

Package Title: Test Bank
Course Title: Sanderson, Social Psychology, Canadian Edition
Chapter Number: 01

Question type: Multiple Choice

1) Social psychology is defined by all of the following **except**

- a) scientific study.
- b) study of how thoughts and attitudes are influenced by the social world.
- c) the awareness of the influence of the individual.
- d) study of how behaviours are influenced by the social world.

Answer: c

Difficulty: Easy

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

2) Social psychologists are interested in all of the following topics, **except**

- a) how we think about ourselves.
- b) how we process and store information.
- c) how we think, feel and act in the social world.
- d) how our attitudes and behaviour shape the social world.

Answer: b

Difficulty: Medium

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

3) "Bright colors improve students' moods" is an example of

- a) hindsight bias.
- b) theory.
- c) hypothesis.
- d) scientific method.

Answer: c

Difficulty: Medium

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

4) "Negative political messages are more persuasive than positive political messages" is a(n)

- a) theory.
- b) research finding.
- c) hypothesis.
- d) untestable prediction.

Answer: c

Difficulty: Medium

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

5) The scientific method is used as a research method to do all of the following, **except**

- a) investigate phenomena.
- b) acquire new knowledge.
- c) apply common sense.
- d) evaluate and integrate previous knowledge.

Answer: c

Difficulty: Medium

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

6) Accepting surprising findings as true requires using

- a) hindsight bias.
- b) social comparison.
- c) hypotheses.
- d) scientific method.

Answer: d

Difficulty: Easy

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

7) Social psychologists use _____ when conducting research.

- a) the scientific method
- b) behaviourism

- c) the self-fulfilling prophecy
- d) hindsight bias

Answer: a

Difficulty: Easy

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

8) "The hotter a testing room is, the lower the test scores will be," is an example of

- a) the scientific method.
- b) a hypothesis.
- c) hindsight bias.
- d) the self-fulfilling prophecy.

Answer: b

Difficulty: Medium

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

9) How our views about ourselves are dependent on our environment is also referred to as

- a) social-presentation.
- b) self-presentation.
- c) self-perception.
- d) environmental perception.

Answer: c

Difficulty: Easy

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

10) Assessing your place amongst a new group of people is an example of the environment's influences on

- a) environmental perception.
- b) self-perception.
- c) self-presentation.
- d) self-assessment.

Answer: b

Difficulty: Easy

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

11) Holly has a hybrid electric car and believes that this sends the message that she is concerned about the environment. Owning a hybrid electric car conveys a part of Holly's

- a) global awareness.
- b) green-presentation.
- c) self-sacrifice.
- d) self-presentation.

Answer: d

Difficulty: Medium

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

12) "I have fashion sense" is to _____ as fashion designer labels is to _____.

- a) self-perception; self-presentation
- b) self-perception; social presentation
- c) self-presentation; self perception
- d) self-presentation; social perception

Answer: a

Difficulty: Hard

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

13) After observing Nicole sitting quietly at a party, you assume that Nicole is an introvert. That assumption is a

- a) self-perception.
- b) social perception.
- c) self-presentation.
- d) social-presentation.

Answer: b

Difficulty: Medium

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

14) Which of the following is an example of social cognition?

- a) You think of yourself as a “jock”.
- b) You always buy expensive clothing to impress your friends.
- c) You attend every class lecture.
- d) You decide that the new girl in class must be a snob because you saw her sitting by herself in the cafeteria.

Answer: d

Difficulty: Hard

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

15) Chartrand & Bargh (1999) found that participants in an experiment unconsciously mimicked their partner’s behaviour, such as rubbing their face or shaking a foot. This is an example of

- a) social influence.
- b) social cognition.
- c) self-presentation.
- d) self-perception.

Answer: a

Difficulty: Hard

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

16) The fact that you are more likely to help a person in need when no one else is around can be explained by

- a) internal attributions.
- b) self comparison.
- c) self misperception.
- d) social influence.

Answer: d

Difficulty: Easy

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

17) Even though more people die from heart attacks than in airplane accidents, people are more likely to fear air travel. This is an explanation of error in our

- a) self misperception.
- b) self attributes.
- c) canine perception.
- d) social cognition.

Answer: d

Difficulty: Easy

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

18) How we think about the world is known as

- a) self cognition.
- b) self perception.
- c) social cognition.
- d) social perception.

Answer: c

Difficulty: Easy

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

19) Kai is interested in working in advertising so he is studying how to impact people's attitudes and behaviours through

- a) social presentation.
- b) cognitive presentation.
- c) social influence.
- d) social advertising.

Answer: c

Difficulty: Easy

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

20) Eric expected the children dressed in soccer uniforms to be experienced players so he put them on the first team; the team consequently played very well and won several games. This example demonstrates

- a) self influence.
- b) self-fulfilling prophecy.
- c) self comparison.

d) self control.

Answer: b

Difficulty: Medium

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

21) Andy watched as the man pulled a wallet from someone else's backpack, but when he noticed that others saw it and did nothing. Andy did nothing as well. Andy's inaction was the result of

- a) social influence.
- b) social perception.
- c) social comparison.
- d) social presentation.

Answer: a

Difficulty: Hard

Learning Objective 1: What social psychology is.

Section Reference 1: What Is Social Psychology?

22) You are less likely to litter in the presence of other people, due to

- a) social perception.
- b) self cognition.
- c) social influence.
- d) self attributes.

Answer: c

Difficulty: Medium

Learning Objective 1: What social psychology is.

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23) Other people's attitudes and behaviours influence our own thoughts and behaviours; a process known as

- a) social perception.
- b) social influence.
- c) self cognition.
- d) public self influence.

Answer: b