

Practice questions for the final

Note: a few of these questions may test concepts/content that are not “fair game” for our final this year, since we did not cover these topics directly in lecture.

In studying mating preferences across 37 countries, David Buss and his colleagues found that:

- A) men prefer thinner women
- B) women prefer mates with wealth and status
- C) mating preferences differed according to cultural norms
- D) women are marrying younger than ever before

While watching a homeless person beg on the street corner, George thinks, “He must be lazy. If he would just get a job, he wouldn’t have to beg.” George is showing:

- A) good judgment
- B) the fundamental attribution error
- C) political bias
- D) stereotyping

Asking for a large favor to increase your chances of being successful when asking for a small one later is called:

- A) bait-and-switch technique
- B) a con-artist strategy
- C) attitude adjustment
- D) the door-in-the-face phenomenon

Zimbardo’s 1970s Stanford Prison Experiment could have predicted problems of prisoner abuse at Abu Ghraib in that:

- A) people will follow direct orders of a superior when in the military
- B) most of the “guards” in that study behaved fairly shockingly toward the “prisoners”
- C) we will easily scapegoat those different from ourselves
- D) people cannot resist pressure to perform evil action

We may experience ____ when our actions do not coincide with our beliefs.

- A) cognitive dissonance
- B) actor-observer discrepancy
- C) personal perception
- D) self-serving bias

In Asch’s experiment about how our perceptions may be influenced by others,

- A) more than a third of the people changing their opinions to agree with others
- B) most people changed their opinions to agree with others
- C) most everyone ignored what others said
- D) a small minority changed their opinions to agree with others

In his notorious original study, Milgram found that:

- A) the subjects who continued knew it wasn't real
- B) most subjects discontinued when shock levels became extreme
- C) most subjects continued to deliver the highest level of shock
- D) subjects had to be threatened to deliver dangerous levels of shock

Further experiments by Milgram helped to identify factors influencing the outcome of destructive obedience. These included all of the following *except*:

- A) participants volunteering to participate
- B) being told the learners were not really being harmed
- C) the repetitive escalation of the task
- D) the situation, or context, in which the obedience occurred

Milgram did not require his subjects to shock people at the highest level at the beginning, but to build up to it. This illustrates the:

- A) cognitive dissonance theory
- B) foot-in-the-door phenomenon
- C) normative social influence
- D) social exchange theory

The finding that women scored higher on math tests when no males were present gives evidence for the phenomenon of:

- A) physical attraction
- B) gender roles
- C) stereotype threat
- D) it's not evidence for anything

When people are working in a group on a project rather than individually, there is likely to be less effort by some, a phenomenon called:

- A) social loafing
- B) competition
- C) self-serving bias
- D) cognitive dissonance

When a group's goal of harmony takes precedence over rational decision-making, group members become involved in the process of:

- A) social cognition.
- B) group polarization.
- C) groupthink
- D) fundamental attribution error.

Kitty Genovese was killed while others watched and listened. They knew others were watching. Their behavior is (at least partially) explained by the:

- A) apathy theory
- B) prosocial behavior phenomenon.
- C) altruism
- D) bystander effect