

Name: _____ Date: _____

1. Aronson defines social psychology as:
 - A) how people learn to behave in accordance with society's rules
 - B) the influences that people have on our beliefs and the behavior of others
 - C) how societies and social groups work
 - D) the study of roles and social norms

2. In his first chapter, Aronson defines social psychology as the study of:
 - A) human behavior and mental processes
 - B) people and events
 - C) social influence
 - D) actions that are crazy

3. "The influences that people have upon our beliefs and behavior and of how we influence others" is the text's definition of:
 - A) dispositions
 - B) the self-fulfilling prophecy
 - C) the hindsight effect
 - D) social psychology

4. Aronson states, "People who do crazy things are not necessarily crazy." By this, he means that:
 - A) situations can cause most normal people to behave in abnormal ways
 - B) psychosis, at least from a social psychological point of view, does not exist
 - C) people generally think of others in very much the same way they think of themselves
 - D) human behavior can be explained by using the scientific method

5. Once we know the outcome of an event, we have the sense that we knew all along that things would turn out as they did. The term for this phenomenon is:
 - A) the hindsight bias
 - B) commonsense social psychology
 - C) the self-fulfilling prophecy
 - D) the "déjà vu" effect

6. According to Aronson's text, the statement that we are all "amateur" social psychologists means that:
- A) we all give advice to our close friends and relatives
 - B) we develop explanations for the behavior of others
 - C) we don't have as much training as professional social psychologists
 - D) our theories about human behavior are too complex
7. According to the "hindsight bias," you would predict which of the following results?
- A) People would be more likely to blame a prisoner than a guard for a prison uprising.
 - B) People feel more confident they knew who would win a race after the race than they did before the race.
 - C) People tend to behave the way that we expect them to act.
 - D) We are more likely to make situational judgments when explaining our future behavior and make dispositional explanations when explaining our past behavior.
8. In his or her attempts to understand human social behavior, the professional social psychologist has the advantage of being able to:
- A) study at the same time all the factors that influence people in a situation
 - B) know how to control every individual's behavior
 - C) create and study exact duplicates of actual situations and events
 - D) control the influence of irrelevant factors when studying a problem
9. Which of the following is NOT an advantage that professional social psychologists have over amateur social psychologists?
- A) Professionals use observation of social phenomena in their thinking about social phenomena, whereas amateurs cannot.
 - B) Professionals can always make people behave the way they want them to act.
 - C) Professionals can hold everything constant except what they are interested in studying.
 - D) Professionals' conclusions are based on more precise data.
10. According to "Aronson's first law," people who do crazy things:
- A) are, by definition, crazy
 - B) may not be crazy but are different from normal people
 - C) may be crazy but may also be normal people trying to adjust to extraordinary social influences
 - D) are perceived as crazy by people with rigid standards for behavior

11. Explaining unpleasant behavior by labeling people “crazy” or “sadistic”:
- A) is useful because it allows us to develop tests to help classify people
 - B) is dangerous because it makes these people angry and violent
 - C) is useful because it warns the general public to watch out for certain people
 - D) is dangerous because it gives the general public a false sense of security and invulnerability
12. Which of the following best reflects a dispositional view of human behavior?
- A) “That test was so difficult no one could do well.”
 - B) “Mandy's red dress is so attractive that the men just flock around her.”
 - C) “When I don't eat breakfast, I feel rotten all day.”
 - D) “Bob is so self-centered that he has trouble getting along with other people.”
13. Tomoko explains that her teacher is a kind, gentle person, and that is why Tomoko does well in school. Tomoko's appraisal of her teacher is best thought of as an example of:
- A) Aronson's first law
 - B) the hindsight effect
 - C) the situational view
 - D) the dispositional view
14. People tend to explain the causes of other people's behavior as being the result of their personalities. Thus, if Luke gets a bad grade on a test, it must be because he is stupid. This tendency is called:
- A) the dispositional view
 - B) the self-fulfilling prophecy
 - C) Aronson's first law
 - D) the hindsight effect
15. You and a friend are watching the news and hear a report regarding a murder in New York City, witnessed by dozens of bystanders, none of whom attempted to help the victim or even telephone the police. Your friend expresses utter disgust at this incident, remarking, “People who live in big cities have no compassion for others. They lack fundamental decency—all they care about is themselves.” Your friend's remark best reflects:
- A) astute insight into the effects of living in large cities
 - B) the primacy effect
 - C) a situational view of the world
 - D) a dispositional view of the world

16. In Zimbardo's "Stanford Prison Experiment," young, psychologically normal men were randomly assigned to the role of playing a guard or a prisoner. After five days, the "prisoners" grew withdrawn and unsympathetic, while "guards" became sadistic and brutal. In general, the results of this study probably indicate that:
- A) the veneer of civilization is very thin, and the true nature of humans is to be callous and unfeeling
 - B) the situation is often primarily responsible for behavior, not the personalities of subjects
 - C) prisoners are basically antisocial and, thus, are unable to cope with the prison environment
 - D) guards probably choose their profession because they enjoy power and being brutal
17. The authors argue that 613 parents murdering their children and then taking their own lives in the Jonestown massacre is an example of:
- A) the savage instincts of humans destroying a utopian society
 - B) the situation and how social influence is often primarily responsible for behavior, not the personalities of subjects
 - C) people who were not able to cope with modern society
 - D) parents who enjoyed power and being brutal
18. A dispositional interpretation of the Jonestown massacre would claim that:
- A) the parents were evil
 - B) the parents were following orders
 - C) social influence can create horrific acts
 - D) the jungle setting led to the massacre
19. The authors argue that THE central contribution of social psychology is:
- A) to emphasize the role that personality has in determining the behavior of people
 - B) to clarify the role that neuroscience plays in understanding human social behavior
 - C) to bridge the gap between human social animals and other social animals, such as bees and apes
 - D) to help us appreciate the complex situational view of human behavior

Answer Key

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