

Name: \_\_\_\_\_ Date: \_\_\_\_\_

1. In a crowd of witnesses to an emergency, the individual bystander tends to:
  - A) observe other bystanders for cues as to the seriousness of the emergency.
  - B) feel more driven to help if none of the other bystanders is helping.
  - C) feel more responsibility for helping as the crowd increases.
  - D) respond in all of these ways.
  
2. In some versions of Milgram's obedience experiment, a confederate of the experimenter shared the task of "shocking" the learner. Most of the subjects:
  - A) refused to continue if the confederate refused to continue.
  - B) continued to the strongest shock even if the confederate refused to do so.
  - C) behaved independently of the confederate but expressed less emotion than in the standard version of the study.
  - D) asked to be excused from the study.
  
3. Experimental evidence supports the theory that stereotype-threat, like other causes of choking on tests, involves:
  - A) the test taker's overpreparation for the test.
  - B) anxiety caused by unfamiliarity with the test questions.
  - C) a reduction in available working-memory.
  - D) neurotic tendencies in the personalities of those affected.
  
4. In analyzing the judgment of U.S. presidential advisory groups involved in political fiascoes, Irving Janis coined the term *groupthink* for:
  - A) brainstorming to avert a crisis.
  - B) decision-making in the interest of group cohesiveness and pleasing their leader.
  - C) overt conflict between the in-group and an out-group they perceived as disloyal to their country.
  - D) dissipation of a social force among similar group members.
  
5. Cases in which people, in response to others' orders, carry out unethical or illegal actions have been referred to as:
  - A) normative influence.
  - B) morally reprehensible.
  - C) reciprocity norm.
  - D) crimes of obedience.

6. \_\_\_\_\_ observed attachment behavior in young humans and \_\_\_\_\_ developed a systematic program of research on attachment.
- A) Bowlby; Harlow
  - B) Harlow; Bowlby
  - C) Harlow; Ainsworth
  - D) Bowlby; Ainsworth
7. Findings from the Milgram studies suggested that all of the following factors contributed to obedience on the part of the original research subjects EXCEPT the:
- A) physical attractiveness of the “learner.”
  - B) proximity of the experimenter to the subject (“teacher”).
  - C) distance of the “teacher” from the “learner.”
  - D) location of the experiment in a university laboratory.
8. In an apparent emergency involving many bystanders, diffusion of responsibility will tend to cause:
- A) the bystanders to spread various specific helping tasks among themselves.
  - B) each bystander to feel less responsible to help than if he or she were alone with the victim.
  - C) the bystanders' initially strong sense of responsibility to diminish as time goes by.
  - D) bystanders to feel the victim is probably responsible for the emergency and therefore less deserving of help.
9. Which of the following statements about the subjects in Milgram's obedience experiment (and replications of it) is TRUE?
- A) Although the majority of men applied the strongest shock, only a small minority of women did.
  - B) Although the majority of blue-collar workers, who are used to taking orders, applied the strongest shock, only a small minority of professional people did.
  - C) Although the majority of people under age 30 applied the strongest shock, only a minority of people over 40 did.
  - D) In all categories of people tested, a high rate of obedience has been found.
10. The Bay of Pigs invasion, the cover-up of Watergate, and escalating the Vietnam war are all examples of:
- A) groupthink.
  - B) normative interference.
  - C) group polarization.
  - D) impression management.

11. If people have a tendency toward a particular view on some issue, and then discuss the issue with others who have the same tendency, they will eventually be likely to adopt a more extreme view in the same direction as their initial tendency. This phenomenon is referred to as:
- A) group polarization.
  - B) group stereotyping.
  - C) social facilitation.
  - D) group cohesion.
12. In one experimental condition, Harry Harlow raised young monkeys with two surrogate “mothers.” One was made of wire and held a baby bottle that provided the young monkey with its only source of nourishment. The other was made of cloth and contained no source of nourishment. When young monkeys raised with both surrogates were frightened, they usually:
- A) clung to the wire surrogate.
  - B) clung to the cloth surrogate.
  - C) huddled in the corner, treating neither surrogate as a source of security.
  - D) clung to one surrogate or the other, some preferring the wire surrogate and others the cloth surrogate as their source of security.
13. According to Ainsworth's strange-situation test, an infant who plays confidently in the presence of his or her mother, who cries when she leaves the room, and who displays pleasure when she returns would be classified as:
- A) insecurely attached.
  - B) securely attached.
  - C) conflicted.
  - D) ambivalent.
14. \_\_\_\_\_ is the entire set of psychological forces exerted on a person by others or by the person's beliefs about others.
- A) Person perception
  - B) Impression formation
  - C) Attribution
  - D) Social pressure

15. Social research shows that a person who witnesses an emergency alone is \_\_\_\_\_ than a person who witnesses an emergency in the presence of others.
- A) less likely to come to the victim's aid
  - B) more likely to come to the victim's aid
  - C) likely to be much more frightened
  - D) likely to be much less frightened
16. The strategy of getting a potential customer to grant an initial small request, which prepares the customer psychologically to grant a subsequent larger request is known as:
- A) the foot-in-the-door technique.
  - B) the reciprocity norm.
  - C) one-upmanship.
  - D) the low-ball technique.
17. Research has shown that groups produce effective solutions to problems when:
- A) leaders strongly advocate a view that they believe in.
  - B) the primary emphasis is on internal cohesion.
  - C) members focus clearly on the problem to be solved.
  - D) members refrain from arguing with one another.
18. In Milgram's basic obedience procedure, a subject had the role of "teacher" and a confederate the role of "learner." Ensuring the continued obedience of the teacher required:
- A) fear of punishment on the part of the teacher should he or she disobey the experimenter.
  - B) a monetary inducement so large that the teacher would not risk losing it by disobeying.
  - C) reasonable reassurances from the experimenter that the learner would feel no real pain.
  - D) repeated orders from the experimenter that the teacher must go on despite the protests or screams of the learner.
19. A Dutch researcher, Dymphna van den Boom, performed a series of experiments designed to test Bowlby's and Ainsworth's hypotheses on the relationship between warm caregiver responses and secure attachment. In these studies, she focused on temperamentally \_\_\_\_\_ babies and found that the quality of caregiving \_\_\_\_\_ have an effect on their quality of attachment.
- A) easygoing; did
  - B) easygoing; did not
  - C) irritable; did
  - D) irritable; did not

20. In Stanley Milgram's famous study of obedience, most subjects:
- A) verbally agreed to shock the learner for each wrong answer but then refused to actually do so.
  - B) gave shocks as ordered until the learner began to express distress.
  - C) administered progressively more severe shocks as ordered but seemed deeply upset about doing so.
  - D) administered progressively more severe shocks as ordered and expressed disdain and lack of compassion for the learner.
21. Research on the effects of group discussion on people's attitudes has consistently shown that when people discuss an issue with others who agree with them, most will develop:
- A) less extreme views in the same direction as their initial inclination.
  - B) more extreme views in the same direction as their initial inclination.
  - C) less extreme views in the opposite direction of their initial inclination.
  - D) more extreme views in the opposite direction of their initial inclination.
22. An experiment where an infant is put in a novel situation and studied for its response to the absence and arrival of its mother is a participant in which kind of study?
- A) an IQ test
  - B) a novel-situation test
  - C) a recognition test
  - D) a strange-situation test
23. When subjects in Asch's conformity study wrote their answers down privately rather than announcing them publicly, the likelihood of agreement with the confederates' wrong answers was:
- A) reduced.
  - B) the same.
  - C) higher.
  - D) reduced in women and increased in men.

24. In the strange-situation test, an infant is placed in an unfamiliar room that contains toys. The mother comes and goes in a prearranged schedule. In North America, which of the following behavior patterns is most prevalent and is believed to reflect secure attachment?
- A) The infant whimpers when the mother leaves the room and continues to cry when she returns.
  - B) The infant stays quietly by the mother's side, explores the room after she leaves, and stops exploring when she returns.
  - C) The infant explores the room whether the mother is present or not and shows indifference when she returns.
  - D) The infant explores the room when the mother is present, seems uneasy and explores less after she leaves, and shows pleasure when she returns.
25. Studies of human newborns have demonstrated that:
- A) unlike other mammals, they are not biologically prepared to elicit the help they need from caregivers and must learn how in the first few weeks of life.
  - B) they are able to attach only to female caregivers.
  - C) by the time infants are born, they prefer their own mother's voice to another woman's voice.
  - D) at birth, they respond differentially to strangers' voices speaking their mother's language than to the same voices speaking an unfamiliar language.
26. Which of the following caregiver behaviors shows the largest positive correlation with secure infant attachment?
- A) giving contact comfort only when the infant's cries indicate hunger or other physical discomfort
  - B) waiting a consistent period of time before comforting the infant
  - C) waiting a variable period of time before comforting the infant
  - D) giving prompt comfort whenever the infant cries or shows other signs of distress
27. What principle might a woman be operating under if she performs horribly on a test measuring her spatial abilities after having been told by her instructor that women are not as good at spatial thinking as men?
- A) choking under pressure
  - B) stereotype threat
  - C) social inhibition
  - D) cognitive dissonance

28. Often when a cohesive group of people makes decisions, they defer too much to the views of leaders and work to maintain unity at the expense of considering alternative solutions. This type of flawed decision-making is termed:
- A) groupthink.
  - B) social facilitation.
  - C) group polarization.
  - D) social interference.
29. In group polarization, group discussion tends to lead:
- A) like-minded individuals to a consideration of alternative points of view.
  - B) like-minded individuals to a more extreme view than they had held initially.
  - C) individuals who initially disagree with each other to disagree even more strongly.
  - D) individuals who initially disagree with each other to disagree less strongly.
30. In a study of conformity, Asch found that if a single confederate disagreed with the others, subjects were:
- A) just as likely to conform as when the confederates were unanimous.
  - B) less likely to conform than when the confederates were unanimous, but only if the dissenting answer was correct.
  - C) less likely to conform than when the confederates were unanimous, even if the dissenting answer was wrong.
  - D) more likely to conform than when the confederates were unanimous.
31. The strange-situation test developed by Mary Ainsworth is used to assess:
- A) moral development.
  - B) infant attachment.
  - C) styles of discipline.
  - D) gender segregation.
32. When Solomon Asch tested subjects for conformity in a perceptual-judgment task, he found that most subjects:
- A) suspected a trick when the confederates all gave the same wrong answer.
  - B) conformed their answer to that of the confederates' only when the perceptual task was difficult.
  - C) conformed their answer to that of the confederates' even though the perceptual task was easy.
  - D) were openly rebellious, giving the correct answer quite assertively.

33. Secure attachment in infancy has been shown to:
- A) be predictive of greater confidence, independence, and sociability later in childhood.
  - B) cause children to be more confident, independent, and sociable later in childhood.
  - C) cause mothers to be more attentive to their children's needs later in childhood.
  - D) be unrelated to children's social, emotional, and behavioral characteristics later in childhood.
34. In Milgram's original study on obedience, the majority of research subjects stopped administering shocks:
- A) immediately after the “learner” started moaning.
  - B) when the “learner” asked him or her to stop.
  - C) when the “learner” stopped responding.
  - D) after all shocks up to the maximum had been delivered.
35. Harry Harlow separated infant monkeys from their mothers and provided each with two surrogate “mothers,” one of wire and one of cloth. For half the monkeys, a nipple that provided milk was attached to the wire mother, and for the other half the nipple was attached to the cloth mother. Harlow found that:
- A) neither group showed evidence of having developed attachment to either mother.
  - B) both groups became attached to whichever mother had the nipple.
  - C) both groups became attached to the wire mother, regardless of which surrogate had the nipple.
  - D) both groups became attached to the cloth mother, regardless of which surrogate had the nipple.
36. \_\_\_\_\_ refers to instances of compliance when the person making the request is perceived as an authority figure or leader and the request is perceived as an order or command.
- A) Conformity
  - B) Persuasion
  - C) Psychological reactance
  - D) Obedience

## Answer Key - Soc Behav Review

1. A
2. A
3. C
4. B
5. D
6. A
7. A
8. B
9. D
10. A
11. A
12. B
13. B
14. D
15. B
16. A
17. C
18. D
19. C
20. C
21. B
22. D
23. A
24. D
25. C
26. D
27. B
28. A
29. B
30. C
31. B
32. C
33. A
34. D
35. D
36. D