

Multiple-Choice Questions

1. Which of the following best illustrates the concept of social facilitation?
 - (A) Henrik is not confident in his reading abilities, and when he is asked to read a selected passage aloud in class he stutters.
 - (B) Juan likes to run by himself because when people are watching he doesn't run smoothly.
 - (C) Gloria understands chemistry, yet she almost always fails her chemistry tests.
 - (D) Yolanda is a pretty good juggler; when asked to juggle for her class, she performs very well.
 - (E) When Clarence fails a test, he blames his teacher for not teaching him properly.

2. While the entire class was singing "Happy Birthday" to Jared, Mica was moving his lips but was not singing. Because there were already 28 people singing, Mica didn't feel that he needed to sing as well. This group phenomenon is known as
 - (A) cognitive dissonance
 - (B) social facilitation
 - (C) social striving
 - (D) social loafing
 - (E) social normation

3. When Heidi walked into the classroom, she saw her classmates standing next to their desks. Even though Heidi was not instructed to stand next to her desk, she did. According to social psychology, Heidi demonstrated which of the following?
 - (A) Social loafing
 - (B) The bystander effect
 - (C) Obedience
 - (D) Conformity
 - (E) Cooperation

4. Louis was walking through a crowded hallway to his third-period class when the person in front of him stopped short. Louis immediately decided that the person was inconsiderate and mean. Louis was guilty of committing
 - (A) the bystander effect
 - (B) actor-observer bias
 - (C) social facilitation
 - (D) the frustration-aggression principle
 - (E) the fundamental attribution error

5. Which of the following best illustrates the concept of self-handicapping?
- (A) Joe throws a paper airplane during a crowded school assembly.
 - (B) Henry complains of a sore throat an hour before he is scheduled to give a speech.
 - (C) Taylor is convinced that she is the only player who can make the winning shot for her basketball team.
 - (D) Gavin thinks that all people with glasses are smart.
 - (E) Gwen thinks she received an A on the latest psychology test because she is smarter than everyone else.
6. A local sports celebrity is in an advertisement for a car. The celebrity is shown driving the car with many of his friends riding along with him. This advertisement is using which of the following techniques to promote the car?
- (A) Peripheral
 - (B) Central
 - (C) Outside
 - (D) Low-balling
 - (E) That's-not-all
7. Terrance is normally quiet and reserved and has said that parties are stupid and pointless. However, this past Saturday Terrance went to a party at his friend's house, where he danced wildly. The next day Terrance said that parties are all right every now and then. Terrance's change in belief could best be explained as
- (A) the actor-observer effect
 - (B) bystander apathy
 - (C) social referencing
 - (D) cognitive dissonance
 - (E) diffusion of responsibility
8. When Gloria tells people she is taking AP Psychology, many people assume that she has a very high grade point average (even though she does not). The perception that people have of students who take AP classes would be considered which of the following?
- (A) Discrimination
 - (B) Prejudice
 - (C) Stereotype
 - (D) Out-group bias
 - (E) Groupthink
9. Tyler was running late to an appointment when he encountered a person lying on a busy walkway. Tyler noticed that others in the area did not seem to be concerned, and therefore he continued on his way. Which psychological principle did Tyler display?
- (A) Altruism
 - (B) Actor-observer effect
 - (C) Bystander effect
 - (D) Cognitive dissonance
 - (E) Compliance

10. The results of Stanley Milgram's shock experiment indicated that
 - (A) people will not go against their beliefs just for an experiment
 - (B) people will obey others if they perceive them to be authority figures
 - (C) if a person is paid enough money, he or she will administer a full range of shocks
 - (D) people take credit for their successes, but blame others for their failures
 - (E) as the number of people in a setting increases, so does the likelihood that someone will help

11. Which of the following best illustrates the concept of conformity?
 - (A) Jose holds open the door for the person behind him.
 - (B) Lamar raises his hand when the teacher asks a question.
 - (C) Patty wears the same name-brand clothes as her friends.
 - (D) Destiny wears shorts in winter.
 - (E) Roy buys his friend a birthday present.

12. When Amy first entered professor Laginess' English class, she did not like his teaching style very much. However, after being in his class for one hour every day for six weeks, she began to like his style of teaching. Which psychological principle has been demonstrated?
 - (A) The actor-observer bias
 - (B) Self-serving bias
 - (C) The altruism effect
 - (D) The mere exposure effect
 - (E) The zero-sum game effect

13. Zoe wants to purchase a new car. The car salesman offers to let Zoe take the car home for the weekend because he knows that she is more likely to purchase the car after driving it for a couple of days. The car salesman is using which approach to influence Zoe's decision?
 - (A) Door-in-the-face
 - (B) Low-balling
 - (C) That's-not-all
 - (D) Foot-in-the-door
 - (E) Central route to persuasion

14. Which of the following best illustrates the concept of catharsis?
 - (A) Fred is cheering for his favorite football team.
 - (B) Janice is playing basketball.
 - (C) Darnell likes to paint pictures of mountains.
 - (D) Claude is a quiet, reserved person who starts fights with others.
 - (E) Rhonda likes to take notes in class.

15. Randall believes he failed the psychology test because he had to work late the night before and so didn't have a chance to study. However, he believes that the other students who failed the test did so because they are stupid. Which psychological principle is Randall demonstrating?
- (A) Fundamental attribution error
 - (B) Cognitive dissonance
 - (C) Mere-exposure effect
 - (D) Actor-observer bias
 - (E) Self-handicapping

Free-Response Questions

1. Carlos is the leading scorer on his high school basketball team. On the morning of a big game, Carlos complains of a sore knee. Explain how each of the following factors may affect Carlos.
- ☐ self-fulfilling prophecy
 - ☐ self-handicapping
 - ☐ social loafing
 - ☐ social facilitation
2. Aggression is often linked to violent behavior. Discuss how each of the following psychological perspectives views aggression.
- ☐ psychodynamic
 - ☐ biological
 - ☐ behavioral
 - ☐ evolutionary