



PSY403

Quiz for Final-Term

ABSTRACT

This comprehensive collection of notes is accurately crafted to empower students to excel academically, ensuring they achieve a minimum of 80% marks in their examinations. The content is organized with clarity and precision, focusing on key concepts, critical analyses, and practical applications tailored to the syllabus. These notes serve as a reliable resource for both thorough preparation and last-minute revision. Designed to inspire confidence and mastery, this guide is an essential tool for students striving for academic excellence.

Maha Malik
Social Psychology

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1. Cognitive dissonance refers to the attitude change through an internal discrepancy. (False)
2. Sara is a sports girl and does not like makeup and formal dresses. She was compelled to wear traditional formal clothes with glam makeup on her sister's wedding. This made her uncomfortable under her skin. This phenomenon is known as:
 - ❖ Attitude changes behavior
 - ❖ Cognitive consistency
 - ❖ Cognitive dissonance
 - ❖ Negative self-perception
3. Which of the following does NOT affect the dissonance?
 - ❖ Belief
 - ❖ Freedom of choice
 - ❖ Investment
 - ❖ Justification
4. "Doomsday cult group" is an example of justification. (True)
5. When the attitude is changed due to the external messages it is called credibility. (False)
6. According to Festinger which of the following is true?
 - ❖ Addition of the new learning
 - ❖ Addition of the new belief
 - ❖ Addition of the third cognition
 - ❖ Addition of the new schema
7. "Merely saying nice things is enough to get people to like you" refers to similarity. (True)
8. Aslam is a tennis player; he has no interest and likeness towards cricket. But due to some reason he practiced cricket for six months. Now he has more positive attitude towards cricket. This is the example of:
 - ❖ Self perception theory
 - ❖ Festinger & Carlsmith's theory
 - ❖ Hoveland & Weiss's study
 - ❖ Cognitive dissonance theory
9. Research found that two-sided messages are effective if people initially do not agree with the message. (True)
10. It has been found that about 30% of all the advertisements employ humor. (False)
11. Repetition with variation can overcome wear-out effect. (False)
12. Which of the following technique can be used by an insurance officer to persuade?
 - ❖ Humor
 - ❖ Interest
 - ❖ Fear
 - ❖ Evidence
13. Which of the following conditions of fear appeal depends on the individual's personal capabilities?
 - ❖ The belief that situation told is most probable
 - ❖ The belief on the information provided
 - ❖ The belief that situation can be constant

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- ❖ **The belief on competency of taking action**
14. Which of the following is true about advertisement type and persuasion?
- ❖ Vividness can't undermine the persuasiveness of a message
 - ❖ Evidence along with vivid image decrease persuasion
 - ❖ **Evidence-based appeal come from credible source is more persuasive**
 - ❖ Evidence-based appeal is less persuasive
15. How too much fear can effect an individual's performance?
- ❖ Increase the performance
 - ❖ **Decrease the performance**
 - ❖ Initially increase then decrease the performance
 - ❖ Does not effect significantly
16. Repetition increases the liking of stimuli which was perceived negatively before. **(False)**
17. Which of the following fear appeal leads to attitude change?
- ❖ When individual convinced on recommendations
 - ❖ **When individual convinced that the dangers are quite probable**
 - ❖ When individual verify the facts
 - ❖ When individual believe on his ability to take action
18. The negative attitude towards the members of specific social groups is called prejudice. **(True)**
19. Beliefs about the personal attributes shared by people in a particular group or social category is known as:
- ❖ Prejudice
 - ❖ Discrimination
 - ❖ Biasness
 - ❖ **Stereotypes**
20. Which of the following factor does NOT contribute in shaping prejudice & discrimination?
- ❖ Cognitive sources
 - ❖ Emotional sources
 - ❖ Social sources
 - ❖ **Behavioral sources**
21. Categorizing people, scapegoating, authoritarian personality, and nequal status in society contributes in shaping prejudice. **(True)**
22. Which of the following word is used to indicate the degree of social and psychological space between the speaker and social group?
- ❖ **They and we**
 - ❖ Us and ours
 - ❖ We and us
 - ❖ I and we
23. Which of the following can cause homogeneity effect?
- ❖ Assigning people to same social group
 - ❖ **Assigning people to different social groups**
24. Which of the following is not considered as prejudice but a laying foundation for it?
- ❖ Ethnicity

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- ❖ Biasness
 - ❖ Stereotypes
 - ❖ **Categorization**
25. When there are many minorities at one place and they feel same on the basis of minority category, which of the following effect they may cause?
- ❖ **In-group homogeneity**
 - ❖ Out-group homogeneity
26. Prejudice is considered as the specific form of _____.
- ❖ **Feeling**
 - ❖ Emotion
 - ❖ Behavior
 - ❖ Attitude
27. Stereotype threat can affect athletic performance. **(True)**
28. There is more prejudice in the societies where slavery is practiced. **(True)**
29. Which of the following is the example of developing ethnocentrism between two competing groups for scarce resources?
- ❖ **Decrease in out-group derogation**
 - ❖ Increase in out-group derogation
30. Which of the following part of the religion may enhance prejudice?
- ❖ Atheist religion beliefs
 - ❖ Moderate religion beliefs
 - ❖ Weak religion beliefs
 - ❖ **Strong religion beliefs**
31. Which of the following was found in an experiment as one of the by product of inter group hostility?
- ❖ Out group solidarity
 - ❖ **In group solidarity**
32. Which of the following is a determinant of one's self esteem?
- ❖ **Social esteem**
 - ❖ Religious esteem
33. Whom of the following has concluded that if people identify themselves as part of better group, it increases their self esteem?
- ❖ Billig & Tajfel
 - ❖ **Tajfel & Turner**
34. Which of the following strategy has been used in research to reverse the hostility between the groups?
- ❖ Competitive contact
 - ❖ **Non-competitive contact**
35. According to a study, people tend to allocate more scores to which of the following group?
- ❖ Out group
 - ❖ In-group
 - ❖ **Own group**

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- ❖ Opponent group
36. Which of the following religion focuses on the social equality?
- ❖ Hinduism
 - ❖ Christianity
 - ❖ Islam
 - ❖ **All the religions of the world**
37. Mere contact between the groups not necessarily reduce the prejudice until manipulation is not done in the situational variables. **(True)**
38. The social norms favoring the equality contribute in which of the following?
- ❖ Increasing inter-group bias
 - ❖ **Reducing inter-group bias**
39. Social norms contribute in the development of:
- ❖ **People's intention**
 - ❖ People's behavior
40. Which of the following is recommended for decreasing the prejudice and discrimination?
- ❖ Social norms
 - ❖ **Contact hypothesis**
41. When attitudes are not in line with behaviour it is called:
- ❖ **Cognitive dissonance**
 - ❖ Cognitive distortion
42. Which of the following can be done to eliminate cognitive dissonance?
- ❖ Change behavior in line with attitude
 - ❖ **Change attitude in line with behavior**
43. Maintaining the contact between members of different social groups, under appropriate conditions is called:
- ❖ Re-categorization
 - ❖ **Contact hypothesis**
44. Which of the following condition should be fulfilled in contact between the groups to reduce inter group bias?
- ❖ Contact should be competitive
 - ❖ **Contact should be cooperative**
45. Which of the following is considered as one of the advantage of contact?
- ❖ **Compete against each other**
 - ❖ Compete within the group
46. When it come to dissonance people tend to:
- ❖ **Avoid it**
 - ❖ Practice it
 - ❖ Accept it
 - ❖ Ignore it
47. People with high anxiety have high desire to affiliate. **(True)**
48. Proximity have an effect on intrapersonal relationships. **(False)**

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49. Familiarity does breeds liking. **(True)**
50. The desire to approach other individuals is called:
- ❖ Behavioral attraction
 - ❖ Sexual attraction
 - ❖ Social attraction
 - ❖ **Interpersonal attraction**
51. Who experience greater activation of dopamine pathways in the brain which are associated with reward and positive affect?
- ❖ Introverts
 - ❖ **Extroverts**
52. Whom of the following choose to do the task in noisy setting and even they perform better in such setting?
- ❖ **Extroverts**
 - ❖ Introverts
53. Affiliation needs are determined or shaped by which of the following?
- ❖ **Culture**
 - ❖ Norms
54. Social exchange theory focuses on:
- ❖ **Interaction between people**
 - ❖ Interaction between groups
55. According to neuroscience study, social rejection is equal to affective distress associated with:
- ❖ Emotional pain
 - ❖ **Physical pain**
56. A study by Geert Hofstede has found positive relationship between culture's degree of individuation and its citizens':
- ❖ **Affiliation need**
 - ❖ Proximity need
57. Attitude similarity increases the tendency of attraction between people. **(True)**
58. According to a meta analysis it has been found that there is a significant relationship between attractiveness and positive traits like intelligence, dominance, self-esteem, and mental health. **(False)**
59. Researchers have found that most of the couples observed in the social setting, were similar in their physical appearance. **(True)**
60. Physical attractiveness stereotype concept does not apply on infants as all the children are beautiful and are loved. **(False)**
61. According to the literature, physical attractiveness contributes in the carrier success. **(True)**
62. Physical attractiveness stereotype prevails in which of the following societies?
- ❖ Collectivist
 - ❖ None of any
 - ❖ **Both**
 - ❖ Individualistic

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63. Social psychology research has proved that people get attracted towards:
- ❖ Opposite people
 - ❖ **Similar people**
64. According to people's opinion, attractiveness is associated with:
- ❖ High socioeconomic status
 - ❖ **Positive characteristics**
65. Who seems attractive?
- ❖ Fair and glowing face
 - ❖ **Statistically average face**
66. 'What is beautiful is good' is best explained by which of the following theory?
- ❖ Cross cultural differences
 - ❖ **Physical attractiveness stereotype**
67. Who among the following face stigmatization and discrimination at workplace?
- ❖ Poorly skilled employs
 - ❖ **Obese employs**
68. Which of the following is considered a cornerstone for all relationships in an individual's life?
- ❖ Teacher child attachment
 - ❖ **Parent-child attachment**
69. Contrary to which of the following, the attributions for the loved one are similar to those we would have for our actions?
- ❖ **Actor observer effect**
 - ❖ Bystander effect
70. In daily life, which of the following principle is being practiced, in which we decide whether we will sustain the relationship or not?
- ❖ Principle of proximity
 - ❖ **Principle of exchange**
71. Which of the following attachment is associated with positive family relationships?
- ❖ Safe attachment
 - ❖ **Secured attachment**
72. Which of the following is an additional discovery regarding attachment styles other than positive or negative self-esteem?
- ❖ One perceives others reliable
 - ❖ **One perceives others trustworthy**
73. The nature of attachment styles is determined by:
- ❖ Society
 - ❖ **Culture**
74. Which of the following determines the relationship intimacy?
- ❖ Degree of exclusion
 - ❖ **Degree of inclusion**
75. Whom of the following share the physical and psychological resources?
- ❖ **Close partners**
 - ❖ Average partners

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76. What does insecure attachment style people think about themselves?
- ❖ Miserable and deserve love
 - ❖ **Unworthy of love**
77. What is the verbal meaning of intimacy?
- ❖ **Inner**
 - ❖ Deep
78. Whom of the following adults reported more positive relationships with their parents than those who are insecurely attached with their parents?
- ❖ **Securely attached**
 - ❖ Negatively attached
79. Which of the following type of love is characterized by self disclosure, closeness, and concern after living long with each other.
- ❖ Self-love
 - ❖ **Compassionate love**
80. Which of the following is Not part of the Ssternberg's Triangel Theory of love?
- ❖ Intimacy
 - ❖ **Compassion**
81. Which of the following is NOT a Classic & contemporary conformity research?
- ❖ **How people react to nonconformists**
 - ❖ Conformity
 - ❖ Norm development
 - ❖ Group pressure
82. Which of the following is the warm point of love characterized by close, connected, bonded feelings, helping, being happy with, and mutually understanding, sharing, respecting, and supporting behavior.
- ❖ **Intimacy**
 - ❖ Passion
83. Which of the following level of friendship is based on the principle of exchange?
- ❖ Developed friendship
 - ❖ **Superficial friendship**
84. Which of the following theory addresses the development of relationship which is associated with superficial communication to more intimate exchanges.
- ❖ **Social exchange theory**
 - ❖ Triangular theory of love
85. Telling other people about oneself is called:
- ❖ **Disclosure**
 - ❖ Developing friendship
86. When there are two or more conformist in a group there is greater tendency of:
- ❖ Acceptance by group
 - ❖ **Rejection by group**
87. In which of the following situations, the group size is relatively unimportant?
- ❖ **Social reality is ambiguous**

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- ❖ Social reality is clear
88. Which of the following helps the minorities in making their influence on majority?
- ❖ **Less differences between majority and minority**
 - ❖ Commonality traits between majority and minority
89. When the members of group are attracted towards each other, it is called:
- ❖ Group attraction
 - ❖ **Group cohesiveness**
90. Minorities can have influence only if they are:
- ❖ **Influential and dominant**
 - ❖ Consistent and confident
91. In an experiment it has been found that if one confederate agree with participants, then conformity _____ dramatically.
- ❖ Increases
 - ❖ **Decreases**
92. Which of the following is an essential condition for minority to have its influence?
- ❖ Minority must hold the liberal views
 - ❖ **Minority must be flexible and open minded**
93. Which of the following influences the conformity?
- ❖ Group type
 - ❖ **Group size**
94. Minority's opinion is usually viewed as:
- ❖ **Negative**
 - ❖ Positive
95. If the minority views once accepted, they tend to have which of the following effect?
- ❖ Enduring
 - ❖ **Temporary**
96. Which country was found to have the highest level of obedience, when conducted Milgram experiment on obedience?
- ❖ Australia
 - ❖ **Germany**
 - ❖ America
 - ❖ Jordan
97. After the Milgram, Dutch psychologist conducted the experiments on obedience parallel to Milgram and found the obedience level:
- ❖ Equal to milgram
 - ❖ **Lower than Milgram**
 - ❖ Some studies higher some lower
 - ❖ Higher than Milgram
98. Which of the following is considered as different from other types as it is overt and easily recognized as a practice of power?
- ❖ **Obedience**
 - ❖ Compliance

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99. How many participants of Milgram experiment obeyed up to the maximum 450 volts shock giving to other confederates as punishment?
- ❖ 70%
 - ❖ 75%
 - ❖ **65%**
 - ❖ 60%
100. Complying with an implicit norm is called:
- ❖ **Conformity**
 - ❖ Obedience
101. The strategy mostly opted by the organizations for the charity; first make an unreasonably large request, then a smaller one is known as:
- ❖ Foot-in- the door
 - ❖ **Door-in-the-face**
102. In which of the following first the reasonable request is made and then further cost is revealed?
- ❖ Foot-in- the door
 - ❖ **Low-Ball Technique**
103. Which of the following is possible to occur in case of authorities immoral or illegal demands?
- ❖ Illegal obedience
 - ❖ **Crime obedience**
104. Who among the following investigated the effect of punishment on the learning of word pairs?
- ❖ **Milgram**
 - ❖ Eichman
105. The strategy to first make a small request, then a large one is known as:
- ❖ Door-in-the-face
 - ❖ **Foot-in- the door**
106. Any kind of behavior that is intended to harm or injure some person, oneself, or an object is called:
- ❖ Frustration
 - ❖ **Aggression**
107. What the researches proves about the gender differences in aggression between both genders:
- ❖ Women are more aggressive than men
 - ❖ Men and women equally aggressive
 - ❖ **Men are more aggressive in physical aggression than women**
 - ❖ Men are more aggressive than women
108. An aggression in which the aggressor is not harming the other face to face but through social manipulation like gossiping is called:
- ❖ **Indirect aggression**
 - ❖ Direct aggression

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109. Aggression is mostly distinguished from:
- ❖ Anger
 - ❖ Frustration
110. Aggression has _____ types:
- ❖ Two
 - ❖ Four
 - ❖ Five
 - ❖ Three
111. The aggression can be distinguished from assertiveness on the basis of:
- ❖ Blackmailing others
 - ❖ Hurting others
112. When an individual intentionally harms others to achieve some goal, it is called:
- ❖ Hostile aggression
 - ❖ Instrumental aggression
113. Aggression even manifests itself in the :
- ❖ Fashion
 - ❖ Children's toys
114. Saad did the murder of his only elder brother to get the full share of inherited property, it is an example of:
- ❖ Hostile aggression
 - ❖ Instrumental aggression
115. Which of the following trait is associated with aggression?
- ❖ Irritability
 - ❖ Openness
116. The aggressive acts which receive rewards is more likely to:
- ❖ Be avoided in future
 - ❖ Be repeated in future
117. Which of the following mechanism is activated when we are self-aware and attend to what we are thinking?
- ❖ Negative affect
 - ❖ Cognitive control
118. If your friend has a car accident, he will start avoid driving due to _____, but if you avoid or dislike driving, it will be the result of observational learning. (Operant conditioning)
119. Which of the following process goes beyond discerning people's current moods and feelings and attempts instead to use their past actions to predict future behavior? (attribution process)
120. Which of the following is the way we analyse, remember, and use information about the social world? (social cognition)
121. Social psychologist Muzafir Sherif was born in_____
- ❖ Iraq
 - ❖ Iran
 - ❖ Japan

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- ❖ Turkey
122. Which is NOT a major aspect in the definition of the independent self?
- ❖ Abilities
 - ❖ Attitudes
 - ❖ Social roles
 - ❖ Traits
123. A thief fires a gun at a man he is trying to rob, but the bullet misses the mark and the man is uninjured. This is an example of _____ aggression
- ❖ Instrumental
 - ❖ Assault
 - ❖ Assertiveness
 - ❖ Hostile
124. The fundamental attribution error is more common in which of the following cultures?
- ❖ Collectivist
 - ❖ Uniculture
 - ❖ Biculture
 - ❖ Individualist
125. In collectivist culture child bearing practices emphasize which of the followings?
- ❖ Conformity
 - ❖ Personal success
 - ❖ Self reliance
 - ❖ Self independence
126. 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
 - ❖ The alternative hypothesis
 - ❖ The just world hypothesis
 - ❖ The null hypothesis
127. The distance between self concept and ideal self is known as what
- ❖ Self distance
 - ❖ Self love
 - ❖ Self shock
 - ❖ Self discrepancy
128. Which of the following culture develop independent self?
- ❖ Individualistic
 - ❖ Collectivist
 - ❖ Bicultural
 - ❖ Unicultural
129. Social psychologists use which of the following research methods when they have to study the cause and effect relationship?
- ❖ Survey
 - ❖ Correlation

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- ❖ Content analysis
 - ❖ Experimental method
130. Who among the followings is more willing to take responsibility for a perceived social transgression?
- ❖ Older people
 - ❖ Children
 - ❖ **Female**
 - ❖ Male
131. Which of the following research methods, assesses the nature of relationship between two or more variables that are not controlled by the researcher?
- ❖ Archival research
 - ❖ Content analysis
 - ❖ Co variation
 - ❖ **Correlation coefficient**
132. What is the difference between aggression and violence?
- ❖ Not all instances of violence are aggression, but all acts of aggression qualify as violence
 - ❖ Aggression is verbal, violence is physical
 - ❖ Violence can be physical and verbal, aggression is only physical
 - ❖ **Aggression can be physical and verbal, violence is only physical.**
133. Which of the following conditions is/are responsible for making Palestine and Yugoslavians more aggressive and tensed ?
- ❖ Evolutionary factor
 - ❖ Cultural factor
 - ❖ **Evolutionary and cultural factors both**
 - ❖ Hereditary factors
134. The longer the time between attitude measurement and behavior, more likely the attitude will change will be measured by which of the following?
- ❖ Split half method
 - ❖ Alternate form method
 - ❖ Internal consistency
 - ❖ **Test retest method**
135. Fawad always helps others through thick and thin, if he is attending someone with love and care, gives courage to go ahead with confidence, he is involved in which kind of helping
- ❖ **Casual help**
 - ❖ Substantial help
 - ❖ Emotional help
 - ❖ Emergency help
136. Birds of a feather flocks together means
- ❖ **People having same characteristics attract each other**
 - ❖ People having opposite characteristics attract each other
 - ❖ Opposite genders attraction
 - ❖ Same genders attract towards each other

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137. Which one is not a characteristic of empirical research?
- ❖ Controlled
 - ❖ Reliable
 - ❖ Internally and externally consistent
 - ❖ **Not well planned**
138. Which of the following is NOT a kind of attachment styles
- ❖ Secure
 - ❖ Fearful-avoidant
 - ❖ **Dismissing-Fearful**
 - ❖ Preoccupied
139. Who gave the idea of the contact hypothesis?
- ❖ **Allport**
 - ❖ Rogers
 - ❖ Freud
 - ❖ Galton
140. Information presented very early in a situation may determine which schema is used to analyze the situation. This is known as _____
- ❖ The regency effect
 - ❖ The hindsight bias
 - ❖ Associative meaning
 - ❖ **Primacy effect**
141. _____ downplays the role of individual and focuses on societal variables
- ❖ Psychology
 - ❖ Social psychology
 - ❖ Philosophy
 - ❖ **Sociology**
142. When members of a group are highly attracted to one another, this condition is known as:
- ❖ Support
 - ❖ **Cohesiveness**
 - ❖ Attachment
 - ❖ Well being
143. _____ are shared rules and expectations about how group members should act.
- ❖ **Social norms**
 - ❖ Social roles
 - ❖ Social values
 - ❖ Social status
144. Which of the following is NOT a reason why a random sample is important?
- ❖ It allows you to generalize to a broader population
 - ❖ **The sample will be completely representative of the population**
 - ❖ Every possible sample in a given population has an equal chance to be chosen
 - ❖ The sample is similar to the population on important characteristics
145. According to 'Heat Hypothesis', in Pakistan people are more irritable during:

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- ❖ Hot summer
 - ❖ Rainy weather
146. Initial fight or flight reaction to anger or frustration depends on:
- ❖ Genetic predispositions
 - ❖ Education level
147. Which of the following is activated in result of an aversive event?
- ❖ Impulsive aggression-related tendencies
 - ❖ Impulsive frustration-related tendencies
148. Which of the following is often triggered by circumstances that arouse negative feelings?
- ❖ Hostile aggression
 - ❖ Instrumental aggression
149. Who among the following is a leading proponent of this view that ‘people learn when to aggress, how to aggress, and against whom to aggress’?
- ❖ Albert Bandura
 - ❖ B.F. Skinner
150. Which of the following, other than frustration, can stimulate negative affect?
- ❖ Panic
 - ❖ Pain
151. According to many researches, the presence of aggression-associated cues does indeed:
- ❖ Trigger aggression
 - ❖ Facilitate aggression
152. Which of the following is considered as most obvious aggressive cue?
- ❖ instruments
 - ❖ Weapons
153. Women tend to be more apologetic than men when severely reproached. (True)
154. How did the non-aggressive responses suggest to taught to provocation?
- ❖ Through punishment
 - ❖ Through social skills training
155. It has found that punishment may reduce aggressive behavior but:
- ❖ It does not prosocial behavior
 - ❖ It does not change the cognition
156. In which of the following situation the fear of punishment or retaliation reduces aggression?
- ❖ Gradual
 - ❖ Immediate
157. Research has proved that minimized exposure to violence reduces the:
- ❖ Frustration
 - ❖ Aggression
158. According to social learning theories, which of the following model should be used to treat provocation?
- ❖ Non-aggressive model
 - ❖ Aggressive model

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159. What is the ultimate punishment in the legal system?
- ❖ Life imprisonment
 - ❖ **Death**
160. Which of the following is NOT a condition necessary for punishment to be effective?
- ❖ **Regular**
 - ❖ Prompt
 - ❖ Consistent
 - ❖ Relatively strong
161. Which of the following is just one skill in a large repertoire of interpersonal skills learned through the process of socializing?
- ❖ **Apologizing**
 - ❖ Openness
162. Which of the following significantly reduces hostility?
- ❖ Private apology
 - ❖ **Public apology**
163. Prosocial behavior is learned through modeling only among children. **(False)**
164. Prosocial behavior is also observed among the animal species. **(True)**
165. According to which of the following perspective, pro social behavior is due to the awareness of what is right?
- ❖ **Norm of responsibility**
 - ❖ Norm of social justice
166. In which of the following form of prosocial behavior, there is no expectation of reward in return of prosocial behavior?
- ❖ **Altruistic helping**
 - ❖ Egoistic helping
167. Which of the following is not a type of helping?
- ❖ **Formal help**
 - ❖ Emotional help
 - ❖ Substantial help
 - ❖ Emergency help
168. In which of the following condition the reciprocal helping is most likely to evolve?
- ❖ **Social group living**
 - ❖ Individualistic living
169. According to evolutionary perspective, the reason behind helping the blood relation is:
- ❖ Ensure strong social relations
 - ❖ **Ensure preserver of genes**
170. According to which of the following perspective, it is not only personal survival that is important rather it is a gene survival that promotes reproductive fitness?
- ❖ **Evolutionary perspective**
 - ❖ Learning Perspective
171. In which of the following form of prosocial behavior, the ultimate purpose of individual is to increase one's own welfare?

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- ❖ Altruistic helping
 - ❖ Egoistic helping
172. Which of the following contributes in the persistence of pro social behavior?
- ❖ Rewarding prosocial behavior
 - ❖ Modeling prosocial behavior
173. According to which of the following model, witnessing an emergency is emotionally arousing and cause uncomfortable tension that we seek to decrease?
- ❖ Emotional arousal model
 - ❖ Arousal cost-reward model
174. Which of the following is the first stage of the psychological processes that could prevent helping?
- ❖ Diffusion of responsibility
 - ❖ The audience inhibition effect
175. Which of the following causes helping attitude?
- ❖ Desire to maintain financial stability
 - ❖ Desire to prolong good mood
176. Which of the following feeling increase helping behavior?
- ❖ Guilt
 - ❖ Shame
177. In the Latane & Darley experiment, how many times participant finally left the room to report the emergency?
- ❖ 38%
 - ❖ 60%
 - ❖ 75%
 - ❖ 40%
178. Which of the following cause diffusion of responsibility?
- ❖ When people needs one to one help
 - ❖ When people needs help on internet
179. Which of the following inhibit people from helping others?
- ❖ Negative evaluation of people
 - ❖ Positive evaluation of people
180. Which of the following is the belief that presence of others make individuals less responsible for the situation?
- ❖ Inclusion of responsibility
 - ❖ Diffusion of responsibility
181. Which of the following sometimes lead to to more helping behavior?
- ❖ Positive mood
 - ❖ Negative mood
182. In the Latane & Rodin experiment, how many participants helped when they were alone?
- ❖ 70%
 - ❖ 75%
 - ❖ 60%

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- ❖ 38%
- 183. Whom of the following is more likely to help the strangers?
 - ❖ Men
 - ❖ **Women**
- 184. According to Jane Piliavin, knowledge-created awareness of the social dynamics of emergency situations is important to:
 - ❖ Unlock donation tendencies of people
 - ❖ **Unlock prosocial tendencies of people**
- 185. In which of the following men are more likely to help the strangers?
 - ❖ **If child needs help**
 - ❖ If female needs help
- 186. Whom of the following is more likely to serve as elderly?
 - ❖ Men
 - ❖ **Women**
- 187. In which of the following situation men are more likely to engage in helping?
 - ❖ **Heroic**
 - ❖ Romantic
- 188. Two or more people who interact with one another, share common goals, and somehow interdependent are known as:
 - ❖ Crowd
 - ❖ **Group**
- 189. Who is more likely to provide social and emotional help?
 - ❖ Men
 - ❖ **Women**
- 190. According to Jane Piliavin, how are we trained to do in our society when someone needs help?
 - ❖ **Leave alone and mind our business**
 - ❖ Accompany them and help them
- 191. Whom of the following found more helpful when it's a matter of helping a friend or caring for a child?
 - ❖ **Women**
 - ❖ Men
- 192. Gender differences regarding prosocial behavior becomes stronger during:
 - ❖ **Childhood to adulthood**
 - ❖ Infancy to childhood
- 193. What happens when an individual's efforts are lost in the group?
 - ❖ Cohesiveness
 - ❖ **Social loafing**
- 194. A Study on internet-induced deindividuation has found that virtual groups on internet have the capacity to:
 - ❖ Induce social loafing
 - ❖ **Induce deindividuation**

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195. If the task is complex, and diffuse the responsibility, it allows less apprehension so in this situation task handling will be:
- ❖ Difficult
 - ❖ **Easier**
196. If the task in hand is poorly learned, has less evaluation apprehension and requires more careful concentration, it will:
- ❖ **Increase the performance**
 - ❖ Decrease the performance
197. In which of the following situations, participants showed better performance?
- ❖ **When collectively evaluated**
 - ❖ When individually evaluated
198. In which of the following phenomenon, discussion by group members enhances the initial attitude of already agree members?
- ❖ **Polarization**
 - ❖ Cohesiveness
199. Normative influence leads to which of the following?
- ❖ Noval and valid argument
 - ❖ **Socially desirable opinion**
200. Informational influence leads to which of the following?
- ❖ **Noval and valid argument**
 - ❖ Socially desirable opinion
201. It has been found that we are socially motivated to evaluate ourselves in comparison to:
- ❖ **Others**
 - ❖ Our past self
202. According to research findings, which of the following organizations became more extreme gradually over time?
- ❖ Criminals
 - ❖ **Terrorist**
203. Which of the following is an extreme form of group polarization?
- ❖ Cohesiveness
 - ❖ **Grouphink**
204. Who among the following is being rejected by the group members?
- ❖ **Raise doubts about group assumptions**
 - ❖ Raise arguments against group assumptions
205. During the mutual persuasion, people are not motivated to be evaluated positively, rather they want to:
- ❖ Influence others
 - ❖ **Reach to correct solution**
206. The tendency for people to accept more risky odds when a dilemma in a group is called:
- ❖ Group think
 - ❖ **Risky shift**

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207. Whom of the following initiates action, gives orders, doles out rewards and punishments, settles disputes between fellow members, and pushes and pulls the group toward its goals?
- ❖ Boss
 - ❖ **Leader**
208. Whom of the following is found to be more effective leader?
- ❖ Situational oriented
 - ❖ Relationship oriented
 - ❖ Tsk oriented
 - ❖ **It all depends**
209. Whom among the following's intelligence level is found to be greater in group?
- ❖ Experienced member
 - ❖ **Leader**
210. Whom of the following has the most impact on group behavior and beliefs?
- ❖ Senior member
 - ❖ **Leader**
211. Which of the following is also considered as a contributing factor other than situation in making leader?
- ❖ **Communication pattern in group**
 - ❖ Arguments in group
212. According to Situational Perspective, how the leaders are formed?
- ❖ **Situation creates the leader**
 - ❖ Members creates the leader
213. Who among the following are more prone to be affected by the situational factors in the group?
- ❖ **Who talks the most**
 - ❖ Involves the most
214. According to which of the following theory, a leader is one of the the group member who acts as leader who is contingent, or dependent, on what the group needs to accomplish?
- ❖ Great person theory
 - ❖ **Contingency Theory of Leadership**
215. Which of the following traits are associated with great leader?
- ❖ Liberal and open-minded
 - ❖ **Confident and optimistic**
216. Accuracy drops with time rapidly at first, then levels off is called:
- ❖ **Retention Interval**
 - ❖ Own-Race Bias
217. People retain memories of both the event and any post-event information but cannot identify the:
- ❖ **Source of memory**
 - ❖ Robber
218. Which of the following influences memories of the event of eye witness testimony?
- ❖ **Suggestive questioning**

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- ❖ Counter questioning
- 219. An eyewitness's testimony can be affected by:
 - ❖ **Way of questioning**
 - ❖ Accuracy of questioning
- 220. What happens in the own-race bias?
 - ❖ Saving the own race members from crime
 - ❖ **More accurate identification of own race**
- 221. Which of the following is found to be very persuasive?
 - ❖ **Eyewitness testimony**
 - ❖ Other influences
- 222. Which of the following effect the eyewitness testimony?
 - ❖ Illness and fatigue
 - ❖ **Stress and arousal**
- 223. Which of the following cane effect the eyewitness?
 - ❖ Type of situation
 - ❖ **Forgetting**
- 224. During the weapon focus effect, people could not focus on:
 - ❖ **Robber**
 - ❖ Scenario
- 225. Is eyewitness testimony often reliable? **(No)**
- 226. Chronically lonely people seem caught in a vicious cycle of self-defeating social cognitions and social behaviors. **(True)**
- 227. Shyness is a form of social anxiety characterized by self-consciousness and worry about what you think about yourself. **(True)**
- 228. Social judgement also affect clinicians' judgments of clients. **(True)**
- 229. Research has found that _____ people's parents have been punitive and rejecting.
 - ❖ Anxious
 - ❖ **Depressed**
- 230. Which of the following is lonked with a competitive, impatient, and anger-prone personality.
 - ❖ **Heart disease**
 - ❖ Choronic disease
- 231. If depression is the common cold of psychological disorders, then loneliness is:
 - ❖ **Headache**
 - ❖ fever
- 232. Whom of the following are considered as negative thinker?
 - ❖ **Depressed**
 - ❖ Lonely
- 233. Negative explanatory style contributes to which of the following reactions?
 - ❖ **Depressive**
 - ❖ Anxious

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234. "A recipe for severe depression is preexisting pessimism encountering failure," is the quote of:
❖ **Martin Seligman**
❖ Stephen Strack
235. Which of the following is considered as one of the problem with clinical judgement?
❖ **Overconfidence**
❖ Underconfidence
236. Social facilitation, social loafing, and deindividuation are:
❖ **Influence of group**
❖ Influence of team
237. Which of the following is one of the most common research method in social Psychology?
❖ **Correlational research method**
❖ Survey research method
238. How can we reduce the prejudice & discrimination?
❖ **Through recategorization**
❖ Trough Organization
239. PhD level social psychologists usually works in:
❖ **Universities**
❖ Organizations
240. Locus of causality, stability & controllability are three dimensions of:
❖ **Attributing causality**
❖ Attribution Process
241. How we understand world?
❖ **Through social catagorization and schemas**
❖ Through social catagorization and Beliefs
242. Which of the following happened due to expectations?
❖ Cognitive bias
❖ **Self-fulfilling prophecy**
243. George Herbert Mead and William James worked on:
❖ Contemporary Social Theories
❖ **Contemporary Self Theories**
244. Non-verbal and verbal communication foms the overall:
❖ **Impression**
❖ Expression
245. Which of the following is NOT a social influence in social interaction?
❖ Conformity
❖ Obedience
❖ Compliance
❖ **Refusal**

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