

PSY403 Quiz 3 File by Tanveer Online Academy



Which of the following is a belief that provides an organizing framework to help us understand ourselves?	Self-schema
“Face is the image of the soul” belongs to which tradition?	Roman
Fundamental attribution error is common among which of the following people?	Individualistic culture
According to Fritz Heider which of following need motivates people?	Need of coherent view world
Which of the following refers to the tendency to overestimate the impact of dispositional causes and underestimate the impact of situational causes?	Fundamental attribution error
Which of the following refers that people tend to attribute their own behavior to external causes but that of others to internal?	Actor-observer bias
If someone’s actual self is discrepant from or fails to live up to their own ideal self they feel what?	Dejected
Which of the following refers to have more than one dimension to the self-schemas?	Self-schema complexity
Which of the following comparison refers to compare oneself with someone who is better than you?	Social
Who proposed the social categorization?	Hampson
Which of the following nation found that baby faces were perceived as weak, naïve, but interpersonally warm, honest, & dependent by which of the following nations?	Korean
Which of the following is not a type of Present selves?	The dream self
In _____ direct eye contact is considered a sign of confidence.	North America
The process by which people use information to make inferences about the causes of behaviour and events is known as:	Attribution
All of the followings are advantages of schematic processing EXCEPT:	Remove affect
Person perception can be classified into:	Impression formation and attribution
Which of the following is an example of collectivist culture?	Mexico

An animal with three body divisions, six legs, an external skeleton, and a rapid reproductive system = INSECT is an example of what?	Categorizing creatures
Discrepancy between actual self and ought self, make people feel what?	Agitated
Which of the following is NOT an advantage of Schematic Processing?	Generalize information
Western cultures may emphasize the _____ identity over the _____ identity.	Personal, social
What factor is responsible for the self-serving bias?	All of the given options
Event schemas are also known as what?	Scripts
Who have major research contribution in perceiving baby faces?	Zebrowitz and Montepare
Which of the following is NOT an advantage of Schematic Processing?	Generalize information
If a salesperson is nice to us, we don't necessarily assume he or she is intrinsically friendly. This is an example of which of the following principle?	The discounting principle
Categorization of less typical members may be:	Slower
SSAB is an abbreviation of what?	Self-Serving Attribution Bias
A _____ is a cluster of socially defined expectations that individuals in a given situation are expected to fulfill.	Social role
What kind of parenting style increases or enhances high self esteem in children?	Authoritative parenting
Which of the following refers to the process that provides greater confidence that we can accurately predict behavior?	Predictability Need
_____ means deliberate judgments or decisions about anything and people are consciously aware of those decisions.	Explicit cognition
Marcus Cicero wrote which of the followings?	Face is the image of soul
Who gave the Covariation model of attribution?	Harold Kelly
Who among the following overestimate the importance of the situation in explaining their own behaviors?	Actor
Which of the following refers to use others as a standard of comparison to evaluate their own opinions, abilities and attributions?	Social comparison
The relationship between self and _____ has become progressively worse.	Society
Adults may assume that baby-faced are more honest but less _____.	Intellectual
Which of the followings is not a vocal cue for detecting lies?	Distancing
Which of the following is an open style of experiencing and communicating emotion that is associated with femininity?	Extravagant expressiveness

Covariation model focuses on which of the followings?	Multiple instances
Who studies the importance of personal descriptions vs. base-rate information?	Tversky & Kahneman
People with attractive voices are having _____ interpersonal relationships (Berry,1992).	Warm
When the cause of a behavior is internally located it is called as:	Internal attribution
Which of the following is not an important characteristic of interpersonal attraction?	Conformity
Who was the first to introduce the Principle of Cognitive consistency?	Fritz Heider
Intimacy cannot be manifested as:	Socio economic status
_____ is a nuclear scientist and supervised the construction of atom bomb.	Oppenheimer
An infant has the ability to grasp and hold things, this is known as what?	The Moro reflex
Which of the following refers to sharing which is inmost with others?	Intimacy
“Personal beauty is a greater recommendation than any letter of introduction” is saying of:	Aristotle
Good mood, involvement and individual differences are which variables among the followings?	Audience variables
This tendency to be attracted to others who are similar to us in particular characteristics, such as physical attractiveness, is known as the what?	Matching hypothesis
Which of the following is NOT a kind of attachment styles?	Dismissing-Fearful
Status is another form of:	Prejudice

Which of the following is one of the most apparent qualities of stereotyped thinking and provides basis for immediate action in uncertain circumstances? **Quickness**

Which of the following is NOT a factor effecting -affiliation desires? **Individuality**

Love marriages are always end up into a disaster, this is an example of: **Prejudice**

Generally happy people use which of the following routes for persuasion? **Peripheral route**

Which of the following implies that those who feel their social identity keenly tend to categorize people as us or them? **Social identity theory**

Who is more resistant to attitude change? **Middle-aged adults**

Which of the following is a negative behavior directed towards the members of a prejudiced social group? **Discrimination**

Which of the following is a negative attitude towards the members of specific social groups? **Prejudice**

Who among the followings is the nephew of Freud, used attractive “liberated” women in an ad campaign for the cigarette industry to serve as a “torch of freedom” symbol? **Edward Bernays**

Blanchard et al. (1975) showed that co-operation works best when the outcome of the super ordinate goal is _____: **Successful**

Adorno, Frenkel-Brunswick, Levinson, & Stanford (1950) constructed the _____ scale to measure authoritarian personality. **Fascist**

Self-concept contains which of the following with a personal identity? **Social identity**

Who gave the idea of the contact hypothesis? **Allport**

Which of the following is a self-confirming apprehension that one will be evaluated based on a negative stereotype? **Stereotype threat**

Which of the following is not a characteristic of the situation & attraction? **Continuity**

Persuasion is attitude change via a/an _____ message. **External**

Which of the following is not a characteristic of situation and affiliation? **Culture**

“Autobiography of a Face” is written by _____, who is an American poet. **Lucy Graely**

Which of the following helps to reduce prejudice? **Religion**

According to research, how much time we usually spend with others? **3/4**

Which of the following factor DOES NOT affect Persuasion? **Authority**

Which of the following can be a good policy to motivate students to work together? **Team sports**

Which of the following can be reduced if the contact between members of different social groups is increased? **Intergroup bias**

Which of the following states that the contact between members of different social groups, under appropriate conditions, can lead to reductions in intergroup bias? **The contact hypothesis**

Afro Caribbean males are often labeled as _____ man and are considered dangerous. **Angry black**

Which of the following is attitude change via an external message? **Persuasion**

Which of the following factor DOES NOT affect dissonance? **Observation**

Who gave the concept of cognitive dissonance? **Leon Festinger**

Which of the following function is not served by prejudice? **Lowers self-esteem**

Which of the following is not a part of social identity? **Daughter**

If Whites and Blacks marry each other, the children will be of brown color; this is an example of what? **Combination**

Which of the following is NOT a source of prejudice? **Personal Sources**

Which of the following is an example of evidence based message? **Last year 1100 students died with drug abuse**

Cognitive dissonance is attitude change via _____. **Internal discrepancy**

Which of the following refers to thought process that occurs when we decide what caused another person's behavior? **Attribution**

Which of the following statistics merely summarize and describe the behavior or characteristics of a particular sample? **Descriptive statistics**

Which of the following is indicated by correlational research? **Direction and magnitude**

Which of these is not a method of data collection? **Experiment**

In an experimental research study, the primary goal is to isolate and identify the effect produced by which of the followings? **Independent variable**

SPSSI, Society for the Psychological Study of Social Issues was established in which of the following year? **1936**