



Target EXAM 1 Study Guide for PSYC 2120 – Social Psychology

*****PLEASE READ CAREFULLY*****

This is the target study guide for **EXAM 1**, which will cover **Chapters 1-4** of the required textbook. Learners are strongly advised to read and study each chapter thoroughly prior to completing this study guide. Moreover, learners are advised to complete this study guide early and not wait until the last minute to do so.

The exam will be administered on Online Campus, so be prepared for this. Additionally, this exam will be timed—**learners will have exactly 65 minutes to complete this exam**. This exam will be worth 150 points. There will be 75 multiple choice items on this test, each item worth 2 points.

This study guide will cover each test item in very specific detail, providing learners with enough information, in theory, to all test items correctly on the actual test.



Note that the items on this study guide have been randomly scrambled in an effort to add challenge to your study of chapter material. Additionally, be advised that on the actual test, items will not be in the same sequence as presented here on this study guide; all test items will be randomly scrambled as well.

DISCLAIMER: This study guide DOES NOT guarantee a passing grade on the exam, nor shall the learner interpret this study guide as a guarantee of a passing grade on the exam.

If learners have any questions concerning the information presented within this study guide, they can contact me via my personal cell phone, e-mail, or face-to-face office hours. I will attempt to guide the learner toward complete understanding. However, I will not provide learners with direct answers and my assistance will be very limited.

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1. A researcher wants to see if there is a relationship between a person's birth order and his or her leadership ability. The best method for answering this question would be...?
 2. Based on information from the authors of your text, when we meet someone new, what are we likely to do? (Hint: How do we handle new information about stuff?)
 3. According to the text, racial profiling (when the police and security officials stop pedestrians, motorists, and airline passengers on the basis of their race), is probably due to _____ because _____.
 4. Read and understand the discussion of the self-esteem approach to understanding human behavior discussed in the required textbook. **Pay special attention to discussion of suffering and self-justification.** Be prepared to apply your understanding to a scenario.
 5. Read and understand the discussion of automatic thinking discussed in the require textbook. **Try to imagine some examples of automatic thinking.** Be prepared to apply your understanding to a scenario.

6. According to your textbook authors, the popularity of "reality" television is largely due to?
7. Sarah sees that her friend is crying, and then herself feels sadness. What is the neurological structure involved?
8. A study by Bargh and Pietromonaco (1982) described in the text flashed words such as hostile and unkind on a computer screen so fast that participants only saw a flash of light and did not consciously see the words. This study demonstrated that priming effects...?
9. Recall from your text that President Lyndon B. Johnson's advisers gave him conflicting advice during the Vietnam War. Some urged him to pursue a peaceful solution; others urged him to escalate bombing to overcome the enemy. Johnson did not want to go down in history as the first U.S. president to lose a war, so he chose to escalate, prolonging a futile war. According to your text, Johnson's decision was **MOST LIKELY** a consequence of his motive to...?
10. Assume that you want to avoid the self-fulfilling prophecy the next time you meet someone who fits a schema that you hold. According to work on the limits of self-fulfilling prophecies described in the text, what should you do?
11. Based on the errors in sampling in political polls that were described in your text, how would you recommend obtaining a representative sample for a poll (survey) about political candidates?
12. Read and study the discussion, in the required textbook, of internal validity in experiments, particularly threats to internal validity. Be prepared to apply your understanding.
13. Making a judgment using base rate information entails...?
14. The extent to which schemas and concepts are at the forefront of people's minds and therefore likely to be used in making social judgments is called?
15. Read and study the discussion of the functions of schemas in the required textbook. Be prepared to apply your understanding to a scenario.
16. In a study on facilitated communication, headphones were used to ask the communication-impaired person one question and the facilitator a different question (unbeknown to the two parties). Then the answers provided by the communication-impaired person with the help of the facilitator were examined. Findings indicated that...?
17. Rafael has always hated mathematics courses. However, he likes most other courses at the university. Most other students tend to avoid math courses whenever possible, too. Given this information about consistency, distinctiveness, and consensus, **MOST** people would make a(n) _____ attribution for Rafael's attitude.
18. Julia reads a research study which shows that when children have a mother who talks about emotions with them, the children tend to be more empathetic. Julia scoffs, "This is obvious, I could have told you that!" Julia's reaction to the study is an example of...?
19. Nanami and April were playing in the den when April's mother entered the room and scolded them for making a mess. Nanami decided then and there that April's mother was a grouch. Nanami's inference is an example of...?

20. In a study by Hedden and his colleagues (2008) examining brain activity, East Asians and European Americans underwent an fMRI while focusing on either a target or the context of a picture. In which circumstance did European Americans exert more attention?
21. Joan Miller (1984) studied causal attributions in two different cultures. She found that whereas Indian Hindus preferred _____, participants in the United States preferred _____.
22. The "Barnum effect," in which vague statements about one's future or personality may be seen as accurate and valid, occurs because of the...?
23. Judy forms a circle with her thumb and fore-finger to communicate to her sister that everything is "Ok." Although in America this is a common gesture, it may be interpreted differently elsewhere in the world. What kind of gesture is this?
24. Why do schemas differ from culture to culture?
25. Our use of mental shortcuts usually leads to...?
26. When we make inferences about someone's personality based on what we already know about some characteristics, we are using a(n)...?
27. On your birthday, you arrive home and are overjoyed to find a large bouquet of flowers from your best friend. Your eyes grow wide and a broad smile crosses your face. You laugh in delight. This example **BEST** illustrates the use of nonverbal behavior to...?
28. The tendency to infer that people's behavior corresponds to or matches their underlying personality disposition is known as the...?
29. Read and study the discussion, in the required textbook, of cross-cultural research. Be prepared to apply your understanding. (Hint: Why do social psychologists find this kind of research valuable?)
30. According to research conducted by Susskind and his colleagues (2008) presented by the authors of your text, when people make the facial expression of disgust, it involves...?
31. A _____ is a description of the purpose of a study that is different from the true purpose.
32. According to the authors, Kurt Lewin once wrote, "There is nothing so practical as a good theory." By that, Lewin was referring to the idea that...?
33. The primary goal of cross-cultural research is to

34. Darwin believed that emotional expressions began as _____ that came to have evolutionary value because they _____.
35. Professor Swenson is interested in university students' reactions to the death of a popular rock star. For two weeks, Professor Swenson spends one hour a day in a popular cafeteria, inconspicuously listening to students, joining in their conversations when the topic of the dead rock star comes up, and recording what the students have to say. Professor Swenson is conducting _____ research.
36. _____ would increase the external validity of experiments, but social psychologists rarely do it.
37. Don is told that he is being laid off from his job of five years. His employer explains that there is nothing Don or anyone in management at his office can do to change this decision. Based on information from your text on **additional motives influencing people's thoughts and behaviors**, Don is experiencing a loss of _____ in this situation.
38. Brenda is a psychiatrist, and has heard that one of her new patients is particularly difficult to treat. He won't take his medication, and has never shown much improvement from his illness. Brenda doesn't expect to be able to treat him successfully, and unintentionally treats this patient differently than her other ones. She is uncreative in how she approaches his therapy and medication, and after a few months also concludes that he is "incurable." Brenda's approach to this new patient **BEST** illustrates? (Hint: The perception if fulfilled)
39. Tony has been doing research on age and aggression. He has discovered that the older a person gets, the less likely he or she is to aggress against another person. What kind of relationship (i.e. correlation) **BEST** describes Tony's findings?
40. Ed and Violet just saw their professor slip and fall. Ed thinks, "What a klutz!", but Violet thinks, "I bet there was water on the floor and she slipped on it." In this case, Ed made an _____ and Violet made an _____. (Hint: Finding a cause)
41. James has a goal of being able to run a marathon by next year. When he sees a woman dart out of a store and start running he immediately thinks, "Oh, she must be a runner too!" rather than, "She's a shoplifter trying to get away." What is the **BEST** explanation for why one schema was accessible rather than another?
42. What is one of the major advantages of archival research over other forms of observational research?
43. Social cognition is the study of how people...?
44. Who is considered the founding "father" of modern experimental social psychology?
45. Read and study the discussion, in the required textbook, of the factors necessary to ensure the *internal validity* of the Latané and Darley "seizure" study. Be prepared to apply your understanding.
46. Jordan's lover of four years just left him. He is hurt, angry, and confused, and says to himself, "He never did understand my need for independence." This explanation for the break-up **BEST** reflects which basic human motive?

47. Anna usually doesn't like movies with violent scenes. Still, she saw *Sin City* (2005)—a violent movie—five times, and loved it. Indeed, most people—including professional film critics—really liked *Sin City*, too. In this example, distinctiveness is _____ and consensus is _____. (Hint: High vs. Low)
48. If a researcher were to use deception as part of her experimental procedure, when would she explain the purpose of this deception to her participants?
49. Harry is a child who recently learned that there are consequences when he fulfills the expectations set forth by his parents. What emotion is Harry **MOST LIKELY** to have recently begun experiencing?
50. A researcher concludes that frustrating people by giving them a task that is impossible to complete causes them to behave more aggressively. Only _____ warrants this type of conclusion. (Hint: A research method)
51. Watching a man and a woman at the park, using multi-channel nonverbal clues, how would you know whether or not they are a romantic couple?
52. Read and study the discussion of the drawbacks of observational methods discussed in the required textbook. Be prepared to apply your understanding.
53. Based on your text, what is a central distinction between observational methods, generally, and ethnography?
54. The text discusses three reasons why schemas can become accessible. Study and understand these reasons.
55. In the study by Shariff and Norenzayan (2007) presented in your text, when participants were primed with _____, they left more money for another person.
56. The hindsight bias occurs because after an event occurs, people...?
57. Read and study the discussion of negative correlations in the required textbook. Why are they called *negative* correlations? Be prepared to apply your understanding to a scenario.
58. The cocktail party effect refers to...?
59. A stereotype can also be considered a(n) _____ about members of a social group. (Hint: race and weapons)
60. Read and understand the discussion of racial profiling discussed in the required textbook. **Try to imagine good examples of racial profiling.** Be prepared to apply your understanding to a scenario.
61. According to your text, a perfect study would involve...? (Hint: You'll refer to the discussion of internal and external validity)

62. When asked to guess whether Mark is from Montana or California, you guess California because more people live in California. You have used _____ in making your decision.
63. During the 1990s, the MTV program The Real World aired, and currently there are several "reality TV shows" in which cameras record the activities of people living together. These shows are **MOST** like _____ research in social psychology.
64. One reason that actors and observers differ in their attributions is that actors...?
65. If a scientist believes that another person's theory is wrong, the **BEST** approach for that scientist to take is to...? (Hint: Other researchers were dissatisfied with Festinger's explanation of attitude change)
66. Recall that even when participants in an experiment conducted by E. E. Jones and Victor Harris (1967) were told that people were assigned to write an essay sympathetic to Cuban dictator Fidel Castro, they still were willing to assume that the essay reflected the writer's true "pro-Castro" attitudes. These findings illustrate...?
67. Olivia thinks that all monks are silent, pious, devout men. This is an example of...?
68. Jane analyzed the results of her study and found that the probability of getting such findings by chance was less than 1 in 100. Jane can say that her results are statistically...?
69. Read and understand the discussion of the social cognition approach. Be prepared to apply your understanding to a scenario. (**Think about the sort of questions a social cognition researcher would attempt to answer.**)
70. Read and study the discussion, in the required textbook, of the survey research method. **Try to think of questions a researcher would likely ask on a survey.** Be prepared to apply your understanding to a scenario.
71. After reading about several suicide bombings in the Middle East, Harry comments that these bombers must be religious fanatics who are mentally deranged. Harry is **MOST LIKELY** using _____ to make this judgment. (Hint: Can also be called "folk wisdom")
72. _____ methods allow a researcher to make a valid cause-and-effect statement about the variables in her study.
73. A researcher is designing an experiment, and ensures that each participant is equally likely to be in one condition as another. He does not assign them based on any characteristics such as gender, ethnicity, or personality. This researcher is _____ participants.
74. Just like in item 31, read and study the discussion of the drawbacks of the observational research method. Be prepared to apply your understanding.
75. The problem with a survey that is **not** representative is that...?