

1. The Stanford prison experiment illustrates the power of _____ to influence people's behavior.
 - A) childhood experiences
 - B) heredity
 - C) the situation
 - D) personality
 - E) habituation
2. Which of the following would be a social role?
 - A) student
 - B) prisoner
 - C) professor
 - D) All of the above are correct.
 - E) None of the above is correct.
3. In Milgram's original study, about what proportion of the teachers gave the maximum shock?
 - A) about two-thirds
 - B) nearly all
 - C) about 10%
 - D) about 50%
 - E) about 3%
4. In an emergency situation, you would have the best chance of getting help from a
 - A) lone bystander.
 - B) group of strangers.
 - C) group of people who are friends of each other.
 - D) large group of people.
 - E) group of six people.
5. Which of the following best illustrates people in ambiguous situations taking their cues from others?
 - A) those who disobeyed Milgram
 - B) helpers who have had CPR training
 - C) the experimented in the Latane & Darley study of bystander intervention
 - D) the majority of participants who expressed false judgments in the Asch experiments
 - E) those who obeyed Milgram
6. According to Aronson, we can explain almost everything about interpersonal attraction with a theory of
 - A) love.
 - B) environmental influences.
 - C) rewards.
 - D) gender.
 - E) genetics.
7. Which of the following does the research say is os most important in predicting initial attraction?
 - A) personality
 - B) nurturing qualities
 - C) sense of humor
 - D) money
 - E) physical attractiveness
8. Which theory of attraction best explains why people who are considered extremely competent are often not the people we are most attracted to?
 - A) expectancy-value theory
 - B) conformity theory
 - C) psychoanalytic theory
 - D) reward theory
 - E) cognitive dissonance theory
9. Prejudice is a(n)_____, while discrimination is a(n) _____.
 - A) stimulus; response
 - B) attitude; behavior
 - C) instinct; choice
 - D) behavior; attitude
 - E) choice; ethic
10. The evidence suggests that one of the most effective techniques for eliminating racial prejudice has been
 - A) tax incentives.
 - B) education.
 - C) threat and force.
 - D) legislation.
 - E) choice.

11. Reward theory, expectancy-value theory, cognitive dissonance theory, and attribution theory all tell us that we respond not just to situations but also to
 - A) the intensity of the stimuli.
 - B) our cognitive interpretations of them.
 - C) our social instincts.
 - D) our unconscious needs.
 - E) our biological needs and drives.

12. Conflict between the groups in the Robbers Cave experiment was encouraged by
 - A) showing movies featuring hostile role models.
 - B) punishing nonaggressive boys.
 - C) putting a particularly aggressive boy in charge of each group.
 - D) competitive games.
 - E) encouraging cooperation.

13. In Kelman's work in the Middle East, he removed much of the incentive for competitive responses by
 - A) holding the meetings in private.
 - B) publicly denouncing those who responded competitively.
 - C) punishing those who responded competitively.
 - D) encouraging cooperation.
 - E) taking hostages from both sides.

14. What did Solomon Asch attempt to measure in his studies involving lines of differing lengths?

15. What was the rationale for Stanley Milgram's study of obedience?

16. Identify the noted researchers responsible for conducting the line study on conformity, the "teacher/learner" obedience study, and the Stanford prison experiment.

17. People in larger groups who feel less obligated to help someone in need experience what effect?

18. What are the factors that dictate whom we like, according to the reward theory of attraction?

19. Which theory accounts for the self-justification that people engage in when they behave in ways that are not consistent with their internal state? How do we attempt to eliminate this in our lives?

20. Some commentators on the Kitty Genovese murder blamed personality flaws in the apathetic bystanders rather than social circumstances. What error in thinking does this demonstrate?

21. When you take credit for your success while denying responsibility for your failure, you are showing which cognitive attribution?

22. Give an example of how prejudice and discrimination has been shown to change.

23. Why when working on a group project do some people work less hard? How can this be combatted?

24. The Bay of Pigs invasion was ill-advised, but there was not anyone to stand up and offer another solution. What social phenomenon does this demonstrate?