

Practice Multiple Choice: Chapter 6 & 8
Answers are at the bottom of the page.

Chapter 6

- 1) A change in behavior or belief to meet group norms is called
 - A. obedience.
 - B. acceptance.
 - C. conformity.
 - D. compliance.
- 2) Even though you really dislike wearing a dress, you decide to wear one to your cousin's wedding. This is an example of
 - A. Obedience or compliance
 - B. Private conformity or acceptance.
 - C. Public conformity or compliance
 - D. Informational influence
- 3) In Western individualistic societies, the word "conformity" carries
 - A. a positive value judgment.
 - B. a negative value judgment.
 - C. a neutral value judgment.
 - D. both positive and negative value judgments.
- 4) If you clean your room only because your parents order you to, your behavior is a form of
 - A. obedience.
 - B. acceptance.
 - C. conformity.
 - D. compliance.
- 5) After hearing a great deal about the benefits of soy products from your friends, you decide to drink soy milk instead of cow's milk. Your behavior is an example of
 - A. private conformity and normative influence
 - B. private conformity and informational influence
 - C. public conformity and normative influence
 - D. public conformity and informational influence
- 6) A year after his original study where people had to estimate how far a light moved, Sherif's participants were retested alone and gave answers that supported the original group's norm. This suggests that the process involved was really
 - A. reactance.
 - B. Public conformity
 - C. obedience.
 - D. Private conformity.
- 7) When Milgram conducted his first series of experiments with a sample of 20- to 50-year-old men, he found that over 60 percent of them
 - A. refused to deliver shocks beyond 150 volts.
 - B. refused to deliver shocks past the 300-volt level.
 - C. went all the way to 450 volts.
 - D. asked to be released from the experiment by 135 volts.

- 8) In a variation of the Milgram study, the learner was in the same room as the teacher. Under these conditions, _____ participants obeyed to 450 volts.
- A. fewer
 - B. more
 - C. the same
- 9) In one variation of his original experiment, Milgram arranged for a confederate (posing as a fellow participant) to assume command in the experimenter's absence. As a result of this manipulation,
- A. most teachers agreed to comply with the orders of their fellow group member.
 - B. the teachers competed with him and with each other for the role of leader.
 - C. participants became more positive about their roles in this cohesive group, and some even became enthusiastic.
 - D. fewer of the teachers obeyed the orders of their fellow group member
- 10) A concern for _____ produces normative influence, while a concern for _____ produces informational influence.
- A. social image; being correct.
 - B. being correct; social image
 - C. being correct; gaining status
 - D. social roles; authority figures
- 11) The relationship between the degree to which a group is cohesive and the degree to which the group has power over its members is a _____ one.
- A. positive
 - B. negative
 - C. neutral
 - D. curvilinear
- 12) The degree to which personality predicts our behavior is _____ related to the degree to which social influences predict our behavior.
- A. positively
 - B. negatively
 - C. somewhat
 - D. not at all
- 13) Ahmed is ordered by his father to return home from college after Ahmed fails two courses. Ahmed returns home. Ahmed's compliance with his father's orders is an example of:
- A. conformity.
 - B. Informational influence.
 - C. obedience.
 - D. social facilitation.
- 14) According to Social Impact Theory, which of the following is true?
- A. More people will conform to a high status source than to a low status source.
 - B. One person had more influence than a group of five people.
 - C. It is easier to influence five people than it is to influence one person.
 - D. A legitimate authority figure's power to influence another person is not affected by how close or proximate the authority figure is.

Chapter 8

- 15) According to social psychologists, a group exists when two or more people interact with and influence each other, and
- A. are also in the same place.
 - B. also work together.
 - C. also perceive themselves as “us”.
 - D. also facilitate each other.
- 16) Under the definition that is in the text, which of the following is NOT a group?
- A. a doctor with her patient
 - B. friends going out to dinner
 - C. four people working together on a class project
 - D. five people riding the city bus
- 17) If a person is performing a simple or well-learned task
- A. He or she will do worse when other people are present.
 - B. He or she will do better when other people are present.
 - C. He or she will do the same when alone as when other people are present.
- 18) According to theories of social facilitation, arousal
- A. Strengthens a dominant response.
 - B. Weakens a dominant response
 - C. Improves performance
 - D. Impairs performance
- 19) Your psychology professor has assigned group projects to your class. She has chosen to individually grade each student’s contribution to the assignment as an attempt to reduce
- A. social facilitation.
 - B. social loafing.
 - C. minority influence.
 - D. group polarization.
- 20) You have noticed that when you are at the gym, your exercise routine is not affected by how many other people are there. However, it is affected when other people are watching you exercise. This pattern in your behavior supports which theory of social facilitation?
- A. distraction conflict
 - B. mere presence.
 - C. evaluation apprehension.
 - D. social loafing.
- 21) According to Baron’s explanation of social facilitation do other people have to be present to see a change in performance?
- A. Yes. Plus the people have to be able to judge a person’s performance.
 - B. Yes. But they don’t have to be able to judge a person’s performance, they just have to be present.
 - C. No. People don’t have to be present, there just has to be some distraction. People may be a distraction, but other nonsocial distractions can also change performance.

- 22) Kim has to give a speech in class. She has taken several other speech courses, and has even won awards for public speaking. According to Zajonc's theory of social facilitation effect, which situation will improve her performance?
- A. There is an audience of 10 people who are blindfolded and wearing ear plugs.
 - B. There is an audience of 10 people watching and listening.
 - C. There is a loud leaf blower being used right outside the classroom where Kim is speaking.
 - D. A and B
 - E. All of the above
- 23) Sam has a tendency contribute little effort to group assignments, as he thinks others will be sure to pick up the slack in an effort to get a good grade. This is an example of
- A. social facilitation
 - B. social loafing
 - C. deindividuation
 - D. mere presence
- 24) People in groups will loaf less when the
- A. task is challenging, important, or involving.
 - B. task is difficult.
 - C. group members do not know each other.
 - D. task is not rewarded.
- 25) What underlying processes help to explain the occurrence of group polarization?
- A. Size, physical proximity, value
 - B. liking, and social facilitation,
 - C. conformity, emotional ties, and independence
 - D. interaction, mutual influence, and shared identity

Answers on next page

Answers:

Chapter 6	Chapter 8
1. C	15. C
2. C	16. D
3. B	17. B
4. A	18. A
5. B	19. B
6. D	20. C
7. C	21. C
8. A	22. D
9. D	23. B
10. A	24. A
11. A	25. D
12. B	
13. C	
14. A	