

Test Bank

for

Kenrick, Neuberg, and Cialdini

Social Psychology Goals in Interaction

Fourth Edition

prepared by

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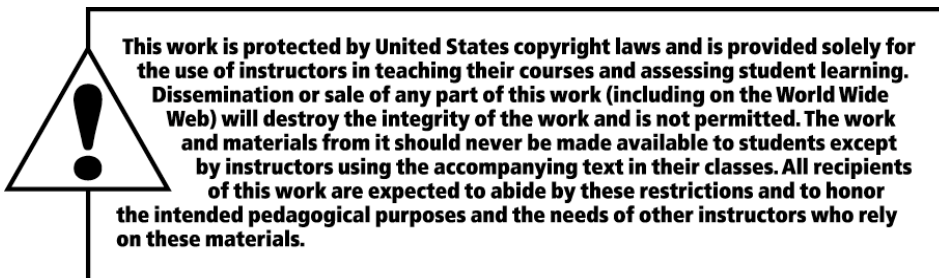
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Chapter 1 Introduction to Social Psychology

Multiple Choice Questions

- 1) Social psychology is the study of
- A) how one's social class influences one's thoughts and behaviors.
 - B) how one's thoughts, feelings, and behaviors are influenced by others.
 - C) how different cultures have different social norms and customs.
 - D) how social norms influence a person's thoughts, feelings, and behaviors.

Answer: B

Diff: 1 Page Ref: 5

Topic: What Is Social Psychology?

Skill: Factual

- 2) The two general tasks of a scientific social psychology are
- A) prediction and observation.
 - B) observation and evaluation.
 - C) ideographic and nomothetic explanation.
 - D) description and explanation.

Answer: D

Diff: 2 Page Ref: 5

Topic: What Is Social Psychology?

Skill: Factual

- 3) As defined in your text, a theory is
- A) a belief or statement that the majority agrees upon.
 - B) a scientific truth.
 - C) an explanation that connects and organizes existing observations.
 - D) an educated guess about what will happen in an experiment.

Answer: C

Diff: 2 Page Ref: 5

Topic: What Is Social Psychology?

Skill: Factual

- 4) Two social psychology texts were published in 1908. The two different authors emphasized the _____ and _____ perspectives.

A) sociocultural; evolutionary
B) sociocultural; social learning
C) evolutionary; social learning
D) social cognitive; evolutionary

Answer: A

Diff: 3 Page Ref: 6-7

Topic: What Is Social Psychology?

Skill: Factual

- 5) A social psychologist explains that men are more likely to be aggressive than women because the norms of society are that men should be the "aggressive" sex. This view is most closely associated with the

A) sociocultural perspective.
B) evolutionary perspective.
C) social cognitive perspective.
D) social learning perspective.

Answer: A

Diff: 2 Page Ref: 6

Topic: Major Theoretical Perspectives

Skill: Conceptual

- 6) From the sociocultural perspective, _____ and _____ guide much of our social behavior.

A) instincts; social norms
B) adaptations; culture
C) social norms; culture
D) culture; social learning

Answer: C

Diff: 1 Page Ref: 6

Topic: Major Theoretical Perspectives

Skill: Factual

- 7) The view that a person's prejudices and preferences are affected by group-level factors like nationality and social class is most consistent with the _____ perspective.

A) sociocultural
B) evolutionary
C) historical
D) social learning

Answer: A

Diff: 1 Page Ref: 6-7

Topic: Major Theoretical Perspectives

Skill: Conceptual

- 8) Like many other residents of Paris, Pauline speaks French and loves to eat snails. According to your text, these behaviors are

A) based on social norms.
B) part of Pauline's culture.
C) counternormative.
D) both A and B

Answer: D

Diff: 1 Page Ref: 6-7

Topic: Major Theoretical Perspectives

Skill: Applied

- 9) As described in your book, when a woman first moved from Korea to the United States, she was shocked to be told to leave her shoes on when entering a home. Why was she shocked?
- A) Wearing shoes into someone's home will get the carpet dirty.
 - B) In Korean culture, wearing shoes into someone's home shows disrespect.
 - C) Women are not supposed to wear shoes in the house.
 - D) Her shoes were not appropriate for the occasion.

Answer: B

Diff: 1 Page Ref: 7

Topic: Major Theoretical Perspectives

Skill: Applied

- 10) A student at an American university stands up in the middle of class, loudly announces that this class is a waste of time and walks out. The rest of the class shifts uncomfortably in their seats. According to the sociocultural perspective, why was the class uncomfortable?
- A) They perceive the student to be insane.
 - B) The other students don't like the class either.
 - C) The student had violated social norms for classroom behavior.
 - D) They believe the student wasn't very smart.

Answer: C

Diff: 2 Page Ref: 7

Topic: Major Theoretical Perspectives

Skill: Applied

- 11) According to the _____ perspective, human social behaviors (like smiling) were maintained in the population because they enhanced the survival and reproduction of our ancestors.
- A) evolutionary
 - B) biological
 - C) social constructivist
 - D) social cognitive

Answer: A

Diff: 2 Page Ref: 7

Topic: Major Theoretical Perspectives

Skill: Conceptual

- 12) The evolutionary perspective concerns itself with _____ across cultures, whereas the sociocultural perspective is more concerned with _____ across cultures.
- A) norms; differences
 - B) differences; similarities
 - C) social behaviors; group behaviors
 - D) similarities; differences

Answer: D

Diff: 2 Page Ref: 8

Topic: Major Theoretical Perspectives

Skill: Conceptual

13) According to the evolutionary perspective, fear

- A) is greater for women than for men.
- B) is no longer important for survival.
- C) puts humans needlessly at risk.
- D) helped our ancestors survive.

Answer: D

Diff: 2 Page Ref: 8

Topic: Major Theoretical Perspectives

Skill: Factual

14) According to the theory of natural selection,

- A) adaptations evolve to suit the environment.
- B) all animals survive and reproduce.
- C) adaptations that are better suited to the environment will be passed on.
- D) social behavior is wired in at birth

Answer: C

Diff: 3 Page Ref: 8

Topic: Major Theoretical Perspectives

Skill: Factual

15) New characteristics that are well designed for particular environments are known as

- A) adaptations.
- B) design features.
- C) genotypes.
- D) evolutionary advances.

Answer: A

Diff: 1 Page Ref: 8

Topic: Major Theoretical Perspectives

Skill: Factual

16) Ants have brains that allow them to understand a complex social order, whereas lions have brains that allow them to survive largely on their own. These are examples of

- A) social learning acting on the brain.
- B) natural selection acting on the brain.
- C) hard-wired instincts.
- D) survival of the fittest.

Answer: B

Diff: 3 Page Ref: 8

Topic: Major Theoretical Perspectives

Skill: Applied