

## Chapter 12: Helping

Practice Multiple Choice. (Answers at the end of the page).

1. The motive to increase another's welfare without conscious regard for one's self-interests defines
  - A. the social responsibility norm.
  - B. egoism.
  - C. the social-exchange theory.
  - D. altruism.
2. The notion that humans interact in such a way as to minimize costs and maximize rewards to the self is referred to as
  - A. the social-exchange theory.
  - B. egoism.
  - C. the reciprocity norm.
  - D. self-theory.
3. According to the social-exchange theory, the rewards that motivate helping are
  - A. internal or external.
  - B. internal.
  - C. external.
  - D. consciously recognized before the act of helping.
4. Altruism is to \_\_\_\_\_ as egoism is to \_\_\_\_\_.
  - A. helping; nonhelping
  - B. reciprocity; social justice
  - C. the evolutionary theory; the social norms theory
  - D. another's welfare; one's own welfare
5. Our eagerness to do well after doing bad reflects our need to
  - A. reduce private guilt.
  - B. reclaim a positive public image.
  - C. both reduce private guilt and reclaim a positive public image.
  - D. neither reduce private guilt nor reclaim a positive public image.
6. A person who is intensely self-focused in profound grief would
  - A. be less likely to help others.
  - B. be more likely to help others.
  - C. take pleasure in helping others.
  - D. not take pleasure in helping others.
7. Who of the following is most likely to respond favorably to an unexpected request for a charitable donation to a local hospital?
  - A. Melvin's older sister, who is hurrying to get to her scheduled appointment with the family doctor
  - B. Melvin's mother, who just received a very favorable job evaluation from her employer
  - C. Melvin's younger brother, who is depressed over receiving a D on a physics exam
  - D. Melvin's father, who is annoyed over the newspaper boy's trampling of his flower bed

8. After Mr. Walters' neighbor helped him paint his house, Mr. Walters felt obligated to offer to help the neighbor remodel his kitchen. Mr. Walters' sense of obligation most likely resulted from the

- A. door-in-the-face phenomenon.
- B. social responsibility norm.
- C. reciprocity norm.
- D. equal status norm.

9. In which of the following countries is the norm of social responsibility supported most strongly?

- A. India
- B. England
- C. United States
- D. Canada

10. When people need our help, we are most likely to provide assistance if we attribute their need to

- A. a lack of motivation.
- B. circumstances beyond their control.
- C. poor planning or foresight.
- D. their mood or disposition.

11. Which of the following specifically predicts that we will be more altruistic towards our relatives than towards close friends?

- A. evolutionary psychology
- B. the social norms theory
- C. the social-exchange theory
- D. the self-presentation theory

12. Batson and his colleagues (1981) had university women watch another woman suffer a series of painful shocks. Some participants were led to feel empathy for her and were then asked if they would trade places, taking her remaining shocks. The results indicated that

- A. most participants who felt empathy agreed to help but only if they would be rewarded.
- B. most participants who felt empathy agreed to help even if they knew they could easily leave.
- C. most participants who felt empathy downplayed the victim's suffering or convinced themselves that she deserved to be shocked.
- D. most participants who felt empathy refused to trade places but expressed sympathy and sought compensation for the victim from the experimenters.

13. You trip over a fallen branch and sprain your ankle. According to research on the bystander effect, a stranger who sees your plight will be most likely to offer aid if there are \_\_\_\_\_ others present.

- A. no
- B. two
- C. four
- D. ten

14. Darley and Latané described a sequence of decisions a bystander must make before he or she will intervene in an emergency. Which of the following is NOT one of the specific steps?
- noticing the incident
  - interpreting the incident as an emergency
  - assessing the victim's desire for help
  - assuming personal responsibility for intervening
15. A stranger has collapsed on a city sidewalk due to a heart attack. According to Darley and Latané, what is the first thing that must happen before you will help in this emergency?
- You must recognize the event as life-threatening.
  - You must assume responsibility for helping.
  - You must notice the stranger.
  - You must make sure the victim is alone and truly in need of help.
16. According to the text, people in a hurry may be less willing to help because they
- have weighed the costs of helping and have decided they are too high.
  - never fully grasp the situation as one requiring their assistance.
  - tend to be selfish and primarily concerned with meeting their own needs.
  - tend to be in a negative mood state and therefore are less likely to help.
17. The emotional response that is elicited when you don't feel empathy for a victim, but you are motivated by self-concern is:
- empathic concern
  - reduction of other person's distress
  - self-sympathy
  - personal distress
18. Which of the following is less likely to receive help from a bystander?
- Jill who is being yelled at by her husband in public.
  - Mary who has her purse snatched by a stranger.
  - Clarissa who is being harassed by a homeless person.
  - Karen who says she is being followed by a man she doesn't know.
19. Which of the following most accurately describes pluralistic ignorance?
- The idea that responsibility for helping in an emergency is spread out among everyone present.
  - The fear that one will be embarrassed or look foolish if one makes a mistake while trying to help someone.
  - That many people are unaware of the fact that Good Samaritan laws protect them from being sued if something goes wrong when they try to help someone.
  - The idea that we assume that we know what other people are thinking. For example, we assume that if no one is helping in a situation, it is because those people know that there is no emergency.

Answers on next page

**Answers**

- 1) D
- 2) A
- 3) A
- 4) D
- 5) C
- 6) A
- 7) B
- 8) C
- 9) A
- 10) B
- 11) A
- 12) B
- 13) A
- 14) C
- 15) C
- 16) B
- 17) D
- 18) A
- 19) D