Milgram

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- c. C) Asch  
 d. D) Bandura  
 e. **Answer: A) Zajonc**
680. **What is one way to reduce social loafing in groups?**  
 a. A) Decrease individual accountability  
 b. B) Increase group size  
 c. C) Assign individual tasks  
 d. D) Lower performance expectations  
**Answer: C) Assign individual tasks**
681. **What is social loafing?**  
 a. a) Increased effort when working in a group  
 b. b) Decreased effort when working in a group  
 c. c) Increased socialization in group settings  
 d. d) Decreased socialization in group settings  
**Answer: b**
682. **Which concept describes the reduced effort of individuals in a group setting?**  
 a. a) Social facilitation  
 b. b) Social loafing  
 c. c) Group polarization  
 d. d) Groupthink  
**Answer: b**
683. **What is the aim of Lesson 40 in Social Psychology?**  
 a. a) To introduce the psychological effects of aggression  
 b. b) To discuss the concept of social loafing and deindividuation  
 c. c) To analyze gender differences in helping behavior  
 d. d) To explore cognitive dissonance theory  
**Answer: b**
684. **Deindividuation can lead to which of the following behaviors?**  
 a. a) Increased personal accountability  
 b. b) Increased conformity to group norms  
 c. c) Increased independent decision making  
 d. d) Increased personal identity  
**Answer: b**
685. **What effect does anonymity have on deindividuation?**  
 a. a) Decreases deindividuation  
 b. b) Increases deindividuation  
 c. c) Has no effect on deindividuation  
 d. d) Increases personal responsibility  
**Answer: b**
686. **What is one factor that increases social loafing?**

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- a. a) Small group size
- b. b) High group cohesion
- c. c) Task importance
- d. d) Individual anonymity
- e. **Answer: d**

**687. Which of the following best explains why people may engage in social loafing?**

- a) They feel more responsible for the outcome
- b) They believe their effort is not needed
- c) They want to make a good impression
- d) They are motivated by group success
- e. **Answer: b**

**688. Which theory suggests that mere presence of others can produce arousal?**

- a) Social facilitation theory
- b) Social loafing theory
- c) Group polarization theory
- d) Deindividuation theory
- e. **Answer: a**

**689. According to Zajonc, what effect does the mere presence of others have?**

- a) Reduces arousal
- b) Increases arousal
- c) Reduces dominant responses
- d) Increases complex thinking
- e. **Answer: b**

**690. What does deindividuation reduce according to Diener?**

- a) Self-awareness
- b) Group cohesion
- c) Social loafing
- d) Task performance
- e. **Answer: a**

**691. Which concept explains heightened arousal due to conflict between attending to a task and attending to others?**

- a) Social facilitation
- b) Distraction-conflict theory
- c) Groupthink
- d) Risky shift
- e. **Answer: b**

**692. What can deindividuation lead to in terms of behavior?**

- a) Heightened personal identity
- b) Conforming to immediate situational cues

- c. c) Increased attention to personal values  
 d. d) Reduced group influence  
 e. **Answer: b**
693. **Which factor does NOT contribute to social loafing?**  
 a. a) Individual accountability  
 b. b) Task importance  
 c. c) Group size  
 d. d) Anonymity  
**Answer: a**
694. **What is an example of a situation where social loafing might occur?**  
 a. a) Working on a group project with clearly defined individual tasks  
 b. b) Participating in a brainstorming session where individual contributions are not tracked  
 c. c) Competing in a solo sports event  
 d. d) Attending a motivational seminar alone  
**Answer: b**
695. **According to research, what happens to individuals' performance when they are aware that their efforts are being monitored?**  
 a. a) It decreases  
 b. b) It remains the same  
 c. c) It increases  
 d. d) It fluctuates unpredictably  
**Answer: c**
696. **How does deindividuation typically affect people's adherence to social norms?**  
 a. a) It strengthens adherence to personal norms  
 b. b) It increases adherence to group norms  
 c. c) It decreases adherence to any norms  
 d. d) It has no effect on adherence to norms  
**Answer: b**
697. **What effect does deindividuation have on individual accountability?**  
 a. a) It increases individual accountability  
 b. b) It decreases individual accountability  
 c. c) It has no effect on accountability  
 d. d) It makes accountability more transparent  
**Answer: b**
698. **Which phenomenon describes the tendency for individuals to exert less effort in a group task when their contributions are not individually evaluated?**  
 a. a) Social facilitation  
 b. b) Social loafing

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- c. c) Group polarization
- d. d) Groupthink
- e. **Answer: b**

699. **Which of the following is NOT a factor that influences deindividuation?**

- a. a) Group size
- b. b) Anonymity
- c. c) Self-awareness
- d. d) Individual achievement
- e. **Answer: d**

700. **How can social loafing be reduced in a group setting?**

- a. a) By increasing individual accountability
- b. b) By decreasing the importance of the task
- c. c) By making the group size larger
- d. d) By ensuring anonymity
- e. **Answer: a**

701. **What exercise did David Dodd use to illustrate deindividuation?**

- a. a) Bystander intervention
- b. b) Anonymous response to a moral dilemma
- c. c) Group decision making
- d. d) Individual problem-solving
- e. **Answer: b**

702. **What was the average number of antisocial responses given by Dodd's college students?**

- a. a) 10%
- b. b) 20%
- c. c) 36%
- d. d) 50%
- e. **Answer: c**

703. **In Dodd's exercise, how did college students' responses compare to inmates at a maximum security prison?**

- a. a) College students gave fewer antisocial responses
- b. b) College students gave more antisocial responses
- c. c) There was no difference in antisocial responses
- d. d) Inmates gave significantly fewer antisocial responses
- e. **Answer: c**

704. **What is the main aim of Lesson 41?**

- a. a) To explore cognitive dissonance
- b. b) To introduce the psychological effects of group interaction
- c. c) To study aggression in groups
- d. d) To analyze individual decision-making processes

- e. **Answer: b**
705. **What is 'Groupthink'?**
- a. a) Individual decision-making
  - b. b) Group decision-making that suppresses dissent
  - c. c) Enhanced creativity in groups
  - d. d) Competitive behavior within groups
  - e. **Answer: b**
706. **What is the 'risky shift' phenomenon?**
- a. a) Increased individual risk-taking
  - b. b) Decreased group risk-taking
  - c. c) Tendency for groups to take more risks than individuals
  - d. d) Tendency for groups to be more conservative
  - e. **Answer: c**
707. **What research finding supports the concept of group polarization?**
- a. a) Groups become more extreme in their initial attitudes after discussion
  - b. b) Groups always become more cautious after discussion
  - c. c) Groups reach a compromise after discussion
  - d. d) Individual opinions remain unchanged after discussion
  - e. **Answer: a**
708. **According to Stoner (1961), what happens to group decision-making after discussion?**
- a. a) It becomes more conservative
  - b. b) It becomes more risky
  - c. c) It remains the same
  - d. d) It becomes less significant
  - e. **Answer: b**
709. **What did Myers and Bishop (1970) find regarding groups initially low or high in prejudice?**
- a. a) They remained the same after discussion
  - b. b) They became less extreme after discussion
  - c. c) They became more extreme after discussion
  - d. d) They showed no change in attitudes
  - e. **Answer: c**
710. **How does group polarization affect terrorist organizations, according to McCauley & Segal (1987)?**
- a. a) They become less extreme over time
  - b. b) They maintain the same level of extremism
  - c. c) They become more extreme gradually
  - d. d) They disband over time
  - e. **Answer: c**

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711. **Which factor is crucial in increasing deindividuation, according to Diener?**

- a. a) High self-awareness
- b. b) Low group size
- c. c) Lack of self-awareness
- d. d) High individual accountability

e. **Answer: c**

712. **What does the process of group decision-making often lead to, according to the 'risky shift' concept?**

- a. a) More cautious decisions
- b. b) Less careful decisions
- c. c) More extreme decisions
- d. d) Compromised decisions

e. **Answer: c**

713. **What can reduce the likelihood of Groupthink occurring?**

- a. a) Homogeneous group composition
- b. b) Isolation from outside opinions
- c. c) Leader encouraging open discussion
- d. d) Pressure for unanimity

e. **Answer: c**

714. **What describes the shift in group attitudes towards more extreme positions?**

- a. a) Group polarization
- b. b) Social facilitation
- c. c) Social loafing
- d. d) Deindividuation

e. **Answer: a**

715. **What did Janis (1972) identify as a symptom of Groupthink?**

- a. a) Critical evaluation of all alternatives
- b. b) Illusion of invulnerability
- c. c) Seeking out dissenting opinions
- d. d) Encouragement of individual thinking

e. **Answer: b**

716. **What is a common effect of Groupthink on decision-making quality?**

- a. a) Higher quality decisions
- b. b) Lower quality decisions
- c. c) More innovative decisions
- d. d) Unaffected decision quality

e. **Answer: b**

717. **What strategy can help prevent Groupthink?**

- a. a) Encouraging homogeneity in the group
- b. b) Suppressing dissenting opinions

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- c. c) Promoting open and critical discussion  
 d. d) Limiting access to outside information  
 e. **Answer: c**
718. **Which phenomenon is characterized by the tendency for groups to make decisions that are more extreme than the initial inclinations of their members?**  
 a. a) Group polarization  
 b. b) Social loafing  
 c. c) Social facilitation  
 d. d) Deindividuation  
 e. **Answer: a**
719. **How can Groupthink negatively impact decision-making in high-stakes situations?**
- a. a) By promoting excessive caution
  - b. b) By reducing critical thinking and alternative solutions
  - c. c) By encouraging individual responsibility
  - d. d) By increasing access to diverse perspectives
  - e. **Answer: b**
720. **In what type of group is Groupthink more likely to occur?**
- a. a) Diverse groups with open communication
  - b. b) Homogeneous groups with high cohesion
  - c. c) Groups with strong leadership encouraging dissent
  - d. d) Groups with low pressure for unanimity
  - e. **Answer: b**
721. **Which theory of leadership suggests that leaders possess particular characteristics that make them natural leaders?**
- a. a) Situational perspective
  - b. b) Contingency theory
  - c. c) Great-person theory
  - d. d) Transformational leadership
  - e. **Answer: c) Great-person theory**
722. **According to the great-person theory, which trait is commonly found in successful leaders?**
- a. a) Physical strength
  - b. b) Intelligence
  - c. c) Emotional sensitivity
  - d. d) Financial acumen
  - e. **Answer: b) Intelligence**
723. **Which leadership theory emphasizes the importance of the leader's ability to adapt to different situations?**
- a. a) Great-person theory

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- b. b) Transformational leadership
- c. c) Situational perspective
- d. d) Transactional leadership

**Answer: c) Situational perspective**  
724. **What does the contingency theory of leadership focus on?**

- a. a) Fixed traits of leaders
- b. b) The leader's style and the situation
- c. c) The charisma of the leader
- d. d) Followers' satisfaction

**Answer: b) The leader's style and the situation**

725. **Which characteristic is NOT associated with successful leaders according to Stogdill's studies?**

- a. a) Intelligence
- b. b) Need for achievement
- c. c) High agreeableness
- d. d) Strong interpersonal skills

**Answer: c) High agreeableness**  
726. **What is one way to overcome groupthink?**

- a. a) Encourage conformity
- b. b) Restrict information exchange
- c. c) Use separate subcommittees
- d. d) Punish group dissenters

**Answer: c) Use separate subcommittees**  
727. **Who is more likely to become a group leader according to studies of small groups?**

- a. a) The person who talks the least
- b. b) The person who is most aggressive
- c. c) The person who talks the most
- d. d) The person with the highest social status

**Answer: c) The person who talks the most**  
728. **What is an essential quality of a leader in the situational perspective?**

- a. a) Fixed personality traits
- b. b) Adaptability to different situations
- c. c) High level of education
- d. d) Strong physical presence

**Answer: b) Adaptability to different situations**  
729. **Which trait is NOT typically associated with successful leaders according to Stogdill?**

- a. a) Optimism
- b. b) High neuroticism

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- c. c) Confidence
- d. d) Initiative in social situations
- e. **Answer: b) High neuroticism**

730. **According to the great-person theory, leaders are believed to possess what kind of traits?**

- a. a) Learned skills
- b. b) Inherent characteristics
- c. c) Adaptable behaviors for your LMS
- d. d) Cultural norms
- e. **Answer: b) Inherent characteristics**

731. **In which theory is the leader seen as someone who provides direction and energy to the group?**

- a. a) Great-person theory
- b. b) Situational perspective
- c. c) Transformational leadership
- d. d) Contingency theory
- e. **Answer: b) Situational perspective**

732. **What is a key factor in the success of leaders according to contingency theory?**

- a. a) Fixed traits
- b. b) Followers' characteristics
- c. c) Situation and context
- d. d) Leaders' charisma
- e. **Answer: c) Situation and context**

733. **Which of the following is NOT a symptom of groupthink?**

- a. a) Illusion of invulnerability
- b. b) Open-mindedness
- c. c) Increased conformity
- d. d) Rationalization of decisions
- e. **Answer: b) Open-mindedness**

734. **What is one of the strategies to prevent groupthink?**

- a. a) Ensure group loyalty
- b. b) Punish dissenters
- c. c) Consult outside experts
- d. d) Reduce decision-making diversity
- e. **Answer: c) Consult outside experts**

735. **Who typically exerts the most influence in a group according to Pescosolido?**

- a. a) The elected leader
- b. b) The most knowledgeable member
- c. c) The person who initiates action and gives orders

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d. d) The person with the most resources  
 e. **Answer: c) The person who initiates action and gives orders**  
 736. **According to studies, which type of leader tends to emerge in groups with diverse and complex tasks?**

- a. a) Single leader
  - b. b) Rotating leaders
  - c. c) Multiple leaders
  - d. d) Passive leaders
- Answer: c) Multiple leaders**

737. **Which leadership theory argues that some individuals are born to lead while others are born to follow?**

- a. a) Situational perspective
  - b. b) Contingency theory
  - c. c) Great-person theory
  - d. d) Transformational leadership
- Answer: c) Great-person theory**

738. **According to the contingency theory, what determines a leader's success?**

- a. a) The leader's inherent traits
  - b. b) The match between the leader's style and the situation
  - c. c) The charisma of the leader
  - d. d) The number of followers
- Answer: b) The match between the leader's style and the situation**

739. **What is a common trait among leaders according to Stogdill's review?**

- a. a) Introversion
  - b. b) High need for achievement
  - c. c) Low self-esteem
  - d. d) Indecisiveness
- Answer: b) High need for achievement**

740. **Which theory of leadership includes the idea that leaders emerge over time?**

- a. a) Great-person theory
  - b. b) Transformational leadership
  - c. c) Situational perspective
  - d. d) Contingency theory
- Answer: c) Situational perspective**

741. **Lesson 43: Social Psychology Applied: Social Psychology in Court**

742. **MCQs**

743. **What is the primary focus of social psychology in court settings?**

- a. a) Jury decision-making
- b. b) Courtroom architecture
- c. c) Legal statutes

- d. d) Crime scene investigation
- e. **Answer: a) Jury decision-making**
744. **Which of the following is a common topic studied in social psychology within court settings?**
- a. a) Judge's gavel design
- b. b) Eyewitness testimony reliability
- c. c) Courtroom lighting
- d. d) Security measures
- Answer: b) Eyewitness testimony reliability**
745. **What is one way that social psychology can impact legal proceedings?**
- a. a) By designing courtroom furniture
- b. b) By analyzing the behavior of jurors
- c. c) By dictating legal codes
- d. d) By enforcing laws
- Answer: b) By analyzing the behavior of jurors**
746. **Which aspect of the courtroom is often influenced by social psychology research?**
- a. a) Building materials
- b. b) Witness questioning techniques
- c. c) Bailiff uniforms
- d. d) Courtroom colors
- Answer: b) Witness questioning techniques**
747. **How can social psychologists contribute to understanding juror behavior?**
- a. a) By examining juror decision-making processes
- b. b) By creating legal documents
- c. c) By training lawyers in physical fitness
- d. d) By selecting courtroom decor
- Answer: a) By examining juror decision-making processes**
748. **Which factor is NOT typically considered in social psychology's application to courtroom settings?**
- a. a) Eyewitness accuracy
- b. b) Juror biases
- c. c) Defendant's attire
- d. d) Courtroom temperature
- Answer: d) Courtroom temperature**
749. **What is one method used to study the reliability of eyewitness testimony?**
- a. a) Controlled experiments
- b. b) Architectural surveys
- c. c) Legal case reviews
- d. d) Jury duty simulations

e. **Answer: a) Controlled experiments**  
 750. **Which topic related to jury decision-making is often researched in social psychology?**

- a. a) The type of wood used in jury benches
- b. b) The impact of media coverage
- c. c) The style of judge's robe
- d. d) The acoustics of the courtroom

**Answer: b) The impact of media coverage**

751. **LMS What role do social psychologists play in court settings?**

- a. a) They serve as jurors
- b. b) They advise on legal procedures
- c. c) They provide insights into human behavior
- d. d) They design courtrooms

**Answer: c) They provide insights into human behavior**

752. **Which of the following is a finding from social psychology research relevant to courtrooms?**

- a. a) The effectiveness of courtroom seating arrangements
- b. b) The reliability of polygraph tests
- c. c) The influence of expert testimony on jurors
- d. d) The best material for courtroom flooring
- e. **Answer: c) The influence of expert testimony on jurors**

753. **What does social psychology research suggest about the impact of pretrial publicity on jurors?**

- a. a) It has no effect
- b. b) It improves juror accuracy
- c. c) It can create biases
- d. d) It is always positive
- e. **Answer: c) It can create biases**

754. **How can social psychologists help improve eyewitness testimony?**

- a. a) By training witnesses in observation skills
- b. b) By suggesting better memory recall techniques
- c. c) By reducing the number of witnesses
- d. d) By changing courtroom procedures
- e. **Answer: b) By suggesting better memory recall techniques**

755. **Which area is NOT typically studied by social psychologists in legal settings?**

- a. a) Jury selection processes
- b. b) Judge's decision-making styles
- c. c) Legal code interpretations
- d. d) Witness credibility
- e. **Answer: c) Legal code interpretations**

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756. **What is one effect of juror bias in court cases?**

- a. a) Increased courtroom decorum
- b. b) Impartial verdicts
- c. c) Skewed verdicts
- d. d) Faster trial outcomes

e. **Answer: c) Skewed verdicts**

757. **How might social psychologists address juror biases?**

- a) By selecting jurors with similar backgrounds
- b) By educating jurors on cognitive biases
- c. c) By limiting juror deliberation time
- d. d) By removing jury trials

e. **Answer: b) By educating jurors on cognitive biases**

758. **What is a common recommendation from social psychologists to improve juror decision-making?**

- a. a) Increase juror pay
- b. b) Provide clearer jury instructions
- c. c) Use larger courtrooms
- d. d) Reduce trial duration

e. **Answer: b) Provide clearer jury instructions**

759. **Which factor does NOT influence the accuracy of eyewitness testimony?**

- a. a) Stress levels
- b. b) Lighting conditions
- c. c) Witness's clothing
- d. d) Time since the event

e. **Answer: c) Witness's clothing**

760. **How can social psychology inform the process of cross-examination in court?**

- a. a) By improving questioning techniques
- b. b) By determining witness seating
- c. c) By deciding courtroom decor
- d. d) By selecting legal codes

e. **Answer: a) By improving questioning techniques**

761. **Which of the following is a goal of social psychology research in legal settings?**

- a. a) To develop new laws
- b. b) To understand legal principles
- c. c) To enhance the fairness of trials
- d. d) To train judges

e. **Answer: c) To enhance the fairness of trials**

762. **What is one of the main concerns of social psychologists regarding eyewitness testimony?**

- a. a) The accuracy of recall
- b. b) The age of the witness
- c. c) The occupation of the witness
- d. d) The witness's handwriting
- e. **Answer: a) The accuracy of recall**

763. **Which type of therapy focuses on changing faulty thinking patterns?**

- a. a) Cognitive Therapy
- b. b) Behavioral Therapy
- c. c) Psychodynamic Therapy
- d. d) Humanistic Therapy
- e. **Answer: a) Cognitive Therapy**

764. **What is the primary goal of cognitive therapy?**

- a. a) To explore unconscious conflicts
- b. b) To change maladaptive behaviors
- c. c) To alter negative thought patterns
- d. d) To achieve self-actualization
- e. **Answer: c) To alter negative thought patterns**

765. **Which approach combines cognitive and behavioral techniques?**

- a. a) Psychoanalytic Therapy
- b. b) Cognitive-Behavioral Therapy (CBT)
- c. c) Gestalt Therapy
- d. d) Existential Therapy
- e. **Answer: b) Cognitive-Behavioral Therapy (CBT)**

766. **Which therapy is most effective for treating phobias?**

- a. a) Psychodynamic Therapy
- b. b) Humanistic Therapy
- c. c) Cognitive-Behavioral Therapy
- d. d) Client-Centered Therapy
- e. **Answer: c) Cognitive-Behavioral Therapy**

767. **What is a common technique used in behavioral therapy?**

- a. a) Free association
- b. b) Systematic desensitization
- c. c) Dream analysis
- d. d) Reflection of feelings
- e. **Answer: b) Systematic desensitization**

768. **Who developed the concept of cognitive distortions?**

- a. a) Sigmund Freud
- b. b) Carl Rogers
- c. c) Aaron Beck
- d. d) Albert Ellis

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769. **Answer: c) Aaron Beck**  
**Which of the following is a cognitive distortion?**

- a. a) Positive reinforcement
- b. b) Overgeneralization
- c. c) Conditional regard
- d. d) Free association
- e. **Answer: b) Overgeneralization**

770. **What does CBT aim to change?**

- a) Childhood experiences
- b. b) Unconscious motives
- c. c) Maladaptive thoughts and behaviors
- d. d) Personality traits

771. **Answer: c) Maladaptive thoughts and behaviors**  
**Which therapy emphasizes unconditional positive regard?**

- a. a) Psychoanalytic Therapy
- b. b) Behavior Therapy
- c. c) Cognitive Therapy
- d. d) Humanistic Therapy
- e. **Answer: d) Humanistic Therapy**

772. **Which technique is used to gradually expose a client to a feared object or situation?**

- a. a) Flooding
- b. b) Systematic desensitization
- c. c) Aversion therapy
- d. d) Transference
- e. **Answer: b) Systematic desensitization**

773. **Which therapy uses the ABC model to address irrational beliefs?**

- a. a) Cognitive Therapy
- b. b) Rational Emotive Behavior Therapy (REBT)
- c. c) Behavior Therapy
- d. d) Humanistic Therapy
- e. **Answer: b) Rational Emotive Behavior Therapy (REBT)**

774. **Who is considered the founder of Humanistic Therapy?**

- a. a) Sigmund Freud
- b. b) B.F. Skinner
- c. c) Carl Rogers
- d. d) Aaron Beck

**Answer: c) Carl Rogers**

775. **Which of the following is a core condition in Rogerian therapy?**

- a. a) Transference

- b. b) Free association
- c. c) Unconditional positive regard
- d. d) Dream analysis
- e. **Answer: c) Unconditional positive regard**

776. **What is the main focus of behavioral therapy?**

- a. a) Changing unconscious motives
- b. b) Exploring past experiences
- c. c) Modifying maladaptive behaviors
- d. d) Analyzing dreams
- e. **Answer: c) Modifying maladaptive behaviors**

777. **In CBT, what are automatic thoughts?**

- a. a) Thoughts that occur in dreams
- b. b) Unconscious desires
- c. c) Spontaneous negative thoughts
- d. d) Conscious rational thoughts
- e. **Answer: c) Spontaneous negative thoughts**

778. **Which therapy technique involves challenging irrational beliefs?**

- a. a) Free association
- b. b) Thought stopping
- c. c) Rational emotive behavior therapy (REBT)
- d. d) Unconditional positive regard
- e. **Answer: c) Rational emotive behavior therapy (REBT)**

779. **What does the "A" in the ABC model of REBT stand for?**

- a. a) Affect
- b. b) Antecedent
- c. c) Activating event
- d. d) Awareness
- e. **Answer: c) Activating event**

780. **Which therapy focuses on the client's capacity for self-direction and understanding their own development?**

- a. a) Psychoanalytic Therapy
- b. b) Humanistic Therapy
- c. c) Behavior Therapy
- d. d) Cognitive Therapy
- e. **Answer: b) Humanistic Therapy**

781. **What is a key concept in behavior therapy?**

- a. a) Free association
- b. b) Reinforcement
- c. c) Transference
- d. d) Self-actualization

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- e. **Answer: b) Reinforcement**
782. **Which therapy is most associated with the concept of self-actualization?**
- Cognitive Therapy
  - Behavior Therapy**
  - Humanistic Therapy
  - Psychoanalytic Therapy
- e. **Answer: c) Humanistic Therapy**
783. **Which method is used to evaluate the effectiveness of psychological treatments?**
- Case studies
  - Randomized controlled trials (RCTs)**
  - Naturalistic observation
  - Longitudinal studies
- e. **Answer: b) Randomized controlled trials (RCTs)**
784. **What is the primary focus of psychodynamic therapy?**
- Changing observable behaviors
  - Identifying and modifying irrational beliefs
  - Exploring unconscious conflicts**
  - Teaching coping skills
- e. **Answer: c) Exploring unconscious conflicts**
785. **Which therapy technique is commonly used in humanistic therapy?**
- Dream analysis
  - Free association**
  - Reflection of feelings
  - Token economies
- e. **Answer: c) Reflection of feelings**
786. **What is the primary goal of psychoanalytic therapy?**
- To change behavior
  - To uncover unconscious desires**
  - To alter negative thought patterns
  - To teach relaxation techniques
- e. **Answer: b) To uncover unconscious desires**
787. **Which of the following is a characteristic of client-centered therapy?**
- The therapist is directive
  - The focus is on unconscious motives
  - The therapist provides unconditional positive regard**
  - The focus is on past experiences
- e. **Answer: c) The therapist provides unconditional positive regard**
788. **In cognitive-behavioral therapy, what is a core component?**
- Analyzing dreams

- b. b) Reflecting feelings
- c. c) Challenging cognitive distortions
- d. d) Free association

e. **Answer: c) Challenging cognitive distortions**

789. **Which therapy technique involves pairing an unpleasant stimulus with an unwanted behavior?**

- a. a) Systematic desensitization
- b. b) Aversion therapy
- c. c) Flooding
- d. d) Free association

e. **Answer: b) Aversion therapy**

790. **Which term refers to the transfer of feelings from one person to another in psychoanalytic therapy?**

- a. a) Transference
- b. b) Countertransference
- c. c) Projection
- d. d) Identification

e. **Answer: a) Transference**

791. **What does the "C" in CBT stand for?**

- a. a) Conditioning
- b. b) Cognitive
- c. c) Counseling
- d. d) Confrontation

e. **Answer: b) Cognitive**

792. **Which therapy technique involves teaching relaxation techniques to manage anxiety?**

- a. a) Aversion therapy
- b. b) Systematic desensitization
- c. c) Free association
- d. d) Dream analysis

e. **Answer: b) Systematic desensitization**

793. **Which type of therapy is known for its focus on the therapeutic relationship?**

- a. a) Cognitive Therapy
- b. b) Humanistic Therapy
- c. c) Behavioral Therapy
- d. d) Psychoanalytic Therapy

e. **Answer: b) Humanistic Therapy**

794. **Which therapy involves the therapist taking a nondirective role?**

- a. a) Psychoanalytic Therapy
- b. b) Cognitive-Behavioral Therapy

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- c. c) Client-Centered Therapy
- d. d) Behavior Therapy
- e. **Answer: c) Client-Centered Therapy**

795. **Which therapy technique is used to gradually expose a client to a feared object or situation?**

- a. a) Aversion therapy
- b. b) Flooding
- c. c) Systematic desensitization
- d. d) Free association
- e. **Answer: c) Systematic desensitization**

796. **Which type of therapy emphasizes the importance of self-awareness and the present moment?**

- a. a) Psychodynamic Therapy
- b. b) Cognitive Therapy
- c. c) Humanistic Therapy
- d. d) Behavioral Therapy
- e. **Answer: c) Humanistic Therapy**

797. **Which therapy focuses on the client's thoughts and beliefs?**

- a. a) Behavioral Therapy
- b. b) Psychoanalytic Therapy
- c. c) Cognitive Therapy
- d. d) Humanistic Therapy
- e. **Answer: c) Cognitive Therapy**

798. **In which therapy is free association a key technique?**

- a. a) Cognitive Therapy
- b. b) Behavior Therapy
- c. c) Humanistic Therapy
- d. d) Psychoanalytic Therapy
- e. **Answer: d) Psychoanalytic Therapy**

799. **Which therapy approach is based on the principles of learning theory?**

- a. a) Psychoanalytic Therapy
- b. b) Cognitive Therapy
- c. c) Behavioral Therapy
- d. d) Humanistic Therapy
- e. **Answer: c) Behavioral Therapy**

800. **What is the main goal of rational emotive behavior therapy (REBT)?**

- a. a) To explore unconscious conflicts
- b. b) To change irrational beliefs
- c. c) To achieve self-actualization
- d. d) To analyze dreams

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e. **Answer: b) To change irrational beliefs**  
 801. **Which technique is used in cognitive therapy to identify and challenge negative thought patterns?**

- a. a) Free association
- b. b) Reflection of feelings
- c. c) Cognitive restructuring
- d. d) Dream analysis

**Answer: c) Cognitive restructuring**

802. **LMS Which type of therapy is most effective for treating anxiety disorders?**

- a. a) Psychoanalytic Therapy
- b. b) Behavioral Therapy
- c. c) Cognitive-Behavioral Therapy
- d. d) Humanistic Therapy

**Answer: c) Cognitive-Behavioral Therapy**

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- ENGLISH /MATH

# E-Future Learning

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## Computer Science

For students pursuing Computer Science and Information Technology, we offer specialized support for CS619 and CS519 projects. From conceptualization to implementation, our team provides hands-on assistance to help students tackle complex problems and build cutting-edge solutions.

Our expertise covers a wide range of programming languages, including but not limited to:

- |                    |          |
|--------------------|----------|
| • HTML/CSS         | • Java   |
| • PHP/ASP.NET      | • Ruby   |
| • React JS/Node JS | • C/C++  |
| • Javascript       | • Python |

For 2024

## Why Choose Us?

- 100% Passing guarantee
- 100% Passing ratio
- Report clearance
- Presentation clearance
- Standard of excellence
- cost effective
- Viva clearance
- Pass result

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Our expertise extends to a wide range of CS & management projects, including but not limited to: all types of projects, internships, thesis, and other related services. For More info  
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## About Us

We are providing LMS handling and Management services as well as internship and project report writing services. We have experience and a great team for your LMS handling and other more services

## Final Year Project

- CS619
- CS519

## Internship & Project Reports

- BNK619/ BNKI619
- FIN619/ FINI619
- HRM619/ HRMI619
- MGT619/ HRMI619
- MIS619/ MISI619
- MKT619/ MKTI619
- BNK619/ BNKI619
- FIN620/ FINI620
- HRM620/ HRMI620
- MGT620/ MGTI620
- ECO619/ ECOI619
- MKT620/ MKTI620
- ACF619/ ACFI619
- COM619/ COMI619
- PAD619/ PADI619
- PSY619/ PSYI619
- MCM619/ MCFI619
- EDU630/STA620
- ENGLISH / MATH

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## LMS HANDLING INTERNSHIP Project Management

FOR 2024

## Field of Study

Our services provide 80% or Above marks in LMS handling and management.

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