Introduction to Social psychology question pool

Edited by Paszkál Kiss
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Introduction to social psychology covers the standard topics of the discipline with an emphasis on societal and historic processes. This database is designed for the assessment of acquired knowledge in two lectures and it may also serve as a tool for self-assessment in two practical courses. It may also be used as an entrance test to the comprehensive test in social psychology at Eötvös University. We have a specific course on the methods of social psychology; therefore we also have three special methodological topics of testing questions to cover these methods.

**TITLES, TOPICS**

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| Social Psychology 2.         |                             |
| 1.  | Interpersonal and mass communication |
| 2.  | Cooperation, conflict, rational choice |
| 3.  | Helping and aggression |
| 4.  | Attraction and close relationships |
| 5.  | Social roles and impression formation |
| 6.  | Group dynamics and structure |
| 7.  | Group performance, leadership and power |
| 8.  | Social influence, group decision-making |
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SOCIAL PSYCHOLOGY 1. READINGS

I. Introduction: historical correlations, theoretical approaches

1. Introduction

1. The Origins and History of Social Psychology

2. Mass Psychology

II. Exploring the Social World

3. Everyday Cognition, Social Explanations

4. Social Percetion, Impression Forming

5. Group Perception

7. The Self


III. Attitudes, attitude systems

8. Attitude concepts, measurement, functions


9. Persuasion


10. Attitude Dynamics


11. Cognitive Style


SOCIAL PSYCHOLOGY 2. READINGS

I. Social interactions

1. Interpersonal and public communication

2. Cooperation-competition, rational choice

3. Helping and aggression

II. Interpersonal Relations

4. Attraction and close relationships

5. Social roles and impression management
III. Group Dynamics

6. Group dynamics and structure

7. Group performance, leadership and power

8. Social influence, group decision-making

IV. Society and psychology

9. Social identity and intergroup relations

10. Intergroup Conflict and conflict management

11. Societal psychology: public opinion and social representation


V. Summary

12. Influential scholars, main schools and theories in social psychology


Multiple choice – class notes:

1. Direct and indirect measures of attitudes differ in...
   A) whether the participants are supposed to be able to adjust their responses to social desirability concerns.
   B) whether the participants are asked to write down something.
   C) whether there are any direct vs indirect effect analysed in the statistics.
   D) the specific kinds of attitude objects towards which attitudes are measured.

2. This is a direct measure of attitudes:
   A) Both a Likert scale and self-report measures.
   B) A Likert scale.
   C) Self-report measures.
   D) Neither a Likert scale nor self-report measures.

3. This is an indirect measure of attitudes:
   A) GNAT
   B) scrambled sentence test
   C) an Osgood scale
   D) an in-depth interview

4. The IAT is based on...
   A) reaction times.
   B) priming.
   C) aversive conditioning.
   D) unconscious processes.

5. Participants are asked to place an attitude object between two opposite extremes. This is a(n)...
   A) semantic differential scale.
   B) Thurstone scale.
   C) Likert scale.
   D) implicit measure.

6. In a Thurstone scale, people are asked to...
   A) mark those statements they agree with.
   B) place an attitude object between two opposite extremes.
   C) rate statements from 1 to 11 according to how much they agree with them.
   D) react as quickly as they can.

7. People are given traits and rate the attitude object according to how much they find each trait to apply to it. This is a(n)...
   A) unipolar scale.
   B) Osgood scale.
   C) Thurstone scale.
   D) feeling thermometer.
8. For which of these scales can you compute a Cronbach’s alpha?
A) Osgood  
B) Thurstone  
C) Bogardus  
D) single-item measure

9. For which of these scales can you compute item-total correlations?
A) Osgood and Likert  
B) Osgood, but not Likert  
C) Likert, but not Osgood  
D) Neither Likert, nor Osgood

10. Which pair of Cronbach’s alpha coefficients below can be considered as most acceptable?
A) .72 and .83  
B) .57 and .80  
C) .74 and .92  
D) .66 and .71

11. A questionnaire study with a representative sample of adolescents shows that there is a negative relationship between parent-adolescent relations and substance abuse. This study is supposed to be high on...
A) external validity  
B) internal validity  
C) both external and internal validity  
D) neither external nor internal validity

12. This type of measure claims to measure the absolute valence of an attitude:
A) Thurstone scale  
B) Likert scale  
C) Bogardus scale  
D) the IAT

13. A ‘representative sample’ is supposed to represent...
A) the population on important variables.  
B) a random assignment.  
C) the hypothesis being investigated.  
D) the mental representations existing in the population.

14. Good sampling enhances ... validity.
A) external  
B) internal  
C) construct  
D) all kinds of

15. You administer a Likert scale to a large sample and find that one item has a strong negative item-total correlation, while all others are positive. What shall you do?
A) Reverse that item.  
B) Discard that item.  
C) Rephrase that item.  
D) Do nothing with that item.
Statement analysis – notes:

1. Implicit measures of attitudes like the IAT reveal people’s ‘true’ attitudes, because self-report measures can be biased by social desirability concerns.

2. A Cronbach’s alpha is a better measure of validity than the item-total correlations for the same scale, because the Cronbach’s alpha shows the measurement instrument’s stability over time.

3. A typical Bogardus scale does not actually measure attitudes, because it is constructed to measure prejudice towards social groups.
Multiple choice:

1. Independent variables are called ‘independent’, because they are independent of...
   A) the participant.
   B) the experimenter.
   C) the dependent variable.
   D) each other.

2. Dependent variables are called ‘dependent’ because they depend on...
   A) presumably the independent variable.
   B) the experimenter.
   C) each other.
   D) the sampling.

3. Experiments are supposed to be especially high in...
   A) internal validity.
   B) external validity.
   C) construct validity.
   D) all types of validity.

4. Random assignment means that...
   A) you assign participants to conditions randomly.
   B) you take a random sample from the population.
   C) you assign a random number to each condition.
   D) you compare the results to what would be expected if the responses were completely random.

5. You have a sample of 60 adults of mixed gender and personality traits. Suppose that as a student you have no research grant and not much time to complete your research paper, and want to assign each of your participants to one of three conditions. What would you do?
   A) A random assignment within the female and the male participants separately.
   B) A completely random assignment of the whole sample.
   C) Measure personality traits and then create three subsamples adjusted on trait scores.
   D) Adjust the subsamples on both gender and personality trait scores.

6. In which of the cases below is a latin square design most appropriate?
   A) Priming the same set of stimuli with two different primes in a within-subject design.
   B) Priming the same set of stimuli with two different primes in a between-subjects design.
   C) Priming two different sets of stimuli with two different primes in a within-subject design.
   D) Priming two different sets of stimuli with two different primes in a between-subjects design.

7. In a study of helping behavior, a confederate pretends to collapse in shock on a crowded vs relatively empty street. What kind of an experiment is this?
   A) Field experiment.
   B) Quasi-experiment.
   C) Laboratory experiment.
   D) Actually, this is not an experiment.
8. The classic study by Festinger and Carlsmith (1959) on induced compliance and cognitive dissonance was that kind of an experiment:
A) Laboratory experiment.
B) Quasi-experiment.
C) Field experiment.
D) Actually, this was not an experiment.

9. Gilbert et al (1988) found that an anxiously talking woman was rated lowest on trait anxiety if the alleged topic was sensitive (as opposed to neutral) and there was no distraction (as opposed to participants having to do a distracting memory task). In the other three conditions, the ratings were about equal. Which statistical result(s) shall we interpret?
A) The two-way interaction only.
B) A main effect only.
C) Both a main effect and the two-way interaction.
C) Neither a main effect nor the two-way interaction.

10. In a postal survey, some people were sent a small reward in advance to fill in and return the questionnaire. Some were promised a small reward. Others were neither promised nor given anything. Researchers were then interested in how many people in each group would return the questionnaire. What kind of experiment is this?
A) A univariate experiment.
B) A quasi-experiment.
C) A multivariate experiment.
D) Actually, this is not an experiment.

11. A study has found that people are more likely to agree with the same ambiguous sentence if it is attributed to a prestigious source than when it is not. This is...
A) A univariate experiment.
B) A quasi-experiment.
C) A multivariate experiment.
D) Actually, this is not an experiment.

12. You wanted to get some of your participants to be in a more positive mood than the others. When you analyse the results, a short questionnaire on mood administered after manipulation shows no significant difference between the mood of these groups. What shall you do?
A) An internal analysis.
B) An external analysis.
C) Nothing, proceed with data analysis.
D) Discard your work and start over.

13. In a postal survey, some people were sent a small reward in advance to fill in and return the questionnaire. Some were promised a small reward. Others were neither promised nor given anything. Researchers were then interested in how many people in each group would return the questionnaire. What kind of statistical procedure or test did they use?
A) Chi-square test
B) T test
C) ANOVA
D) Correlation
14. A study has found that people are more likely to agree with the same ambiguous sentence if it is attributed to a prestigious source than when it is not. What kind of statistical procedure or test did researchers most likely use?
   A) An independent samples T test
   B) Correlation
   C) A paired-samples T test
   D) A mixed ANOVA

15. In an experiment some people are given a higher, some a lower reward to do write an essay contrary to their attitudes. How many independent variables are there, then, and what are these?
   A) Only one, and it is the level of cognitive dissonance.
   B) Two: high reward and low reward.
   C) Two: the amount of reward and the essay they write.
   D) None: this is actually not an experiment.

**Statement analysis**

1. An experiment done in the field is a quasi-experiment, because in this case no experimental manipulation occurs in the laboratory.

2. To study the effect of the loss of a loved one, you can do a quasi-experiment, because such an experiment can only be done in the field.

3. You can interpret a statistical interaction in a univariate design, because a statistical interaction is defined as the effect of the independent variable on the dependent variable (i.e. the independent and the dependent variable interact with each other).
QUALITATIVE RESEARCH METHODS

1. What would you identify as one of the most important differences between qualitative and quantitative research methods?
   a) Replicability
   b) Focus on social issues
   c) The use of a dictaphone
   d) The social embeddedness of the researcher

2. Which of the following methods counts as qualitative research methods?
   a) Observation
   b) Correlation
   c) Personality test
   d) Structured interview

3. Which methodological paradigm would you follow to demonstrate that the attitudes of Germans and Danish toward their flags are different in degree?
   a) Quantitative research
   b) Qualitative research
   c) Both quantitative and qualitative research
   d) Neither qualitative, nor quantitative research

4. You need to convince an audience of researchers to start using qualitative research methods as well. Which one of the following arguments would you use?
   a) It is open and flexible, it enables access to details and maintains the complexity of the phenomenon.
   b) It is replicable, and guarantees access to details and other seemingly unimportant aspects of the phenomenon.
   c) The methods are predefined, and guarantee accurateness necessary for scientific research.
   d) It is open and flexible, and ensures the simplification of complex phenomena.

5. What is an important difference between focus-group and interview research?
   a) Focus-group research provides information on group-dynamics as well.
   b) Interviews represent attitudes regardless of social expectations.
   c) Attitudes presented in focus-group research are more valid than attitudes presented in interviews.
   d) The presence of a moderator has a stronger influence on attitudes in focus-groups, than the presence of an interviewer in an interview.

6. A young researcher chooses to use qualitative research methods to understand how disabled children end up in segregated schools, because she finds it an advantage NOT to...
   a) redefine all the methods that will be used in the research.
   b) use accurate data collection methods.
   c) make a research plan.
   d) ensure validity.

7. Life-route (life-story) interviews are mostly used...
   a) to collect information on identity and collective memory.
   b) to collect information on attitudes.
   c) to collect information on values and ideologies.
   d) to collect information on change of opinion.
8. Participant observation is originally a method of...
   a) ethnography / cultural anthropology.
   b) sociology.
   c) medical science.
   d) psychology.

9. What is ethnomethodology?
   a) The study of everyday practices that people use to make sense of their world.
   b) Case reports about the lives of a cultural group.
   c) The study of everyday practices of indigenous populations.
   d) Case studies using interviews and participant observations.

10. How would you characterize a participant observer?
   a) The person participates in the interactions, but does not pretend to be a participant.
   b) The person does not participate in the interactions, and does not pretend to be a participant.
   c) The person participates in the interactions, and also pretends to be a participant.
   d) The person participates in the interactions, and tries to act like a participant.

11. What is the purpose of fieldnotes?
   a) The main asset of a field research is the researcher him/herself who is present in the field and who can make observations. The fieldnotes are the means to record these observations.
   b) The fieldnotes are useful, if there are no other means to record interviews and observations.
   c) The main asset of a field research is the researcher him/herself who is present in the field and who can make observations. The fieldnotes guarantee that these observations are not distorted by subjective interpretation.
   d) The purpose of the fieldnotes is to have a written proof of the presence of the researcher for later legitimation.

12. What is the dominant logic of data analysis in field research?
   a) Inductive logic.
   b) Deductive logic.
   c) Formal logic.
   d) Informal logic.

13. Which one of the following does NOT occur as a challenge of qualitative field research?
   a) Choice of statistical test
   b) Ethical dilemmas
   c) Validity
   d) Generalization

14. What does a researcher actually do when s/he is carrying out the content analysis of articles published in local media?
   a) Coding
   b) Sample selection
   c) Conceptualization
   d) Counting
15. Content analysis ________ the qualitative analyzing of our data.
   a) is not limited to
   b) is limited to
   c) equivalent to
   d) cannot be

16. One advantage of content analysis is that ...
   a) it can be carried out without much financial investment.
   b) it is not time consuming.
   c) it is easy, and any undergraduate is ready to do it.
   d) it is limited to oral communications.

17. Qualitative research is the preferred research approach of ...
   a) cultural psychology.
   b) sociology.
   c) psychology.
   d) social psychology.

18. What are the advantages of non-invasive research methods?
   a) We can study human behavior and social processes without interference.
   b) There are no ethical dilemmas.
   c) There are no questions of validity.
   d) We can study human behavior and social processes objectively.

19. What is hermeneutics?
   a) It is the study of the theory and practice of interpretation.
   b) It is the study of symbolism.
   c) It is the study of subjective experience.
   d) It is the study of human behavior and mental processes.

20. In search of an effective method to enhance civil participation in community issues, researchers would choose action research, because...
   a) it integrates the development of practice with the construction of research in a cyclical process.
   b) it integrates practice and research by a linear process of first producing knowledge and later applied to practice.
   c) the planning and execution of research takes place as a cyclical process.
   d) the use of qualitative research methods characterizes action research.

21. Which researcher has NO particular connection to qualitative methods?
   a) Stanley Milgram
   b) Bronislaw Malinowski
   c) Margaret Mead
   d) Harold Garfinkel
22. What makes each qualitative research unique and non-replicable?
   a) Behind the analysis of qualitative research stands the personal biography of the researcher, who speaks from a particular cultural perspective.
   b) Behind the analysis of qualitative research stands the personal biography of the researcher, who speaks from the objective perspective of a researcher.
   c) Behind the analysis of qualitative research stands the scientific qualifications of the researcher, who is therefore capable of denying his/her particular cultural perspective.
   d) Behind the analysis of qualitative research should never stand the personal biography of the researcher.

23. A study among the Baka in Cameroon based on observations carried out for at least three months period is an...
   a) ethnographic study
   b) biographical analysis
   c) case study
   d) phenomenology

   a) is a possible
   b) cannot be a
   c) is exclusively a
   d) is a recently invented

25. Why would a market researcher use a focus group technique to help selling washing detergents?
   a) Focus groups can demonstrate public opinion formation.
   b) Focus groups can grasp issues of social identity better than any other method.
   c) Focus groups can be used, if people are not willing to participate in interviews.
   d) Focus groups provide representative samples for measuring attitudes.

Statement analysis

R1. A qualitative case study provides an in-depth study of a particular issue (or case), because it uses a diverse array of data collection method.

R2. Qualitative research is not conducted to answer questions, because it does not follow strictly a predefined research plan.

Narrative psychology has a preference to use discourse analysis as its research method, because discourse analysis is capable of analyzing written materials.

R4. Narrative psychology is the only area within psychology which studies social identity, because the concept of identity was imported from philosophy.

R5. In many ways focus group research and interviews use the same principles of investigation, because they both aim to collect information on identity.
SOCIAL PSYCHOLOGY 1.

INTRODUCTION TO SOCIAL PSYCHOLOGY – PARADIGMS IN SP

1. The classical definition of social psychology by ... implies that social psychology is about the power of ...
A) Allport; situation
B) Allport; personality
C) Wundt; situation
D) Wundt; personality

2. Social psychology’s level of analysis is best defined as being at the level of...
A) individuals and groups
B) individual change
C) mental structures
D) structures of society

3. This study is a good example of the notion of situationism:
A) Both Lewin’s study on attitudes on meat consumption and Zimbardo’s prison experiment.
B) Lewin’s study on attitudes on meat consumption but not Zimbardo’s prison experiment.
C) Zimbardo’s prison experiment but not Lewin’s study on attitudes on meat consumption.
D) Neither Lewin’s study on attitudes on meat consumption nor Zimbardo’s prison experiment.

4. Isen & Levin (1972) planted a dime in the coin-return slot of public phones for half of their participants. They found ... in between helping behavior between participants in the two conditions, showing the power of...
A) huge; situation
B) no; selfishness
C) slight; personality
D) slight; situation

5. The evolutionary perspective on human social behavior adopted by Fiske is this one:
A) social survival
B) natural selection
C) kin selection
D) group selection

6. This is NOT a core social motive in the system by Fiske (2005):
A) competition
B) self-enhancement
C) trust
D) controlling

7. According to Fiske (2005), this core motive is NOT found in some cultures:
A) No such core motive is mentioned by Fiske.
B) belonging
C) controlling
D) self-enhancement
8. Effectance is a notion closest to this core motive:
   A) controlling
   B) self-enhancement
   C) belonging
   D) none, it is something completely different

9. The core motive of self-enhancement involves...
   A) both maintaining a high self-esteem and self-improvement.
   B) maintaining a high self-esteem, but not self-improvement.
   C) not maintaining a high self-esteem, but self-improvement.
   D) neither maintaining a high self-esteem nor self-improvement, but something else.

10. Harmony control ... in the United States, ... the United States is a more ... culture.
    A) operates even; although; individualistic
    B) operates; because; collectivistic
    C) does not operate; because; individualistic
    D) does not operate; because; more hierarchical

11. Sherif’s (1935) study on the autokinetic effect has shown that groups develop...
    A) norms
    B) a hierarchy
    C) an anarchy
    D) powerful personal relationships among members

12. A study by Zajonc et al (1987) has shown that as members of couples grow older, they tend to...
    A) look more similar to each other
    B) have more arguments
    C) discuss their differences in a more friendly manner
    D) employ more harmony control
1. McGuire (1985) classified Carl Hovland as ..., and Leon Festinger as ... researcher.
A) a convergent-style; a divergent-style
B) a divergent-style; a convergent-style
C) a convergent style; another convergent style
D) a non-classifiable; multiple-style

2. Characteristics of convergent-style research (Festinger, 1985):
A) The focus is on a phenomenon.
B) Gross, dichotomous single measures.
C) Small N
D) Explaining a small amount of the variance in many phenomena.

3. McGuire (1985) categorises consistency theories as ..., and his on theorizing on persuasion as ...
A) guiding idea theories; systems theory
B) systems theories; guiding idea theories
C) guiding idea theories; the same, too.
D) systems theories; the same, too.
1. Attributions are best categorised as ... level phenomena in social psychology.
   A) individual-
   B) interpersonal-
   C) group-
   D) intergroup-

2. Allport’s (1954) classical definition of social psychology ... the definition of psychology in general.
   A) is a more specific development of
   B) extends
   C) changes
   D) completely rephrases

3. This is NOT a processing principle by Smith and Mackie (2007):
   A) Valuing ourselves
   B) Cognitive conservatism
   C) Accessibility
   D) Systematic vs simple processing

4. This is NOT a major dimension of cross-cultural differences:
   A) conformity
   B) individualism
   C) masculinity
   D) tightness

5. ... was/were a paradigm or school in social psychology before the 1930s.
   A) Behaviorism, but not Gestalt psychology
   B) Gestalt psychology, but not behaviorism
   C) Both behaviorism and Gestalt psychology
   D) Neither behaviorism nor Gestalt psychology

**Statement analysis**

1. Social psychologists emphasize the role of personality over the role of the situation, because ordinary people tend to underestimate the role of personality in human behavior.

2. The core motive of trusting does not facilitate daily social life more difficult, because this motive also makes people sensitive to negative behavior by others.

3. There are no cultural differences in the expression of core motives (Fiske, 2005), because these motives are present in all cultures.

1. Triplett’s experiment on competition can not be considered a social psychological experiment, because it was conducted years before social psychology was (as we consider it now) officially ‘founded’ by influential books of McDougall and Ross.

2. Person perception was extensively studied by some Gestalt psychologists, because they thought that the organizing principles of perception could also be applied to social perception.
1. Which direction of research derived from the study of national character?
   a) stereotypes
   b) group emotions
   c) Völkerpsychologie
   d) collective representation

2. Who is a representative of the study of the national character?
   a) James
   b) Münsterberg
   c) F. H. Allport
   d) Triplett

3. Which of the followings is not in connection with the study of the authoritarian personality?
   a) Adorno
   b) World War II.
   c) Sanford
   d) McDougall

4. What was a main point of the crisis of American social psychology in the '60s and '70s?
   a) The decreasing number of social scientists.
   b) The unpopularity of experimental methodology.
   c) The external validity of experiments.
   d) The increasing living standards provided less 'serious' subjects to scientific research.

5. Which is a direction originating in the cognitive approach?
   a) connectionism
   b) Gestalt
   c) social constructivism
   d) individualism

6. According to the socio-centered approach of Plato
   a) human beings are social by nature
   b) socialisation is the responsibility of authorities
   c) social systems develop from personal relationships
   d) social structures are determined by individual human functions

7. Who emphasised the primacy of the individual?
   a) Hegel
   b) Plato
   c) Engels
   d) Aristotle

8. Which of the following does not support the notion of individualism?
   a) utilitarianism
   b) hedonism
   c) marxism
   d) liberalism
9. According to a model of scientific development, human knowledge evolves through the following order
   a) theological, metaphysical, positive
   b) positive, theological, metaphysical
   c) metaphysical, theological, positive
   d) theological, positive, metaphysical

10. Which of the following concepts do we owe to Durkheim’s sociology?
   a) mental contagion
   b) social identity
   c) collective representation
   d) group mind

11. In Völkerpsychologie the main medium within the community was:
   a) formal education
   b) the family
   c) the authority
   d) the language

12. According to crowd psychology which of the followings is less typical for the crowd than for the individuals?
   a) responsibility
   b) irrationality
   c) emotionality
   d) infantility

13. What is mental contagion?
   a) The process through which psychological disorders develop.
   b) A concept referring to the way of sharing national culture.
   c) The process appearing in a crowd responsible for the spread of affect.
   d) The nineteenth' century naming of the ancient concept of hysteria.

14. Which of the following is not true or F. H. Allport’s work?
   a) behaviorist approach
   b) experimental orientation
   c) individualist viewpoint
   d) the study of group emotions

15. Which psychological school did Kurt Lewin belong to?
   a) Psychoanalitic
   b) Gestalt
   c) Behaviorist
   d) Cognitive

16. What subject came into the spotlight of social psychology in the '30s and '40s?
   a) attitudes
   b) interpersonal relations
   c) person perception
   d) 'group mind'
17. Why did social psychology 'move from Europe to America'?
   a) For better financial and infrastructural opportunities.
   b) Because an important experimental laboratory moved to an American university.
   c) Because the American Psychological Association was founded.
   d) Because of significant migration to survive the Nazi regime.

18. What was the most important theoretical change in social psychology after the Second World War?
   a) from cognitivism to affective psychology
   b) from behaviorism to cognitivism
   c) from individualistic to social emphasis
   d) from crowd psychology to group psychology

19. What was missing from 'American' social psychology in the '70s, '80s?
   a) institutionalism
   b) experimental methodology
   c) concern for social context
   d) foreign (European) reputation

20. 'He emigrated to the USA in 1933. He was especially concerned with solving social problems, anti-Semitism, experimental methodology, democracy against autocracy.' Who is he?
   a) James
   b) Lewin
   c) Wundt
   d) Munsterberg

21. Which psychological school did Mitchell Asch belong to?
   a) Gestalt
   b) Behaviorism
   c) Symbolic interactionism
   d) Phenomenology

22. According to Mead's theory of time, we construct the past from the perspective of
   a) historian scientist
   b) the hypothetical future
   c) our ancestors
   d) the present

23. Which source of science has the following attributes: multi-authored, reflects the views of a community of researchers, used mainly for the training of graduate students.
   a) textbooks
   b) journals
   c) handbooks
   d) manuals

24. What was the topic of the Yale programme?
   a) mass communication and attitude change
   b) experiments of social facilitation
   c) the foundation of a social psychology doctoral programme
   d) the history of social psychology
25. What does the Whig interpretation of history mean?
   a) The interpretation owed to a small group of 19th century British historians.
   b) Praising past events provided they are regarded successful in the present.
   c) The viewpoint of a book on the development of social sciences.
   d) Over-emphasising the role of small events and underrating large-scale effects.

Statement analysis

Social psychology has short past but long history, because we can speak about social psychology as a discipline for only about the last century.
August Comte can be regarded as an ancestor but not a founder of social psychology, because he is revered from the past as relevant thinker for present issues.

Modern social psychology is in a pre-paradigm phase of development, because it does not use methodologies of natural sciences.

Comte – positivism
Mead – symbolic interactionism
Kuhn – scientific revolution
Lewin – experimental social psychology

Pairing

Wundt – Völkerpsychologie
Tarde – crowd psychology
Lewin – field theory
Moscovici – social representation
1. According to Le Bon which factor is essential for the forming of a psychological crowd?
   a) Shared identity
   b) Simultaneous presence
   c) Common fate
   d) None of the above
   e) All of the above

2. When explaining the behavior of the crowd Le Bon used the term:
   a) Contagion
   b) Suggestibility
   c) Both
   d) None

3. According to Le Bon, when a group of individuals is transformed into a crowd, its members develop:
   a) a collective mind
   b) socioeconomic distinctions
   c) hostile tendencies
   d) a renewed sense of purpose

4. Which one is NOT a persuasion technique of leaders in Le Bon’s theory?
   a) Affirmation
   b) Contagion
   c) Repetition
   d) comparison

5. What theory of collective behavior holds that discontent feeling of members when comparing their situation to other groups’ may lead to collective movements?
   a) contagion theory
   b) convergence theory
   c) deprivation theory
   d) emergent-norm theory

6. What theory of crowd behavior holds that people in an initially ambiguous situation attempts to form a shared interpretation of the situation?
   a) contagion theory
   b) deindividuation theory
   c) deprivation theory
   d) emergent-norm theory

7. Which one is not a phase of gatherings?
   a) Assembling
   b) Activities
   c) Dispersal
   d) norming
8. A collective of Pro-life campaigners is called:
   a) mob.
   b) riot.
   c) gathering
   d) social movement.

9. Empirical studies of riots suggest that the severity of a disturbance is influenced mainly by
   a) the number of potential participants
   b) absolute deprivation
   c) relative deprivation
   d) the heterogeneity of participants

10. Key issue of recent collective action research is:
    a) Participation motives
    b) Herding instinct
    c) Collective unconscious
    d) Religious paranoia

11. What was the goal of Skeletenburg, Klendermans, van Dijk’s research on collective action?
    a) To find out what role ideologies play in motivating protest participation
    b) To identify the social differences in the representations of collective action
    c) To describe the social orientations of participants
    d) To find out what role contagion play in collective behavior

12. Turner and Killian distinguished three action orientations relevant to collective action. Which one
does not belong here?
    a) power orientation
    b) value orientation
    c) participation orientation
    d) collective orientation

13. What was the chosen method of Skeletenburg, Klendermans, van Dijk’s research on collective
collection?
    a) Field research
    b) Laboratory experiment
    c) Quasi experiment
    d) Focus group technique

14. This concept belongs to the new wave of crowd psychology.
    a) social identity
    b) social representation
    c) both of them
    d) none of them

15. Which concept can account for the behavior of the crowd according to the classical theories?
    a) diffusion of responsibility
    b) emerging new identity
    c) emerging new norms
    d) social roles
16. Mintz’s (1951) method for studying panic was a(n)...  
   a) experimental simulation  
   b) case study  
   c) field research  
   d) survey  

17. What was the independent variable of Festinger et al.’s experiment on deindividuation?  
   a) deindividuation  
   b) reduction of inner restraints  
   c) attraction of the group  
   d) none of them  

18. Which author did research concerning panic?  
   a) Le Bon  
   b) Festinger  
   c) Mintz  
   d) Tarde  

19. Which statement is true for the psychoanalytical interpretation of panic?  
   a) caused by the unstable reward structure  
   b) always involves a moral element  
   c) both of them are true  
   d) none of them is true  

20. The modern approaches of crowd psychology can be described by their:  
   a) game theory-approach  
   b) qualitative methods  
   c) speculative constructions  
   d) a and b  
   e) b and c  

21. Which one can be considered as a homogeneous crowd according to Le Bon?  
   a) peasants  
   b) street crowd  
   c) parliament  
   d) jury  

Statement analysis  
   a, First statement and following explanation are both true and they are logically related.  
   b, First statement and following explanation are both true but they are not related.  
   c, First statement is true but following explanation is false.  
   d, First statement is false but following explanation is true in itself.  
   e, First statement and following explanation are both false.  

1. Festinger concluded that deindividuation in a group leads to a decrease in attraction towards the group, because the member feel ashamed of their negative feelings toward their parents.
2. Pair concepts to authors:
   - Mental unity of crowd: Le Bon
   - Emergent norm theory: Turner & Killian
   - J-curve theory: Davies
   - Collective action: Klandermans

3. The results of Skeletenburg, Klandermans, van Dijk’s research gave evidence for the rational choice perspective of collective action, because they have found that participants main motive was one’s own material interests.

4. Le Bon’s theory builds on collective identity, because he thinks that crowd action can create new social identities.

5. According to Le Bon the crowd is always emotionally inferior to the individual, because conscious personality of members disappear.
EVERYDAY COGNITION, SOCIAL EXPLANATIONS

1. Attributions can be defined as ...
   a. Deductive inferences
   b. Inductive inferences
   c. Operational interpretations
   d. Conceptual interpretations

2. Attribution theory is primarily concerned with the ways in which people
   a. perceive nonverbal behavior.
   b. make inferences about the causes of behavior.
   c. influence the behavior of others.
   d. protect their level of self-esteem.

3. Which principle shows the similarity of object and person perception?
   a. Active perception
   b. Mutual perception
   c. Implication of self
   d. Self-presentation

4. His theory considers people as naïve psychologists.
   a. Heider
   b. Kelly
   c. Bem
   d. Ross

5. Heider grouped all attribution explanations into two categories:
   a. Conscious and unconscious
   b. Inherited and learned
   c. Dispositional and situational
   d. Simple and complex

6. According to Heider when attributing dispositional explanations we focus on
   a. Situation
   b. Capacity
   c. Motivation
   d. Situation and motivation
   e. Capacity and motivation

7. Link the theory to the author(s): correspondent inference theory
   a. Jones and Davis
   b. Heider
   c. Kelley
   d. Kruglanski

8. Link the theory to the author(s): covariation theory
   a. Jones and Davis
   b. Heider
   c. Kelley
   d. Kruglanski
9. In Jones and Harris’s (1967) classic study the researchers have found the following effects:
   a. main effect of the type of personality
   b. interaction between the two independent variables (type of the essay and writer’s situation)
   c. main effect the independent variable (scale)
   d. none of them

10. Which concept can be linked to Jones?
    a. Noncommon consequences
    b. Fundamental attribution error
    c. Illusory correlation
    d. Availability heuristics

11. According to Kelley’s theory, people use three kinds of covariation information to attribute behavior. These are:
    a. Internal and external information and consequences
    b. Actions, emotions, attitudes
    c. Situational, motivational, dispositional information
    d. Consensus, distinctiveness, consistency

12. What attribution would we infer in that case? “Jane arrives in class late and everyone else is waiting for her, but she does it in all her classes and does it consistently”
    a. Dispositional
    b. Situational
    c. Ambiguous
    d. None of the above

13. Which of these are NOT normative models?
    a. Covariation theory
    b. Correspondent inference theory
    c. Kelley’s theory
    d. Self-perception theory

14. What do we call this phenomenon? If one has situational justifications for one's behavior, such as external rewards, then one does not need to make a dispositional attribution for it.
    a. overjustification effect
    b. discounting principle
    c. augmenting principle
    d. a lack of unique effects

15. Lepper et al. (1973) demonstrated in their classic study, that if a child receives a reward for drawing, he might infer that he is doing it only because of the award and later will do it less frequently without rewarding. What is this phenomenon?
    a. Overjustification effect
    b. Discounting principle
    c. Augmenting principle
    d. epiphenomena
16. Which one is a self-attributional theory?
   a. covariation theory
   b. correspondent inference theory
   c. cognition-arousal theory
   d. social role theory

17. Which one is an independent variable from Schachter & Singer’s (1962) classic experiment?
   a. Physiological arousal
   b. Kind of reward
   c. Self-reported emotion
   d. Type of essay written

18. The tendency to focus on people’s personality traits and ignore .... when explaining behavior is called fundamental attribution error.
   a. Internal factors
   b. Their attitudes
   c. Situational variables
   d. Unconscious motives

19. The actor-observer effect is the tendency to make personal attributions for the behavior of... and situational attributions for....
   a. Friends, strangers
   b. Strangers, friends
   c. Others, ourselves
   d. Ourselves, others

20. Which kind of covariation information is most likely to be underused in everyday attribution?
   a. Distinctiveness
   b. Consistency
   c. Consensus
   d. Correspondence

21. Which one is an attribution bias?
   a. Actor-observer effect
   b. Circumscribed accuracy
   c. Exemplification
   d. Effort justification

22. According to the self-serving attribution bias, when you have just succeeded in a game what kind of attribution you are most likely to make?
   a. internal
   b. external
   c. normative
   d. not make any attribution
23. When failing a test you believe that the test was too complicated; but when someone else fails the same test you think it was because he did not study enough. This is an example of...
   a. just world hypothesis
   b. blaming the victim
   c. actor-observer discrepancy
   d. fundamental attribution error

24. Research on perception of social causality began with this experiment:
   a. Heider and Simmel (1944)
   b. Heider and Ross (1952)
   c. Köhler (1934)
   d. Triplett (1896)

25. Ross (1977) explained the fundamental attribution error in terms of ...
   a. salience of actor
   b. cultural differences
   c. personal differences
   d. just world hypothesis

26. Morris and Peng (1994) in their article explained the fundamental attribution error in terms of ...
   a. Cognitive salience of actor
   b. implicit theory about social behavior
   c. Personal differences
   d. Just world hypothesis

**Judgments of deductive arguments**

a. First statement and following explanation are both true and they are logically related.

b. First statement and following explanation are both true but they are not related.

c. First statement is true but following explanation is false.

d. First statement is false but following explanation is true in itself.

e. First statement and following explanation are both false.

**A** Cognition arousal theory states that people might misattribute their emotional reaction because people do not always know their own feelings.

**D** During the process of attribution we draw deductive inferences, because we transform concrete observations into abstract understanding.

**A** Both Bem’s and Schachter’s theory can be considered as self-attribution theories, because both focus on how people attribute internal states to themselves.

**D** There is a general tendency to overestimate the importance of situational factors when making attributions because people strive to control and understand things.

**B** According to Bem’s self-perception theory people do not always aware of their own emotions or attitudes, because they view themselves as multifaceted and less predictable than other people.
Essays

1. Which are the normative models of attribution? Describe them briefly!
   ideal world, humans as rational beings, Heider’s, Jones-Davis’s, Kelley’s theories

2. Compare Kelley’s and Jones & Davis’s theory on attributions!
   both are normative theories, similarities: others are important (consensus, social desirability),
   uniqueness (distinctivity, noncommon effects)
   J&D: focus on actions and their consequences, single behavior
   K: focus on actions and their causes, pattern of multiple behavior

3. Describe Kelley’s theory on attribution!
   normative model, covariation theory, focus on actions and their causes, three types of
   information: distinctiveness, consistency, consensus

4. Describe Jones and Davis’s theory on attribution!
   normative model, corresponding inferences, focus on actions and their consequences,
   noncommon effects, low social desirability, Fidel Castro experiment

5. What are attribution errors? Why do they occur? Please name five attribution errors and
   describe them briefly!
   people are not rational, errors and biases, cognitive and motivational sources, Ross: fundamental
   attribution error, Jones: correspondence bias, Jones-Nisbett: actor-observer effect, self-serving
   attribution, defensive attributions, Lerner: belief in a just world, Pettigrew: ultimate attribution
   error, Tversky-Kahneman: heuristics

6. Compare normative and descriptive models of attribution! Give two examples of both!
   normative: ideal world, humans as rational beings, Heider’s, Jones-Davis’s, Kelley’s theories
   descriptive: people are not rational, errors and biases, Ross: fundamental attribution error, Jones:
   correspondence bias, Jones-Nisbett: actor-observer effect, self-serving attribution, defensive
   attributions, Lerner: belief in a just world, Pettigrew: ultimate attribution error, Tversky-
   Kahneman: heuristics

7. Compare object and person perception! What are the main differences? Are there any
   similarities?
   differences: people are causal agents (intentionality), they are active in their perceptions (social
   perception is mutual), people's observations of other people implicate the self (e.g.: self-
   presentation), people are generally more changeable than objects, it is harder to verify the
   accuracy of observations about people than observations about objects.
   similarities: active construction of experiences (imputing structure, stability, and meaning to the
   raw data of the world), selective attention, remembering, interpretation, subjective lens...etc.
SOCIAL PERCEPTION

1. People like each individual politician more than they like politicians in general. Which phenomenon is reflected in this sentence?
   a) Positivity bias
   b) Polyanna principle
   c) Person positivity bias
   d) Self fulfilling prophecy

2. Which one is true? According to research the accuracy of impressions is
   a) Higher on social dimensions
   b) Higher on competence-oriented dimensions
   c) Increases with time
   d) Independent from the context

3. People overestimate how often two events occur together. How do we call this phenomenon?
   a) illusory correlation
   b) delusion effect
   c) conjunction error
   d) representativeness heuristic

4. The tendency to judge the probability of an event in terms of how easy it is to think of examples of that event is known as ...
   a) availability heuristic
   b) representativeness heuristic
   c) false-consensus effect
   d) actor-observer bias

5. After the movie Jaws came out, people were afraid to go into the ocean. This was due to
   a) the representative heuristic.
   b) belief perseverance.
   c) the availability heuristic.
   d) the confirmation bias.

6. "It always rains after I wash the car." This statement is an example of
   a) inferential statistics.
   b) the confirmation bias.
   c) an illusory correlation.
   d) a positive correlation.

7. Thinking strategies that serve as mental shortcuts for estimating probabilities
   a) quick stops
   b) automaticities
   c) heuristics
   d) cognitive errors
8. After reading an article about lottery winners, you start to overestimate your own likelihood of winning the jackpot. Which bias is reflected in this kind of thinking?
   a) the availability heuristic  
   b) the representativeness heuristic  
   c) the false-consensus effect  
   d) the actor-observer bias

9. Video confessions that focus exclusively on the suspect, can bias judges to consider the suspect’s statements as voluntary. Which bias is reflected in this kind of reasoning?
   a) actor-observer effect  
   b) the representativeness heuristic  
   c) the false-consensus effect  
   d) illusory correlation

10. “Bad things happen to bad people.” Which bias is reflected in this kind of thinking?
    a) belief in a just world  
    b) the representativeness heuristic  
    c) fundamental attribution error  
    d) illusory correlation

11. The tendency to exaggerate how common my opinion is in the general population is known as
    a) the availability heuristic  
    b) the representativeness heuristic  
    c) the false-consensus effect  
    d) the actor-observer bias

12. Which bias is reflected in this argument? “Everyone else would agree with me!”.  
    a) the availability heuristic  
    b) the representativeness heuristic  
    c) the false-consensus effect  
    d) the actor-observer bias

13. John expects intelligent people to be open-minded as well. This is an example of...
    a) A causal attribution  
    b) An implicit personality theory  
    c) A negativity bias  
    d) A central trait

14. According to the continuum model people rather use schemas when
    a) they want to form a detailed, individual impression  
    b) they have time and are motivated mainly by accuracy  
    c) there is a good fit between the available information and their motivation  
    d) there is a bad fit between the available information and their motivation
15. In the research of Murphy, Monahan, & Zajonc (1995) the participants were primed with flashed faces. The results said that positive primes created more liking, while negative ones created more disliking for the Chinese ideographs. This phenomenon is called
   a) preconscious automaticity
   b) conscious automaticity
   c) postconscious automaticity
   d) goal-dependent automaticity

16. Which are the goals that prompt automaticity?
   a) avoiding decision
   b) low level of personal need for structure
   c) desire for accuracy
   d) time pressure

17. Which of the following theory can be linked to schema concept?
   a) Implicit Personality theory
   b) Heider attribution theory
   c) None
   d) both

18. Asch believed that our overall impressions of a person were greatly affected by:
   a) central traits.
   b) the negativity effect.
   c) The positivity effect.
   d) the self-serving bias.

19. The Gestalt configural model states that impressions...
   a) can change the meaning of traits
   b) organized around central schemes
   c) are created by summing elementary information
   d) are deeply rooted in the personality of the perceiver

20. What does the term 'implicit personality theory' refer to?
   a) To people's schemas for personality
   b) to personal constructs that were found to be universal across cultures.
   c) to the process by which people shape their personality through implicit cues.
   d) to a theory of personality that stresses unconscious self concepts in people.

21. The continuum model distinguishes between
   a) Category-based and individuated responses
   b) Configural and algebraic models
   c) Heuristical and holistic approaches
   d) Central and peripheral routes

22. According to Fiske & Neuberg's continuum model people's use of general schemas versus individual information depends on
   a) adequate fit to the available information
   b) motivation
   c) both
   d) none
23. According to Fiske, the basic dimensions in forming impressions of others are:
   a) warmth and competence
   b) morality and competitiveness
   c) similarity and difference
   d) individual based and category based impressions

24. Which factors can strengthen the primacy of warmth dimension during impression formation?
   a) individualist orientation
   b) social dominance orientation
   c) belief in a just world
   d) when the situation is framed from the observer’s perspective

25. Which statement is NOT true for the Stereotype Content Model?
   a) Status predicts perceived competence
   b) Social structure predicts the content of the stereotypes
   c) The two dimensions of the model have evolutionary value
   d) Autostereotypes serve the maintaining of the status quo

26. According to Fiske and Glick, the source of intergroup stereotypes is
   a) Social identity
   b) Self-categorization
   c) Real conflict
   d) Social structure

27. Which of these statements is correct with respect to Asch's configural model?
   a) Peripheral traits influence the meaning of other traits.
   b) A critique of Asch's experiment is that it only focuses on behavior.
   c) In the supporting experiments participants judged the length of different lines.
   d) The model supports the Gestalt tradition in psychology

28. In Asch’s experiment which characteristic was proved to be central?
   a) Warm
   b) Intelligent
   c) Skillful
   d) Cautious

29. Which factor plays an important role in Asch’s configural theory?
   a) Direction
   b) Motives
   c) Representativeness
   d) Implicit theories

30. What method was used in Asch’s experiment on impression formation?
   a) Checklists
   b) Attitude scales
   c) Field study
   d) Content analysis
1. **Statement analysis**
2. a, First statement and following explanation are both true and they are logically related.
3. b, First statement and following explanation are both true but they are not related.
4. c, First statement is true but following explanation is false.
5. d, First statement is false but following explanation is true in itself.
6. e, First statement and following explanation are both false.

7. Asch model about impression formation was preoccupied with emotional factors because he was mainly interested in distortions of judgment.

1. The algebraic model of impression formation is similar to the configural model because Anderson argues that impression impressions are weighted averages.

2. Anderson's algebraic model can be described as elemental, because it predicts that the traits are completely independent of each other.

3. Please link the researchers to their model!

   | Anderson | algebraic model |
   | Asch     | configural model |
   | Bruner & Tagiuri | implicit personality theory |
   | Fiske & Neuberg | continuum model |

4. Please match the inference making stage with the related bias!

   | Data collection | Focus on confirming cases |
   | Sampling       | Ignore populationbase rates |
   | Coding         | Base on expectations or outliers |
   | Combining      | Dilute with nondiagnostic information |

5. According to Fiske when forming impressions of others competence judgments are primary, because from an evolutionary perspective, another person’s intent for good or ill is more important to survival than whether the other person can act on those intentions.
1. Which statement is true for subtle forms of stereotypes?
   a. They are correlated with overt forms of aggression
   b. Exaggerate cultural differences
   c. They are always intentional
   d. They are emotion-driven.

2. Which sentence describes essentialism?
   a. Once people categorize people into groups, they perceive these groups as being coherent, unified, and meaningful objects.
   b. It refers to people’s tendency to group people by some unambiguous biological properties.
   c. People tend to view good actions as intrinsic to the ingroup’s essence (or disposition).
   d. It is an emotion-based response when perceiving culturally different people.

3. What is the right term for any behavior directed against people because of their membership in a particular group?
   a. social categorization.
   b. stereotyping.
   c. prejudice.
   d. discrimination.

4. The process by which the perceiver’s biases influence the behavior of the target affect target behavior, in turn supporting the perceiver’s original biases, is termed
   a. self-fulfilling prophecy
   b. Polyanna-effect
   c. Person positivity bias
   d. Circle of prejudice

5. The linguistic intergroup bias reflects people’s tendency to describe expectancy-consistent events more.
   a. Abstractly
   b. Positively
   c. Concretely
   d. Negatively

6. The linguistic intergroup bias reflects people’s tendency to describe expectancy-inconsistent events more ....
   a. concretely
   b. negatively
   c. abstractly
   d. positively

7. The nurses (mostly women) are perceived to be more kind and friendly than the doctors, who are mostly men. Social roles theory suggests that people are most likely see these differences because of the:
   a. the hiring practices of the hospital.
   b. differences in occupations.
   c. gender differences.
   d. differences in social class.
8. The results of Sherifs’ experiment showed that ____ would reduce prejudice behavior.
   a. Shared common interest
   b. Shared self-categorization
   c. recategorization
   d. shared social identity

9. According to the concept of modern racism the root of prejudice is:
   a. perceived threat to self-interest
   b. threats to ingroup advantage
   c. hierarchical differences between the groups
   d. perceived symbolic threat to one's group

10. The Robber’s cave studies found that group competition:
    a. increased intergroup bias
    b. strengthened social identity
    c. has no effect on intergroup bias
    d. led to increased identification

11. Social identity theory can explain the following phenomenon(s):
    a. ingroup favoritism
    b. perceived group homogeneity
    c. ingroup favoritism and perceived group homogeneity
    d. neither ingroup favoritism nor perceived group homogeneity

12. Tajfel et al.’s minimal group paradigm experiment was an attempt to:
    a. Test whether preference for abstract art predicted prejudice
    b. Find the minimal conditions needed to observe ingroup favoritism
    c. Find the conditions under which no bias would be observed
    d. Find the conditions under which minimal bias would be observed

13. Self-categorization depends on two kinds of fit:
    a. Comparative and normative
    b. Minimal and maximal
    c. Cooperative and competitive
    d. Social and contrastive

14. Which of the following is NOT true for Self Categorization Theory?
    a. States that self depends on the social context
    b. It is theory of psychological group membership
    c. It aims to explain subtle stereotypes
    d. It builds on social identity theory

15. Which social psychological concept is captured in this phrase: "They are all alike’’?
    a. Meta contrast
    b. Outgroup homogeneity effect
    c. Ambivalent racism
    d. Polyanna effect
16. According to empirical evidence, outgroup homogeneity is stronger for ...
   a. groups that are unfamiliar
   b. laboratory as opposed to real groups
   c. artificial groups
   d. loose associations

17. Ingroup favoritism is encouraged by ...
   a. strong ingroup identification
   b. majority status
   c. low status
   d. internal attributions

18. Terror management theory focuses on ...
   a. perceived threat to the group
   b. perceived threat to the self
   c. threat to conventional values
   d. psychoanalytical roots of prejudiced personality

19. Political conservatism correlates with ...
   a. awareness of death,
   b. openness to experience,
   c. tolerance of uncertainty,
   d. integrative complexity

20. Stereotype threat causes ...
   a. underperformance on tasks
   b. overperformance on tasks
   c. identifying with the domain
   d. increased terror management

21. According to Allport, the conditions of constructive intergroup contact are the following:
   a. Equal status and common goals
   b. Common goals and common fate
   c. Competition and cooperation
   d. Equal status and equal rights

22. The "jigsaw classroom" technique:
   a. places students in competition with each other for grades
   b. makes students dependent on each other to learn their lessons.
   c. separates students into groups based on skill levels
   d. emphasizes individual research, homework, and individual effort

23. "We're different groups, but all in the same team." This sentence reflects:
   a. Cross-categorization
   b. Recategorization
   c. Decategorization
   d. Mutual differentiation
24. After loosing a competition a white athlete said: “Black athletes are naturally athletic. It is in their blood.” Which phenomenon does the quote reflect?
   a. autostereotype
   b. outgroup favoritism
   c. stereotype threat
   d. modern racism

25. How would you describe someone who agrees with this statement: “If blacks would only try harder they could be just as well off as whites.”
   a. discriminative
   b. old-fashioned racist
   c. symbolic racist
   d. essentialist

26. How would you describe someone who agrees with this statement: “Black women generally are not as smart as whites.”
   a. discriminative
   b. old-fashioned racist
   c. symbolic racist
   d. sexist

27. Glick and Fiske (2001) distinguish between two types of sexism:
   a. Ambivalent and direct
   b. Benevolent and hostile
   c. Equality oriented and hierarchy oriented
   d. Implicit and explicit

28. Which one is NOT a factor of benevolent sexism?
   a. Hostile sexism
   b. Protective paternalism
   c. Complementary gender differentiation
   d. Heterosexual intimacy

29. Which theory can explain women’s acceptance of sexist ideologies?
   a. Jost and Banaji’s system justification theory
   b. Tajfel’s social identity theory
   c. Turner’s self categorization theory
   d. Tajfel’s minimal group paradigm
Statement analysis

a, First statement and following explanation are both true and they are logically related.
b, First statement and following explanation are both true but they are not related.
c, First statement is true but following explanation is false.
d, First statement is false but following explanation is true in itself.
e, First statement and following explanation are both false.

1. Social identity theory states that social identity requires at least one other group for contrast, because social identity bases self-esteem on a positive evaluation of one's group in comparison to other groups.

2. Glick and Fiske (2001) argue that hostile sexism is a subtle form of prejudice because it helps to justify and maintain inequalities between groups.

3. Katz and Braly argue that stereotypes have evolutionary roots, because they have found that prejudice is a universal human phenomenon.

4. Prejudices are impossible to be controlled because it would require both capacity and motivation.

5. Realistic group conflict theory states that threats to ingroup advantage result in negative intergroup reactions, because ingroup identification is one of the most important factor in intergroup hostility.
1) The hydraulic principle of affect is connected to...
   a) psychoanalysis.
   b) behaviorism.
   c) social cognition.
   d) psychophysiology.

2) Kant distinguished three components of mental life. Which of the following was not among them?
   a) cognition
   b) conation
   c) affect
   d) attitude

3) Who conducted the earliest experiment on affect influencing social cognition?
   a) Razran
   b) Izard
   c) Triplett
   d) Zajonc

4) Simple association processes based on temporal and spatial contiguity explain how mood influences judgment. Which theoretical approaches differ in accepting this argument?
   a) behaviorists and cognitivists
   b) psychoanalysts and Gestalt theorists
   c) evolitional and cross-cultural psychologists
   d) symbolic interactionists and Gestalt theorists

5) Which perspective was used in accounting for Griffit’s (1970) results that felt excessive heat and humidity lead to more negative judgments of a target person?
   a) behaviorism
   b) cross-cultural comparison
   c) Gestalt
   d) cognitivism

6) What did Zajonc (1980) propose about emotions?
   a) Emotions are independent from cognition.
   b) Emotions are faster than cognition.
   c) Emotions are both independent from and faster than cognition.
   d) Emotions are neither independent from nor faster than cognition.

   a) associative network
   b) appraisal
   c) mood infusion
   d) PANAS

8) Forgas does not propose in his Affect Infusion Model that:
   a) Affect tends to prime related cognitive categories.
   b) Affect may serve as a heuristic cue for cognition.
   c) We attend to and spend more effort processing mood congruent information.
   d) Our thoughts influence our reactions to emotion-producing events.

9) Bower and Forgas (2000) argued that people in a sad mood often engage in motivated processing to...
   a) improve their mood.
   b) have a better understanding of others.
   c) solve the task more efficiently.
   d) distract thoughts about their misery.
10) Salovey argues for having long term individual patterns in the way people shape their affective reactions. This individual difference measure is called:
   a) emotional intelligence
   b) anxiety
   c) self-reflection
   d) self-perception

11) What sorts of specific motivations may result from affect?
   a) mood maintenance
   b) mood repair
   c) both mood maintenance and mood repair
   d) neither mood maintenance nor mood repair

12) What is the relationship between cognition and emotion according the appraisal theory?
   a) Cognition is a precondition for emotions.
   b) Cognition is a consequence of emotional response.
   c) Cognitive assessment and emotional reaction are parallel processes.
   d) Cognitive assessment is independent from felt emotions.

13) What mood(s) trigger(s) more analytic information processing?
   a) negative mood
   b) positive mood
   c) both negative and positive mood
   d) neither negative nor positive mood.

14) What strategies are elicited by positive and negative affect?
   a) Positive affect elicits schema based, top-down processes, while negative affect elicits bottom-up and externally focused processing.
   b) Negative affect elicits schema based top-down processes, while positive affect elicits bottom-up and externally focused processing.
   c) Both positive and negative affect elicit schema based top-down processes.
   d) Both positive and negative affect elicit bottom-up and externally focused processing.

15) Who will show increased task performance after being subliminally exposed to achievement primes?
   a) Everybody will show higher performance after achievement primes.
   b) Highly self-conscious persons will show higher performance after primed.
   c) People with high self-esteem will show higher performance after being primed.
   d) Achievement primes do not have an effect on subsequent behavior.

16) What are the two processes that are combined in dual process models?
   a) positive and negative evaluation
   b) conformity and deviance
   c) implicit and explicit cognition
   d) using heuristics and rational choice

17) Bargh considers behavior contagion as a ....
   a) preconscious automatic process.
   b) postconscious automatic process.
   c) a behavioral heuristic.
   d) a deliberate judgment.
18) Which is a good example to metaphorical processes or embodiments that Bargh discusses as important automatic processes?
   a) Experiencing social exclusion decreases the bodily temperature of the person.
   b) The choice between 2nd World War and the Vietnam war as historic metaphors will have an implicit influence the support of the Iraqi war in the American public.
   c) Jung’s archetypes (e.g. animus-anima) influence implicit personal self-esteem.
   d) When people use their self-schema (e.g. I am a soccer fan.) they will process related information about others faster.

19) Which of the following is not true to nonconscious goal pursuit studied in automaticity research?
   a) Goals can be activated by environmental cues directly without conscious attention.
   b) Automatically activated goals guide behaviour without conscious guidance until the desired end is reached.
   c) Nonconscious goal pursuit involves different executive functions (e.g. attentional capacity) than conscious goal pursuit.
   d) Nonconscious goals result in the same cognitive outcomes than conscious goals.

20) Zajonc’s ...... experiment supports the independence of affect from cognition.
   a) mere exposure
   b) social facilitation
   c) mood manipulation
   d) self-control

21) Which everyday phenomenon can be explained by the mere exposure effect?
   a) People like a mirrored picture of themselves more than a regular photo.
   b) Rats like Mozart’s music more than Schönberg’s compositions.
   c) People would like other people more if they knew that they met before
   d) A perfume scented when meeting a person functions as a memory clue to recall that person later.

22) In what aspects saw Zajonc emotion and cognition as different? Which comparison is true?
   a) Cognitions are connected to behavior more than emotions do.
   b) Emotions are more complex than cognitions.
   c) We may express emotions verbally more than cognitions.
   d) Emotional response do not change if the hippocampi is removed but cognitive tasks are difficult to solve for the animal.

23) What prototype has Zajonc suggested to affective response?
   a) preference
   b) judgment
   c) recognition
   d) prediction

24) How did Murphy and Zajonc (1987) introduce affective priming in their experiment?
   a) They showed smiling or frowning faces before the Chinese ideographs were evaluated.
   b) They showed a sad or happy scene from a film before the Chinese ideographs were evaluated.
   c) They repeated some of the Chinese ideographs and checked whether they were liked more.
   d) They presented the word “Me” subliminally.

25) What participants were involved in the study of Cross, Halcomb, and Matter (1967), which showed that listening to Mozart/Schönberg shaped the later preferences to these authors.
   a) rats
   b) monkeys
   c) children
   d) adults
Statement analysis
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c, First statement is true but following explanation is false.
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e, First statement and following explanation are both false.

26) Zajonc’s mere exposure effect shows that preferences are shaped without cognitive processing because people use postcognitive automatic processes to decide whether a presented stimulus is familiar to them or not.

27) Forgas argues in his AIM model that cognition influences emotion in subtle ways because positive mood makes a person confident in judgments or behavior.

28) Bargh argues that automatic goal pursuit is primed by relevant situational features outside awareness, because automatic processes always precede deliberate processing.

29) Pair the concepts with names; write the corresponding number before each name!

_ __ – mood
_ __ – feeling, emotion
_ __ – affect
_ __ – arousal

1) low intensity, diffuse, enduring state
2) intense, short, highly conscious, has specific cognitive, behavioural consequences
3) non-conscious experience, a potential for behavioural response
4) general physiological response to the presentation of stimuli

30) Pair the concepts with names; write the corresponding number before each name!

_ __ – Feschbach and Singer
_ __ – Zajonc
_ __ – Forgas
_ __ – Schwarz and Clore

1) Hydraulic model of affect
2) Emotions are independent from cognition
3) Mood influences social information processing
4) Affect as information model
THE SELF

1. What is the Wobegon effect?
   a) We usually see ourselves as better than the average.
   b) Our self-concept is more accurate than peer appraisals.
   c) We judge others by their behaviour.
   d) The motivation for accuracy exceeds the motivation for self-esteem.

2. Which is the preferred direction of social comparison to maintain self-esteem?
   a) slightly upwards
   b) the same level
   c) slightly downwards
   d) strongly downwards

3. The statement 'I am Catholic.' refers to which level of the self?
   a) interpersonal
   b) societal
   c) spiritual
   d) inner self

4. Who made the first distinction between concepts „I” (agent self) and „me” (object self)?
   a) William James
   b) Roy Baumeister
   c) Susan Fiske
   d) Morris Rosenberg

5. Which are the two distinguished levels of self-esteem?
   a) individual and collective
   b) cognitive and emotional
   c) conscious and unconscious
   d) trait and state

6. Which one is self-reference effect?
   a) We can recall self-relevant information better.
   b) We are motivated to self-enhancement.
   c) We compare others to ourselves in personality traits.
   d) We tend to regard our own self more complex than others'.

7. Which is not an instrument to maintain the coherency of the self?
   a) cognitive dissonance
   b) possible selves
   c) self-verification
   d) situational attributions

8. How do we construct our self according to symbolic interaction theory?
   a) From what we think about other's reactions.
   b) From our reflections on own behaviour.
   c) From comparing ourselves to peers.
   d) From introspection.
9. Sarah tripped over a piece of stone while entering the ballroom. She thought everyone was laughing at her. What is this phenomenon?
   a) looking-glass self
   b) transparency effect
   c) spotlight effect
   d) cocktail party effect

10. What is self-verification?
    a) Modifying your self-concept according to what other people think about you.
    b) Getting other people to see you as you see yourself.
    c) Modifying your self-concept according to what you think about other people's reactions.
    d) Perceiving other people's appraisals similar to your own self-concept.

11. Which level of the self would be most important for an interdependent self?
    a) material
    b) societal
    c) spiritual
    d) inner self

12. Studies on the connection of aggression and self-esteem suggests that the most aggressive people's self-esteem is
    a) high and fragile
    b) low and fragile
    c) low and stable
    d) high and stable

13. In the theory of self-discrepancy which of the followings is not a self-guide?
    a) actual self
    b) ideal self
    c) ought self
    d) reflected self

14. Which is true for people with promotion focus?
    a) they are dedicated to one single hypothesis
    b) they prefer stability to change
    c) they can easily be distracted by temptations
    d) they feel more pain over losses and less pleasure over gains

15. John would like other people to feel respect for him. He is risking to seem conceited and vain. Which self-presentation strategy does he follow?
    a) self-promotion
    b) ingratiation
    c) intimidation
    d) exemplification
16. Anne is expressing her opinion that is similar to the other. Her aim is to get their affection. Which self-representation strategy does she follow?
   a) supplication
   b) ingratiation
   c) intimidation
   d) exemplification

17. Which is true for high self-monitors?
   a) self-consistency
   b) their attitudes guide their behaviour
   c) flexibility
   d) they are principled

18. Self-narratives primarily serve to
   a) compare the actual and ought self
   b) establish self-esteem
   c) support self-regulation processes
   d) establish coherency among life events

19. Which of the followings is not a narrative from?
   a) stability narrative
   b) progressive narrative
   c) regressive narrative
   d) alternate narrative

20. In what aspects do narrative forms differ from each other?
   a) evaluative direction
   b) temporal direction
   c) complexity
   d) onthogenetic origins

21. What does it mean 'narratives are nested'?
   a) Relationships are objectified as an entity with own narrative.
   b) Micronarratives are embedded in macronarratives.
   c) Personal narratives are embedded in historical events.
   d) Historical events are incorporated to self-narratives.

22. People believe that other people's behaviour is revealing on their selves, because they think that their own thoughts and emotions are hidden from the others.
   a) Both true, connected
   b) both true, no connection
   c) first part true, second part false
   d) first part false, second part true
   e) both false
23. Self concept correlates highly with actual peer appraisals, because our self appraisal depends on what we think other people think about us.
   a) Both true, connected
   b) both true, no connection
   c) first part true, second part false
   d) first part false, second part true
   e) both false

24. Pairing
   a) Baumeister – self-esteem
   b) Higgins – self discrepancy theory
   c) Bem – self perception theory

25. Pairing
   a) Festinger – social comparison
   b) Goffmann – self-presentation
   c) Baumeister – ego depletion model
   d) Gergen – narrative self
ATTITUDE: MEASUREMENT, FUNCTIONS

1. What is the *sine qua non* of an attitude?
   A) The positive or negative evaluation of an attitude object.
   B) The salience of an attitude object.
   C) A function the attitude serves.
   D) A behavioural consequence.

2. Attitudes can be
   A) unipolar
   B) bipolar
   C) either unipolar or bipolar
   D) neither unipolar nor bipolar

3. When a research participant has to rate statements about an attitude object, and the researcher then sums or averages his/her responses, it is called a
   A) Likert scale
   B) semantic differential scale
   C) Thurstone scale
   D) bogus pipeline method of measurement

4. When a research participant has to rate or place an attitude object between a positive and an opposite negative adjective, it is called a
   A) semantic differential scale
   B) Likert scale
   C) Thurstone scale
   D) bogus pipeline method of measurement

5. John likes the government of his country because he had an income gain from the government’s newly introduced welfare policy. His attitude then serves a(n) … function.
   A) utilitarian
   B) value expression
   C) knowledge
   D) social adjustment

6. The theory of Robert Zajonc says this kind of processes predominate in attitude formation:
   A) affective
   B) knowledge (cognition)
   C) behavioral
   D) affective and cognitive processes are equally important

7. A political candidate has her name placed on billboards and bumper stickers. She hopes to change people’s attitudes by utilising …
   A) the mere exposure effect.
   B) instrumental conditioning.
   C) classical conditioning.
   D) systematic persuasion.
8. In the free-choice paradigm (Brehm, 1956) people ... under the ... choice condition.
A) spread the alternatives; hard
B) spread the alternatives; easy
C) bring the alternatives closer to each other; hard
D) bring the alternatives closer to each other; easy

9. In the effort-justification paradigm (e.g. Aronson & Mills, 1959) people...
A) reduce their cognitive dissonance
B) change their behaviour
C) reduce their cognitive dissonance and change their behaviour
D) increase their cognitive dissonance and change their attitudes

10. If researchers test the effects of low-to-moderate fear on persuasion in one study, and then they repeat it with testing moderate-to-high fear, they will most likely get these results:
A) A positive relationship in the first study, and a negative one in the second.
B) A negative relationship in the first study, and a positive one in the second.
C) A positive relationship in both studies.
D) A negative relationship in both studies.

11. According to the heuristic-systematic model of persuasion, this is NOT a heuristic shortcut for superficial persuasion:
A) strong arguments are better
B) length implies strength
C) experts can be trusted
D) consensus is correct

12. In cognitive social psychology, ‘on-line processes’ mean...
A) people’s thoughts as they receive the message
B) people’s thoughts when they retrieve information from memory
C) people’s attitudes towards the internet
D) the social psychological processes at work when people communicate via internet

13. This author or these authors asserted that attitudes are unrelated or only slightly related to behaviour:
A) Wicker (1969)
B) Fiske (2005)
C) Ajzen&Fishbein (1973)
D) Kraus (1995)

14. Among the ones listed, which kind of attitudes are likely to have the lowest correlation with behaviour?
A) Those that are at odds with subjective norms.
B) Those of low self-monitors.
C) Extreme or strong ones.
D) Those that are associated with direct experience.
15. People high on need for cognition show ... attitude-behavior correlations than people low on need for cognition.
A) higher  
B) lower  
C) the same moderate  
D) the same low  

1. Among the ones listed, this kind of attitude is the most difficult to measure with the IAT:
A) a unipolar one  
B) a race attitude  
C) a gender-science stereotype  
D) a preference for either of two political candidates

2. Why didn’t Nosek et al (2002) report levels of significance?
A) Because the sample was so large that it would have had little meaning.  
B) Because the sample was too small to perform a statistical analysis.  
C) Because they wanted to avoid Type I errors.  
D) Because the participants were self-selected.

3. Nosek et al (2002) have shown that, compared to their explicit attitudes, White participants have a ..., and Black participants have a ... implicit preference for Whites over Blacks.
A) stronger; stronger  
B) stronger; weaker  
C) weaker; stronger  
D) weaker; weaker

4. Members of this group show a less positive attitude towards their in-group on implicit, rather than explicit measures:
A) elderly people  
B) White Americans  
C) both elderly people and White Americans  
D) neither elderly people nor White Americans

5. Nosek et al (2002) have shown that explicit and implicit attitudes...
A) are more associated than previously assumed.  
B) have nothing to do with each other.  
C) correlate negatively.  
D) are less associated than previously assumed.
Multiple choice – lectures:

1. Which is NOT a component of attitudes according to the three-component model?
   A) function
   B) cognition
   C) emotion
   D) behaviour

2. Among these, which one is an indirect measure of attitudes?
   A) The ‘lost letter’ technique.
   B) A Bogardus-scale.
   C) An in-depth interview.
   D) A single bipolar item.

3. Paul supports the government’s plans to build a new nuclear power plant, because as an electrical engineer, he knows he can get a good job there. This attitude serves a(n) … function.
   A) instrumental
   B) knowledge
   C) value expression
   D) ego-defensive

4. An ‘attitude object’ might be...
   A) all of the three other options listed in this question.
   B) a social group.
   C) an object.
   D) a public institution.

5. An attitude serving a(n) … function is easy to change by changing the consensus perceived by the person.
   A) social adjustment
   B) pure value expression
   C) ego-defensive
   D) instrumental
Statement analysis

1. Physiological measures of attitudes fare much better than people think they do, because the arousal patterns are complex.

2. High self-monitors find image-oriented advertisements more appealing, because their attitudes tend to serve a social adjustment function more than those of low self-monitors do.

3. An uninvolved audience is likely to be influenced by the communicator’s attractiveness, because for them there is a high probability that they will elaborate the message.

1. Nosek et al (2002) have shown the difference between implicit and explicit preference for Whites over Blacks to be higher for conservatives than liberals, because conservatives reported less explicit preferences for Whites over Blacks than liberals did.

1. Indirect measures of attitudes were introduced to get rid of social desirability biases, because people’s attitudes can also be formed by classical conditioning.
1. Which kind of information is more important in attitude formation? The negative or the positive?
   A) Negative information has an edge over positive information.
   B) Positive information has an edge over negative information.
   C) Both positive and negative information are equally important.
   D) Neither positive nor negative information are important.

2. According to the principle of …, people who have just been led to focus on the importance of hard work, will have … attitudes toward government spending on welfare programs.
   A) accessibility; less favourable
   B) conservatism; less favourable
   C) salience; more favourable
   D) salience; less favourable

3. John wants to buy a car. He already has a specific model in mind. His brother tells him: ‘Don’t buy that! My neighbour had the same model, and he had to get it repaired every three months!’ John then decides to buy another model. He engaged in ….
   A) superficial processing
   B) systematic processing
   C) both superficial and systematic processing
   D) neither superficial nor systematic processing

4. When people form attitudes based on heuristics, they take the … route to persuasion.
   A) peripheral
   B) central
   C) dangerous
   D) eccentric

5. Olson and Fazio (2002) had shown that objects paired with positive images or words were later evaluated more positively than those paired with negative images or words. They …
   A) created attitudes by classical conditioning.
   B) created attitudes by instrumental conditioning.
   C) created attitudes by taking the central route.
   D) did not create attitudes.

6. Emotional appeal or ‘soft sell’ in advertising is based on…
   A) classical conditioning.
   B) instrumental conditioning.
   C) systematically processed persuasive messages.
   D) friendly personal communication.

7. The mere exposure effect … when people are unaware of how frequently they have been exposed to the stimuli.
   A) is stronger
   B) is weaker
   C) is of the same strength
   D) ceases to exist
8. The same message told faster is more likely to be persuasive. This is ... at work.
A) the expertise heuristic
B) the message-length heuristic
C) systematic processing
D) 'soft sell'

9. People thinking ... are more likely persuaded by ... arguments.
A) systematically; three strong than nine weak
B) systematically; nine weak than three strong
C) superficially; three strong than nine weak
D) superficially; three weak than nine strong

10. Attitudes that result from systematic thinking are ... to change than/as attitudes based on superficial processing.
A) more difficult
B) easier
C) equally difficult
D) equally easy

11. If people ..., then they will not be likely to engage in systematic processing.
A) All of the other three answers are correct.
B) are not motivated
C) do not have the ability or expertise
D) are distracted

12. Eagly et al (2000) have found that people presented with either consistent or inconsistent with their views...
A) remembered both messages equally well, but thought much more about the opposing message.
B) remembered both messages equally well, and thought much more about the consistent message.
C) remembered the consistent message better, and thought more about it.
D) remembered the opposing message better, and thought more about it.

13. The inoculation method to resist persuasion was first suggested by...
A) McGuire.
B) Petty and Cacioppo.
C) McAlister et al
D) Feshbach

14. People tend to ... their ability to resist persuasive appeals.
A) overestimate
B) underestimate
C) estimate correctly
D) refrain from estimating

15. Research reported by the Smith-Mackie textbook ... support for the power of subliminal self-help tapes, ... what the participants themselves thought.
A) provided no; contrary to
B) provided no; in accordance with
C) did provide; contrary to
D) provided no; in accordance with
1. Resistance to persuasion is NOT fostered by...
   A) private decisions regarding beliefs.
   B) public announcement of one’s belief.
   C) active participation on the basis of one’s belief.
   D) any of the other three options.

2. In McGuire’s experiments on inoculation this was the typical arrangement of sessions:
   A) A defensive session was followed by an attacking session.
   B) An attacking session was followed by a defensive session.
   C) Half of the participants went through an attacking, the other half a defensive session.
   D) The order of the attacking vs defensive sessions was varied across participants.

3. What kind of results did McGuire’s experiments on inoculation yield on the relative strength of supportive vs refutational defenses in fostering resistance to persuasion?
   A) Refutational defenses were more effective.
   B) Supportive defenses were more effective.
   C) Both supportive and refutational defenses were equally (highly) effective.
   D) Both supportive and refutational defenses were equally (moderately) effective.

4. McGuire’s experiments on inoculation have shown that if participants have to write instead of reading an essay in the defensive session, then...
   A) resistance decays more slowly.
   B) resistance decays faster.
   C) resistance decays equally fast.
   D) resistance decays equally slowly.

5. McGuire’s studies have shown that controversial beliefs ...
   A) Actually, he did only prestudies on that.
   B) ...can be inoculated just as much as cultural truisms.
   C) ...can’t be inoculated at all.
   D) ...can be inoculated even better than cultural truisms.
1. In the classic experiment by Petty et al (1981) ... participants ... to form their attitudes about a comprehensive exam to be introduced at their university.
A) involved; considered the quality of arguments
B) involved; considered the number of arguments
C) involved; considered the expertise of the source
D) uninvolved; considered the quality of arguments

2. In the Langer et al (1978) field experiment participants intending to use the copying machine were approached by a stranger asking them to let him use the machine before them. The difference between the small vs big favour conditions was the largest when...
A) no reason was given
B) placebic information was given
C) real information was given
D) That’s all wrong. The difference was the same for all ‘reason’ conditions.

3. A student approaches you and asks: ‘Hello, I’m from the Student Foundation. We’d like to ask you to make a speech at our inaugural meeting. You could also become a member. Membership is 50 USD for a year.’ When you say no, he continues: ‘Well, then, could you make just a 5 USD one-time donation to the Foundation’s purposes?’ The persuasion or influence technique he uses is...
A) the door-in-the-face method.
B) the foot-in-the-door method.
C) the low ball method.
D) systematic persuasion based on involvement.

4. This factor or process is only considered by elaboration likelihood model of persuasion, and NOT by the systematic-heuristic model:
A) personality
B) heuristics
C) involvement
D) systematic processing

5. This factor is only considered by elaboration likelihood model of persuasion, and NOT by the systematic-heuristic model:
A) ability or knowledge
B) motivation to process
C) the peripheral route to persuasion
D) the central route to persuasion
Statement analysis

a, First statement and following explanation are both true and they are logically related.
b, First statement and following explanation are both true but they are not related.
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1. People’s implicit attitudes are different from the attitudes they overtly express, because implicit attitudes are what people ‘really’ think, while explicit attitudes just reflect socially desirable responses.

2. Advertisements emphasizing personal success are more persuasive in Korea than in the USA, because attitudes with different functions can be best changed in different ways.

3. Subliminal messages like ‘Eat popcorn!’ are likely to have an effect on subsequent behaviour, because people process verbal messages in sequence.

1. McGuire (1999) holds that cultural truisms are especially resistant to persuasive attacks, because they are widely accepted and seldom questioned.

1. People having more expertise in the message topic are more likely to process it in a systematic way, because they rely on the expertise heuristic.
1. As Zajonc (1960) observed, theories of consistency hold that people pursue a ... aim by ... means.
A) rational; irrational
B) rational; rational
C) irrational; rational
D) irrational; irrational

2. Among theories of consistency, ... is the most restrictive and specific, while ... is the most general.
A) the principle of congruity; the notion of cognitive dissonance
B) the notion of cognitive balance; the notion of cognitive dissonance
C) the notion of cognitive balance; the principle of congruity
D) the notion of cognitive dissonance; the notion of cognitive balance

3. This is NOT a unit relation in Heider's balance theory.
A) liking
B) possession
C) similarity
D) cause

4. If Jane ... a poem written by Joe, and Jane ... Joe, then a ... state exists.
A) dislikes; can't stand; balanced
B) dislikes; is attracted to; balanced
C) likes; is attracted to; unbalanced
D) likes; can't stand; balanced

5. Jordan's (1953) study has shown that...
A) unbalanced situations got higher unpleasantness ratings
B) unbalanced situations got lower unpleasantness ratings
C) balanced situations got higher unpleasantness ratings
D) unbalanced and balanced situations got about equal ratings

6. Newcomb's theory of symmetry is closest to the theory of...
A) cognitive balance.
B) cognitive dissonance.
C) congruity.
D) heuristic vs systematic processing.

7. The principle of congruity holds that judgmental frames of reference tend toward...
A) maximum simplicity.
B) moderate simplicity.
C) moderate complexity.
D) maximum complexity.

8. When attitudes toward the source and object are ... and the assertion is ..., the person's attitudes are said to be ... with the assertion (by the congruity principle of Osgood et al, 1955).
A) similar; positive; congruity
B) dissimilar; negative; incongruity
C) similar; negative; congruity
D) dissimilar; positive; congruity
9. The notion of balance and the principle of congruity are different with respect to...
A) whether they allow merely a dichotomy of attitudes.
B) their formal definitions.
C) both their formal definitions and whether they allow merely a dichotomy of attitudes.
D) neither their formal definition nor whether they allow merely a dichotomy of attitudes.

10. Congruity theory predicts the biggest attitude change towards the source when a ... evaluated source makes a ... assertion about an object towards which the person’s attitude is...
A) negatively; positive; positive
B) negatively; negative; positive
C) negatively; positive; negative
D) positively; negative; negative

11. Congruity theory predicts the slightest attitude change towards the object when a ... evaluated source makes a ... assertion about an object towards which the person’s attitude is...
A) negatively; positive; negative
B) negatively; positive; positive
C) positively; positive; negative
D) positively; negative; positive

12. A choice between options rated ... by the person leads to...
A) in a similar manner; higher cognitive dissonance
B) in a similar manner; lower cognitive dissonance
C) in a similar manner; no cognitive dissonance at all
D) in a different manner; higher cognitive dissonance

Multiple choice – Festinger&Carlsmith:

1. Festinger and Carlsmith (1959) predicted that ... the reward given to the participant, ... will be the subsequent opinion change.
A) the larger; the smaller
B) the larger; the larger
C) no matter how large; the same
D) the smaller; the smaller

2. The cover story of the experiment by Festinger and Carlsmith (1959) was that it was measuring...
A) performance
B) intelligence
C) cognitive balance
D) cognitive dissonance

3. This was a dependent variable in the experiment by Festinger and Carlsmith (1959):
A) willingness to participate in a similar experiment
B) the sum of the reward
C) the level of cognitive dissonance
D) the boring task
4. This was an independent variable in the experiment by Festinger and Carlsmith (1959):
A) the sum of the reward
B) willingness to participate in a similar experiment
C) rating of the scientific importance of the experiment
D) rating of how enjoyable the tasks were

5. Festinger and Carlsmith (1959) have shown that participants were ... when they talked about the experiment with the girl, and this ...
A) equally persuasive in the two conditions; supports that the main results were due to a difference in cognitive dissonance
B) equally persuasive in the two conditions; questions that the main results were due to a difference in cognitive dissonance
C) significantly more persuasive in the one dollar condition; shows that an alternative interpretation is possible for the main results
D) significantly more persuasive in the one dollar condition; shows that an alternative interpretation is not possible for the main results

Multiple choice – lectures:

1. In Festinger’s (1957) theory, the overall level of cognitive dissonance depends on...
A) the proportion of consonant vs dissonant relationships
B) the proportion of relevant vs irrelevant relationships
C) only on the amount of dissonant relationships
D) whether the person experiences an unpleasant state of mind

2. Joe is a heavy smoker. He makes a decision: ‘I know it’s bad for my health. I quit now.’ What is he doing in terms of cognitive dissonance?
A) He reduces his cognitive dissonance.
B) He increases his cognitive dissonance.
C) He ignores his cognitive dissonance.
D) He learns to live with his cognitive dissonance.

3. When is it the most likely that cognitive dissonance will occur?
A) After decisions were made.
B) Before decisions are made.
C) After bad decisions only.
D) It does not depend on whether decisions are made.

4. This is NOT a way to reduce one’s cognitive dissonance.
A) Yes, these can all reduce cognitive dissonance.
B) Changing one’s behaviour.
C) Changing one’s attitudes.
D) Persuading others.

5. In Brehm’s (1956) experiment people reduced their cognitive dissonance by...
A) re-evaluating the alternatives
B) making a decision
C) changing their decision
D) proselytising
6. Festinger and his colleagues studied a doomsday sect. Most members, after they learned that the end of the world failed to occur, ...

A) reduced their cognitive dissonance by proselytising.
B) reduced their cognitive dissonance by changing their attitudes about the sect.
C) reduced their cognitive dissonance by admitting they had made a mistake.
D) increased their cognitive dissonance by admitting they had made a mistake.

7. This was an independent variable in the Aronson and Mills (1959) experiment:
A) the severity of initiation
B) liking for the group
C) both the severity of initiation and liking for the group
D) neither the severity of initiation nor liking for the group

8. In an experiment by Zanna and Cooper (1974) participants in this group showed the biggest attitude change:
A) low reward + no information about the ‘stimulant’
B) low reward + information on the ‘stimulant’
C) high reward + no information on the ‘stimulant’
D) high reward + information on the ‘stimulant’

Statement analysis
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Cartwright and Harary (1956) built their studies on Heider’s balance theory, because they agreed with him that attitudes should be treated as dichotomic variables.

Incongruity invariably produces attitude change, because it may lead to incredulity on the part of the individual.

People receiving a small reward for saying something contrary to their attitude will more likely to change their attitude, because they experience a higher level of cognitive dissonance that those receiving a large reward.

1. The theory of cognitive dissonance is only a derivation of the theory of balance, because Heider published his first paper on balance before Festinger published his own first on cognitive dissonance.

2. Zanna and Cooper (1974) have shown that cognitive dissonance is actually an unpleasant state of mind, because if people can attribute their state of mind to an external cause (e.g. a pill), then they will be more likely to change their attitudes.
ATTITUDE SYSTEMS – COGNITIVE STYLE

1. Which of Piaget's reactions for inconsistency means the differentiation of subcategories?
   a) alpha
   b) beta
   c) gamma
   d) delta

2. Which concept is identical to Kagan's concept of the pursuit for knowledge?
   a) assimilation
   b) accommodation
   c) specific need for closure
   d) nonspecific need for closure

3. Which of the following is **not** a characteristic of the authoritarian personality?
   a) aggression
   b) superstition
   c) rebellion
   d) submission

4. According to Adorno the authoritarian personality is developed by
   a) differences of cognitive capacity
   b) strict parental style
   c) persuasive mass communication
   d) high arousal for ambiguity

5. What was Altemeyer's theoretical frame for authoritarianism?
   a) social learning theory
   b) psychoanalysis
   c) cognitivism
   d) Gestalt

6. Which is not a subscale of Right Wing Authoritarianism?
   a) authoritarian submission
   b) authoritarian aggression
   c) conservatism
   d) conventionalism

7. Which is on the negative end of Eysenck's conservatism scale?
   a) patriotism
   b) support for death penalty
   c) support for war
   d) evolution theory

8. Which is connected to negative affective polarity in Tomkins' theory?
   a) retributive authority
   b) humanistic philosophy
   c) empathy
   d) emotionality
9. Which Big Five dimension is most strongly correlated to the cognitive style?
   a) agreeableness  
   b) extraversion  
   c) openness  
   d) conscientiousness

10. Which of the following authors regarded cognitive style independent from the content of thinking?
   a) Rokeach  
   b) Kruglanski  
   c) both  
   d) neither

11. An open-minded personality is
   a) distrustful  
   b) relies on authority  
   c) critical thinker  
   d) pessimistic

12. According to Rokeach which of the following is **not** a dimension of thinking?
   a) abstract – concrete dimension  
   b) centrality – peripherality  
   c) time dimension  
   d) acceptance – resistance

13. Which of the following **decreases** the need for closure?
   a) heightened cognitive load  
   b) boredom  
   c) motivation for punctuality  
   d) time pressure

14. Which of the following **increases** the need for closure?
   a) high costs of a wrong decision  
   b) enjoyable exercise  
   c) motivation for punctuality  
   d) boredom

15. The concept of avoidance of ambiguity is applied by Furnham & Gunter in the field of
   a) counselling psychology  
   b) consumer psychology  
   c) organisational psychology  
   d) evolutionary psychology

16. Which is true for low integrative complexity?
   a) differentiation  
   b) sharp line between good and bad  
   c) integration of viewpoints  
   d) dialectic thinking
17. Those having many distinct reasons and not making evaluative differentiations are
   a) integratively complex but cognitively simple
   b) complex both integratively and cognitively
   c) simple both integratively and cognitively
   d) cognitively complex but integratively simple

18. Churchill was
   a) integratively complex but cognitively simple
   b) complex both integratively and cognitively
   c) simple both integratively and cognitively
   d) cognitively complex but integratively simple

19. What was the method used by Tetlock to measure integrative complexity?
   a) content analysis
   b) interview
   c) observation
   d) field experiment

20. What is the connection between Churchill’s private and public complexity?
   a) slight positive correlation
   b) slight negative correlation
   c) strong positive correlation
   d) no significant correlation

21. The high need for closure can be adaptive and useful because it has both cognitive and
    motivational basis.
   a) both true, connected
   b) both true, no connection
   c) first part true, second part false
   d) first part false, second part true
   e) both false

22. According to Rokeach the closed-mindedness shows a linear correlation with the political left-right
    dimension, because dogmatism is related to the extreme right political dimension.
   a) both true, connected
   b) both true, no connection
   c) first part true, second part false
   d) first part false, second part true
   e) both false

23. The pursuit of cognitive consistency is not universal phenomenon, because it is both a trait and a
    situational variable.
   a) both true, connected
   b) both true, no connection
   c) first part true, second part false
   d) first part false, second part true
   e) both false
24. Pairing

 Petty & Cacioppo  involvement
 Rokeach  cognitive style
 Wilson  conservatism
 Adorno  F. Scale

25. Pairing

 Piaget  assimilation
 Kruglanski  seizing and freezing
 Frenkel-Brunswik  intolerance for ambiguity
 Tomkins  ideo-affective polarity
SOCIAL PSYCHOLOGY 2.

INTERPERSONAL AND MASS COMMUNICATION

1. Hovland et al’s (1953) famous topic was: ___________ (Wiemann)
a, the influence of German propaganda during the second World War.  
b, the importance of human rights.  
c, the background of antisemitism.  
d, authoritarian personality.

2. Links to Argyle and Dean’s study the eye-contact was the longest if the subject was_____ and the confrerdate was__________. (Wiemann)
   a, female-female  
   b, male-male  
   c, male-female  
   d, female-male

3. Subjects would stand closer to a second person when his eyes were____ (Argyle)
   a, shut  
   b, open  
   c, there is no difference  
   d, there is no experiment according to this topic.

4. According to Hockett human language can be described as Arbitrariness?
   a, There is no limitation to what can be communicated about and there is no specific or necessary connection between the sounds used and the message being sent.  
   b, The ability to refer to things in space and time and communicate about things that are currently not present  
   c, Wave forms of human language dissipate over time and do not persist. A hearer can only receive specific auditory information at the time it is spoken.  
   d, none of them

5. There is more eye-contact when the subject is (Argyle)
   a, listening  
   b, speaking  
   c, there is no difference  
   d, there is no experiment

6. According to Hockett human language can be described as productivity?
   a, Meaningless phonic segments (phonemes) are combined to make meaningful words, which in turn are combined again to make sentences.  
   b, The ability to refer to things in space and time and communicate about things that are currently not present.  
   c, The ability to create new and unique meanings of utterances from previously existing utterances and sounds.  
   d, none of them
7. According to Hockett human language can be described as displacement?
   a, The ability to refer to things in space and time and communicate about things that are currently not present.
   b, The ability to create new and unique meanings of utterances from previously existing utterances and sounds.
   c, The idea that human language is not completely innate and acquisition depends in part on the learning of a language.
   d, none of them

8. High authoritarians are more responsive to a ___________ partner. (Higgins)
   a, higher status
   b, lower status
   c, lower self-monitoring
   d, higher self-monitoring

9. What is a function(s) of eye-contact? (Argyle)
   a, information-seeking
   b, signalling that channel is open
   c, both
   d, none of them

10. According to Knapp what is NOT a general dimension of communication associated relationship development?
    a, public-personal
    b, narrow-broad
    c, rigid-flexible
    d, warm-cold

11. The theory of communication as action links to__________.
    a, Austin
    b, Argyle
    c, Bales
    d, Tuckman

12. What is NOT specific for communication?
    a, intersubjective
    b, self-regulative
    c, indexical
    d, hardly changeble

13. The eye-contact shows ___________ of communication and controls_____)
    a, intersubjectivity-intimacy
    b, intersubjectivity-openess
    c, openness-intimacy
    d, none of them

14. What does „white lie include”?
    a, saving listeners embarrassment
    b, generating conflicts to get advantages
    c, both of them
    d, none of them
15. What is not a non-verbal channel?
   a, body language 
   b, silence 
   c, haircut 
   d, all of them is a non-verbal channel 

16. Semantics
   a, is the study of meaning 
   b, is the study of the sound of human speech 
   c, studies the ways in which context contributes to meaning 
   d, none of them

17. Pragmatics
   a, is the study of meaning 
   b, is the study of the sound of human speech 
   c, studies the ways in which context contributes to meaning 
   d, none of them

18. Communication is not a research topic for ________. 
   a, sociology 
   b, ethology 
   c, neurology 
   d, for all field is it important

19. According to history of mass media which is the earliest product? 
   a, film 
   b, broadcasting 
   c, recorded music 
   d, new electronic media

20. According to history of mass media which is the latest product? 
   a, broadcasting 
   b, film 
   c, recorded music 
   d, newsletter

21. The Mass Communication Theory is according to ________
    a, McQuail 
    b, Argyle 
    c, Hockett 
    d, Austin

22. According to McQuail’s theory the communication process has ___ levels.
    a, 6 
    b, 3 
    c, 4 
    d, 5
23. According to McQuail’s theory the level of intergroup communication is between
a, intragroup - institutional
b, interpersonal - intrapersonal
c, society - wide networks - institutional
d, none of them

24. ____________ is NOT a way of communication.
a, Colour of clothes
b, Use emoticons on iPhone
c, Using of gestures
d, All of them is a way of communication

25. According to Hockett human language can be described as Traditional Transmission?
a, The idea that human language is not completely innate and acquisition depends in part on the learning of a language.
b, There is no limitation to what can be communicated about and there is no specific or necessary connection between the sounds used and the message being sent.
c, A speaker has the ability to hear themselves speak. Through this, they are able to monitor their speech production and internalize what they are producing through language.
d, none of them

Pairing

1. linguistic relativity                      Sapir and Whorf
   symbolic interactionism                  Cooley
   group forming                           Tuckman
   goals and interpersonal relations        Bales
   communication structure and performance  Bevales

2. printed book                           1
   newsletter (political use)              2
   film                                   3
   boardcasting                           4
   recorded music                         5

3. eye- contact                           Argyle
   communication as action                 Austin
   group and task structure                Moscovici
   symbolic interactionism                Mead
   speech and thought                      Vigotszkij
Statement analysis
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1. The Eskimos have a lot of word for snow: this phenomenon can confirm the linguistic relativity theory BECAUSE the linguistic relativity theory says people in different cultures see the word different.

2. For humans language is specific double layers BECAUSE it means we can create new meanings.
1. How does equity principle distribute goods?
   a) upon contribution to common goals
   b) upon efforts
   c) upon needs
   d) upon equal sharing

2. Who do we owe the theory of cognitive exchange to?
   a) Homans
   b) Tversky & Kahneman
   c) Thibaut & Kelley
   d) Deutsch

3. According to the prospect theory when are people more risk-taking?
   a) in judgement about gains
   b) in judgement about losses
   c) in judgement about net profit
   d) all three are irrelevant

4. Who do we owe the theory of quasi-hedonic editing?
   a) Thaler & Johnson
   b) Thibaut & Kelley
   c) Deutsch & Krauss
   d) Grzelak

5. What are the basic categories in Homans' theory?
   a) norm, cognition, interaction, emotion
   b) affection, perception, behaviour, cognition
   c) interaction, activity, profit, effort
   d) activity, norm, emotion, interaction

6. What does someone following competitive strategy maximise?
   a) absolute loss of the partner
   b) absolute own profit
   c) relative own profit
   d) joint profit

7. What does a Homo oeconomicus try to maximize?
   a) absolute own profit
   b) loss of the partner
   c) joint profit
   d) relative own profit

8. In the prisoner's dilemma of person 'A' and person 'B', which strategy-pair results in the highest gain of person 'A'? 
   a) both 'A' and 'B' cooperating
   b) only 'A' cooperating
   c) only 'B' cooperating
   d) neither cooperating
9. When is own gain lowest in the chicken game?
   a) When cooperating with a cooperator.
   b) When cooperating with a competitor.
   c) When competing with a competitor.
   d) When competing with a cooperator.

10. What does the minimax rule suggest in game theory?
    a) One should go for the option with the greatest possible own gain.
    b) One should go for the option with the best joint outcome.
    c) One should cooperate if the partner cooperates as well.
    d) One should choose the option that avoids the worst outcome.

11. Which sequence of strategies result in the highest overall cooperation?
    a) Cooperation, tit-for-tat, competition
    b) competition, tit-for-tat, cooperation
    c) tit-for-tat, cooperation, competition
    d) competition, cooperation, tit-for-tat

12. Cooperation is lowest when partners can
    a) neither see nor hear each other
    b) both see and hear each other
    c) only hear each other
    d) only see each other

13. What does someone following agressive strategy maximise?
    a) absolute loss of the partner
    b) absolute own profit
    c) relative own profit
    d) joint profit

14. Tit-for-tat strategy is most effective if the partner's social orientation is
    a) cooperative
    b) individualistic
    c) competitive
    d) altruistic

15. Which is true for the individualistic social orientation?
    a) maximising their own profit
    b) maximising other's profit
    c) achieving advantage over the partner
    d) minimising the partner's profit

16. Individualists tend to see the partner's behaviour as representing
    a) morality
    b) justice
    c) utility
    d) power
17. Which social orientations show egoistic attribution in perceiving the partner's orientation?
   a) cooperative and individualistic
   b) individualistic and competitive
   c) altruistic and competitive
   d) altruistic and cooperative

18. The arms race of the USA and the SU during the Cold War is an example for
   a) the ultimatum game
   b) the dilemma of common resources
   c) the chicken game
   d) the prisoner's dilemma

19. Which of the followings is not a heuristic?
   a) representativity
   b) availability
   c) generalisation
   d) anchoring

20. When hearing about a person who is a nurse, one often assumes that it is a woman? Which heuristic works?
   a) representativity
   b) availability
   c) generalisation
   d) anchoring

21. You meet a group of 10 students from a high school, 8 girls and 2 boys. If you assume that the gender ratio in the whole school is the same as that of the group, you rely on
   a) representativity
   b) availability
   c) generalisation
   d) anchoring

22. Why do people overestimate the effectiveness of punishment to reward?
   a) Because of the illusion of validity.
   b) Because of neglecting regression to the mean.
   c) Because of anchoring heuristics.
   d) Because of misconceptions of chance.

23. Seeing a car accidents in the news increases the perceived probability of having a car accident because of
   a) representativity
   b) availability
   c) generalisation
   d) anchoring

24. What explains the phenomenon of illusory correlation?
   a) the so called 'third variable effect'
   b) the availability heuristic
   c) the representativity heuristic
   d) the misperception of validity
25. People usually think that $5 \times 4 \times 3 \times 2 \times 1$ is bigger than $1 \times 2 \times 3 \times 4 \times 5$. What is the basis of the bias?
   a) adjustment
   b) availability
   c) illusory correlation
   d) anchoring

26. Cooperation increases as the number of participants increase, because the joint outcome of the game exceeds the outcome of an individualistic strategy.
   a) Both true, connected
   b) both true, no connection
   c) first part true, second part false
   d) first part false, second part true
   e) both false

27. People with competitive orientation tend to see others competitive as well, because the general egoistic attribution works irrespective of the social orientation.
   a) Both true, connected
   b) both true, no connection
   c) first part true, second part false
   d) first part false, second part true
   e) both false

28. Recalling contexts for concrete word is easier than for abstract words, because people use the heuristic of representativity.
   a) Both true, connected
   b) both true, no connection
   c) first part true, second part false
   d) first part false, second part true
   e) both false

29. People tend to overestimate the probability of conjunctive events, because they rely on the anchoring heuristic.
   a) Both true, connected
   b) both true, no connection
   c) first part true, second part false
   d) first part false, second part true
   e) both false

Pairing
Homo oeconomicus maximising own profit
Cooperation maximising joint profit
Agression maximising partner's loss
Competition maximising relative profit
HELPING AND AGGRESSION

1. What kind of aggression is this behaviour: I deliberately kick someone’s bag?
   a. active- indirect- physical
   b. passive- direct- physical
   c. This isn’t aggression.
   d. physical- active- direct

2. The frustration–aggression hypothesis is the theory of.....
   a. Freud
   b. Dollard
   c. Dollard- Miller
   d. Zimbardo

3. Which of the following statements is FALSE?
   a. Inclusive fitness theory says that an organism can improve its overall genetic success by cooperative social behavior.
   b. Inclusive fitness theory is the theory of Hamilton.
   c. Inclusive fitness theory is the theory of Trivers.
   d. Inclusive fitness theory has an evolutionary approach.

4. Impulsive helping occurs if:
   a. it is impossible to plan behavior
   b. the event is not unique
   c. habitual reactions can be applied
   d. all of them

5. Link the theory to the author: sensory feedback theory :
   a. Milgram
   b. Mowrer
   c. Bandura
   d. Freud

6. Which statement is FALSE? In the Bandura „Bobo doll experiment”....
   a. the subjects were only boys
   b. the subjects’ mean age was 52 months
   c. the subjects were divided into three experimental and one control group
   d. one of the experimental groups viewed a film depicting an aggressive cartoon character.

7. The approach of Bandura’s „Bobo doll experiment”is...
   a. behavioristic
   b. psychoanalytic
   c. evolutionary
   d. neo- behavioristic

8. The experimenter in the „Bobo doll experiment” rated the subjects on a scale which measured:
   a. psyhical and verbal aggression
   b. agression toward the doll
   c. agression inhibition
   d. all of them

9. Reciprocity means:
   a. people might learn that if they supply help, they will receive help in return.
   b. synonym of tit for tat.
   c. a conflict can escalate, because the next attack is always harder
   d. synonym of altruism
10. People who are less likely to help someone because there are a lot of people present would be exhibiting:
a, groupthink
b, diffusion of responsibility
c, etnocentrism
d, group polarisation

11. set up an experiment, known as the „Stanford Prison experiment”, where people played the role of a prison guards and prisoners.
a, Zimbardo
b, Milgram
c, Goffman
d, Asch

12. The world is a fair place and people get what they deserve is the theory of:
a, sistem justification theory
b, belief in a just world
c, false consensus effect
d, reciprocity

13. Which is NOT the level of Kohlberg’s „Levels of Moral Reasonings?”
a, Conventional
b, Preconventional
c, Needs- oriented
d, Postconventional

14. The story of Kitty Genovese....
a, is a murder of a young women on the street while more than 30 people ignored her cries for help.
b, is a sister of a sick woman breaking into the drugstore to get drug to save her sisters life.
c, shows that people don’t help when they think the victim has responsibility too.
d, is the cartoon in the „Bobo doll experiment”.

15. In the experiment of Darley and Latané (bystander intervention in emergencies- diffusion of responsibility experiment) the independent variable was:
a, the group size (the number of the bystanders)
b, the age of the subjects
c, the gender of the subjects
d, none of them

16. The victims’ assigned responsibility...
a, means the attributions of responsibility depend not only the potential helpers but also on the victims’ apparent responsibility of their own plight.
b, was one of the independent variable in Latané and Darly’s experiment (bystander intervention in emergencies- diffusion of responsibility experiment)
c, both of all

d, none of them

17. Which statment is FALSE? In the experiment of Latané és Darley (bystander intervention in emergencies- diffusion of responsibility experiment)...
a, Male subjects respond to emergency with almost exactly the same speed as did females.
b, All of them is TRUE.
c, Personality and background measures were predictive of helping.
d, The subjects were young children.
18. In Milgram's first set of experiments, ____ percent of experiment participants administered the experiment's final massive 450-volt shock.
   a, 65  
   b, 34  
   c, 78  
   d, 90
19. Social learning explanation says: aggression
   a, is a fundamentally learned behavior  
   b, can be learnt by direct reinforcement  
   c, is inevitable  
   d, all of them
20. People would be less likely to help a man who fainted in a busy shopping mall, but more likely to help a man who fainted in a small convenience store. This behavior is explained by:
   a, bystander effect  
   b, cognitive dissonance theory  
   c, reciprocity norm  
   d, social comparison
21. The learning of various attitudes, feelings, beliefs and emotions, not through direct exposure to a stimulus, but through observing how others react to it. Which one is this?
   a, vicarious conditioning  
   b, operant conditioning  
   c, classical conditioning  
   d, fear conditioning
22. Jon never gives money to homeless people because he thinks they don’t want to work and are alcoholic. This is the ________ effect.
   a, bystander  
   b, learned helplessness  
   c, victims’ assigned responsibility  
   d, none of them
23. _______ refers to cases where individuals do not offer any means of help in an emergency situation to the victim when other people are present.
   a, victims’ assigned responsibility  
   b, learned helplessness  
   c, system justification  
   d, bystander effect
24. The just world phenomenon may explain that an unemployed person is:
   a, in need of more education.  
   b, a victim of prejudice.  
   c, in need of help.  
   d, lazy.
25. What kind of aggression is this behaviour: physically preventing another person from obtaining a desired goal.
   a, active- indirect- physical  
   b, passive- direct- physical  
   c, This isn’t aggression.  
   d, physical- passive- direct
1. inculsive fitness Hamilton
   reciprocal altruism Trivers
   personal values Schwartz
   belief in a just world Lerner
   levels of moral reasoning Eisenberg

2. aggression machine Buss
   vicarious conditioning of aggression Bandura
   prison experiment Zimbardo
   Model of Mass Media Effect on Violence Donnerstein
   cognitive neoassociation theory Berkowitz

3. verbal- direct- passive aggression refusing to speak to another person
   physical- direct- active a. shooting another person
   physical- indirect- passive a. refusing to perform necessary
   verbal- indirect- active a. spreading malicious gossip about another
                       individual
   verbal- direct- active a. derogating another person

Statement Analysis
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e. First statement and following explanation are both false.

4. The approach of Bandura’s „Bobo doll experiment” is neobehaviorist, BECAUSE in the experiment the
   model (and not the subject) get the confirmation.

5. Altruism (in evolutionary approach) is evolutionary non- adaptive, BECAUSE the survival of the
   individual can be violated.
1. According to Sternberg’s theory the components of companionate love is(are):
   a, passion + intimacy
   b, intimacy + commitment.
   c, intimacy + passion.
   d, passion + commitment.

2. Links to Sternberg’s theory the component(s) of romantic love is(are):
   a, passion
   b, intimacy + commitment.
   c, intimacy + passion.
   d, passion + commitment.

3. Links to Sternberg’s theory the component(s) of fatuous love is(are):
   a, passion
   b, intimacy + commitment.
   c, intimacy + passion.
   d, passion + commitment.

4. The triangular theory of love is related to ________.
   a, Sternberg
   b, Kelley
   c, Sachter
   d, none of them

5. Attachment-style in adult relationship is influenced by.
   a, just the behaviour of mother and father
   b, experience in an intimate relationship and biological component
   c, experience in an intimate relationship, relationship behaviour, affect regulation
   d, biological components and early experiences

6. In the Relational Models Theory in the __________ model the higher ups decide what happens to subordinate.
   a, communal sharing
   b, equality matching
   c, market pricing
   d, none of them

7. In the Relational Models Theory in the ______________ model the dominant rule is: each according to need. (Fiske- fejezet)
   a, communal sharing
   b, equality matching
   c, market pricing
   d, none of them
8. Heider specified two types of relationships: _______ and ________.  
a, unit and sentiment  
b, unit and motivated  
c, sentiment and motivated  
d, none of them

9. Researches of proximity and friendship show that _______ distance modifies _______ distance.  
a, functional; physical  
b, physical; functional  
c, none of them  
d, functional; cultural differences in proximity

10. Correlation between partner’s physical attractiveness is the highest if the type of the relationship is:  

a, romantic partners  
b, male friends  
c, female friends  
d, there is no difference

11. The phenomenon of mere exposure is the concept of _______.  
a, Zajonc  
b, Lewin  
c, both  
d, none of them

12. The definition of „the phenomenon of mere exposure“ is: ________
   a, The sheer frequency of encountering an initially neutral or positive stimulus enhances its evaluation.  
   b, The sheer frequency of encountering an initially neutral or positive stimulus decreases its evaluation because it will be boring.  
   c, The sheer frequency of encountering an initially neutral or negative stimulus can enhance its evaluation.  
   d, The sheer frequency of encountering an initially neutral or negative stimulus can decrease its evaluation.

13. Good-looking people ______________  
   a, do rate better on independently measured social skill.  
   b, do rate better on independently measured sexual experience  
   c, both  
   d, none of them

14. „Exotic becomes erotic hypothesis” comes from ________
   a, Bem  
   b, Byrne  
   c, Freud  
   d, Fiske

15. Adult attachment style ____________
   a, is determined by childhood relationships with parents.  
   b, is very changeable.  
   c, is determined by childhood relationships with peers (friends, sisters, brothers, etc...).  
   d, can’t be measured with Likert-scale.
16. The adult attachment theory is in connection with the theory of .
   a, Bowlby
   b, Bandura
   c, Bem
   d, none of them

17. Adults with __________ attachment style(s) fall more often in love at first sight than adults with other attachment styles.
   a, anxious- ambivalent
   b, secure
   c, avoidant
   d, anxious- ambivalent and secure

18. There is great _______ difference on the measure of attachment style.
   a, age
   b, gender
   c, both
   d, none of them

19. __________ is a problem for men in short term mating context.
   a, partner number
   b, gene quality
   c, good parenting skills
   d, commitment

20. ____________ is a problem for women in short term mating context.
   a, gene quality
   b, identifying men who are able to invest
   c, partnerity confidence
   d, none of them

21. Links to research of Buss and Schmitt physical attractiveness was more important in potential long-term relationship for __________.
   a, men
   b, women
   c, there was no difference between men and women
   d, it wasn’t the topic of this research

22. Links to research of Buss and Schmitt good financial prospect was more important in potential long-term relationship for __________.
   a, men
   b, women
   c, there was no difference between men and women
   d, it wasn’t topic in this research

23. Physical attractiveness is more important for
   a, high self monitors.
   b, low self monitors.
   c, there is no difference.
   d, children.
24. Links to Ainsworth most children are ________ attached.
   a, securely
   b, anxiously and fearfully
   c, avoidant
   d, none of them

25. Links to Brennan __________ is NOT a factor of attachment.
   a, ambivalence
   b, trust in others
   c, jelousy
   d, sexual habit

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1. Attachment theory received cultural critics BECAUSE the Western view of attachment focuses on a generative tension between self and other.

2. Links to researches of Sternberg the most valuable love is empty love BECAUSE researche show that marriages based on empty love will be very long.

3. The adult attachment style is not changeable BECAUSE attachment style is based solely on genetive factors.

Pairing
1.
   attachment style in childhood          Ainsworth
   adult attachment style                 Brennan
   mating strategy                        Buss
   parental investment                    Trivers
   emotion theory                         Schachter

2.
   stereotype of physical attractiveness  Snyder
   self monitoring                        Bem
   evolutionary approach                  Buss
   attachment in childhood                Bowlby
   love theory                            Sternberg
**SOCIAL ROLES AND IMPRESSION FORMATION**

Modern social identity theory grew out of a tradition in which ...

a) the interpersonal and social aspects of the self-concept are well recognized.
b) the interpersonal and social aspects of the self-concept are not recognized.
c) the unconscious processes are recognized.
d) the process of identification is determined by sexual drives.

Joe agrees to accompany his friend to a football game, however he genuinely dislikes football. He takes a newspaper with him, and tries to read during the game.

a) Joe uses role distancing in order to distract himself and others from the negative aspects of the role performance.
b) Joe uses a virtual self in order to distract himself and others from the negative aspects of the role performance.
c) Joe uses role distancing in order to avoid stigmatization.
d) Joe’s situated self concept is not affected by the game.

A black woman – for whom being black and being a woman are both important – is most likely to think of herself as a woman, is she is...

a) among black men
b) among other black women
c) among white men
d) among white women

The self concepts that constitute the situated self are determined by...

a) ... the expectations of the situation.
b) ... the salience of pre-occurring events.
c) ... the expected outcome of an event.
d) ... the number of social roles we have.

How would you explain the likelihood that Billy Cook becomes a chef, and Joe Price a salesman?

a) By implicit egotism
b) By decisions made by the situated-self
c) By conformism
d) Nothing, it is non-sense.

What does the term salience of identities refer to?

a) Our many different role identities have different level of significance in our lives.
b) There are certain aspects of our role identities which influence social interaction regardless of the situation.
c) Certain role identities have exactly the same level of importance for us.
d) Some identities are salient, and therefore cannot be changed over time.

Peter only now realizes that his final grades are not enough for entering medical schools, and in fact they may not even be enough to enter the college for health care administration. What is the connection between his actual self and the ideal self?

a) Their components are in opposition.
b) Their components are independent.
c) Their components are in harmony.
d) Their components serve each other.
How would you explain that the Twenty Statement Test (TST) of Chang Li from China had more statements about his group memberships and social roles than the TST of Michael McDonald from the US?
   a) Self-schemas tend to include more or less individualistic elements according to culture.
   b) Self-schemas reflect others opinions mostly in collectivist cultures.
   c) People develop a weaker identity in collectivist cultures.
   d) People develop a stronger sense of self-distinctiveness in collectivist cultures.

Joe monitored his statements very carefully during the interview. Why did he do that?
   a) Because the self becomes the object of our attention in the presence of a camera for example.
   b) Because the self goes through a rapid change in the presence of a camera for example.
   c) Because a salient social role was emphasized in the interview situation.
   d) Because Joe acted on a theatre stage.

Every time the school principal asks Mary to come in to discuss her son’s problems in school, she dresses like a businesswoman in order not to be seen as an unemployed single mother.
   a) In these situations Mary employs tactical impression management techniques.
   b) In these situations Mary employs self disclosure.
   c) In these situations Mary employs practical impression management techniques.
   d) In these situations Mary employs social comparison.

Harry enters a large, decorated theater hall, and immediately recognizes that he was taken to an award ceremony, and there will be other nominees. It means that he understood...
   a) ... the frame of the social interactions.
   b) ... the social identities of the participants.
   c) ... that identities are not stable.
   d) ... that impressions are formulated based on central characteristics.

What does it mean that self-disclosure is usually reciprocal?
   a) It is expected that one person reacts to self-disclosures at a similar level of intimacy.
   b) It means that the level of self-disclosure is supposed to be agreed upon beforehand.
   c) It is expected that one person reacts to self-disclosures to a somewhat higher level of intimacy.
   d) It is expected that one person reacts to self-disclosures to a somewhat lower level of intimacy.

Goffman uses the term ________ to describe settings in which people carry out face to face social interactions.
   a) front regions
   b) back regions
   c) theatre stage
   d) situated identities

Melanie wants to join a feminist club at the university. She has failed to join some other clubs before. In order to be accepted, she is likely to show...
   a) Opinion conformity
   b) Getting accurate feedback on our abilities and opinion
   c) Excessive conformity
   d) Social comparison
After the group proved that John’s argument was weak, he explains the teacher that he had problems sleeping before the class. What is the purpose of the disclaimer?

a) To maintain his positive impression despite the negatively judged behaviour.
b) To maintain the impression that his opinion is in line with the majority.
c) To make an unacceptable judgement acceptable.
d) To counter excessive conformity.

Self-presentational failures lead to...

a) embarrassment.
b) disability stigma.
c) social comparison.
d) impression management.

What are the main differences between self descriptions and descriptions of others?

a) Self descriptions contain more information about one’s actions, and descriptions of others tend to contain more information about who the person is.
b) Self descriptions contain more information about who the person is, and descriptions of others tend to contain more information about person’s actions.
c) Self descriptions tend to be more accurate than description of others.
d) Description of others tend to be more positively biased than self descriptions.

What is role taking?

a) Role taking is when we imaginatively occupy the position of another person and try to see the situation from that person’s perspective.
b) Role taking is when we imaginatively occupy the position of another person and try to judge our behavior from that person’s perspective.
c) Role taking is when we participate in an interaction half-heartedly.
d) Role taking is the inevitable first step toward tactical impression management.

Distinguishing between “you” and “I” is an important step toward the child’s development of...

a) self.
b) social roles.
c) significant others.
d) linguistic signs.

G.H. Mead made a distinction between play and game to describe ...

a) different stages of the social experience of the developing self.
b) different stages of cognitive development.
c) the differences between authentic and tactical impressions.
d) the role of reinforcement and imitation in learning.

What is the significance of the generalized other in the development of the self-concept?

a) The generalized other represents the attitudes and expectations of people with whom the child may interact.
b) The generalized other is a synonym of Freud’s super-ego.
c) The generalized other is the next step after the significant other in the development of the self-concept.
d) The generalized other is a practice field for impression formation.
In what way did computer-mediated communication (CMC) influence processes of impression management?

a) Detachment of different aspects of our selves have become easier.
b) People no longer rely on the feedback from others in developing a sense of self.
c) Our self presentation has become narrative.
d) The digital self has become more singular.

Self-presentation conditions may not only influence the outcome of personality scales, but also

a) attitude scales.
b) competence tests.
c) descriptive research.
d) observations.

How can we control the influence of self-presentation on the outcomes of personality tests?

a) For example by the use of an impression management scale.
b) For example by using multivariate analysis.
c) For example by calculating between group differences.
d) For example by the use of another personality test.

Statement analysis

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R1. In a state of self-awareness, people are more likely to act in more consistent ways with their personal standards, because their behavior is not consciously controlled.

Social comparison is an important aspect of developing self-esteem, because our feelings about our worth are largely dependent on how we succeed compare to others.

In tactical self-presentation, we want to establish an image of ourselves which is consistent with what others expect us to be, because our authentic self-presentation does not completely overlap with the ideal one.

R4 Self-disclosure usually brings about popularity, because revealing more information about yourself than the situation expects leads to higher levels of sympathy.
**GROUP DYNAMICS AND STRUCTURE**

Adam is good in Math, but he is a very shy and withdrawn person, therefore he will not be a very useful member of the math class, because

a) members relative position affects group effectivity through communication within the group.

b) without satisfaction there is no communication in the group.

c) communication is restricted in many groups.

d) he may know Math, but the other members of the group will not be interested in asking him.

The class of 12G are preparing for their final exams. Their teacher thinks it may be useful to reorganize the study groups. Which test would you recommend for her to conduct before the reorganization?

a) Mérei’s multiway sociometry, because it would help create groups of students who like each other, and who can help each other with studying by their different competences.

b) Moreno’s sociometry, because it would help create groups of students who like each other.

c) Mérei’s multiway sociometry, because it would help create groups with an equal number of peripheral and central students.

d) Moreno’s sociometry, because it would keep students to their study plan.

In contrast to a study group, an infantry is likely to be satisfied with their_________ leader.

a) authoritarian

b) democratic

c) liberal

d) person-oriented

First year students of psychology spend a lot of time together. They live in the same dormitory, they study together both at the university and in the library, and they hang out together on weekends. What are the likely consequences of these?

a) Higher cohesion and integration.

b) Lower risk taking.

c) The prevalence of informational rather than normative influence.

d) By-stander apathy.

What is the order of different group types from the perspective of the level of entitativity? (highest to lowest)

a) intimacy groups, task groups, social categories

b) task groups, intimacy groups, social categories

c) task groups, social categories intimacy groups

d) social categories intimacy groups, task groups

Typically what makes the advisory board of a multi-level marketing company highly entitative?

a) similarity, common fate, proximity

b) a strong leader, predefined group roles

c) identification, in-group favoritism

d) inter-group rivalry
Interpersonal-intergroup discontinuity is predominantly driven by...
   a) fear and greed
   b) need for closure
   c) inter-group conflict
   d) etnocentrism

Which of the following statements is true about the black sheep effect.
   a) In comparison to outgroup members, judgments of ingroup members are more extremely positive if the person is likeable, but also more extremely negative if the person is unlikable.
   b) Ingroup members are always rated more positively than out-group members.
   c) Ingroup members are always more adequately judged than out-group members.
   d) Compared to ratings of ingroup members, judgments of outgroup members are more extremely positive if the person is likeable, but also more extremely negative if the person is unlikable.

Which process is NOT part of Tuckman’s theory of group formation?
   a) Conforming
   b) Adjourning
   c) Storming
   d) Norming
   e) Performing

The Blue Devil club is one of the most prestigious clubs at Tapioca University. Elias is likely to be admitted to the club by the end of the year. What would be the best description of the stages he needs to go through in order to become a member?
   a) investigation, socialization, maintenance
   b) assimilation and accommodation
   c) risk taking and group decision making
   d) forming, storming, norming and performing

What does socialization refer to within the process of joining a group?
   a) It means that the individual assimilates to the group and the group accommodates the individual.
   b) It means that the individual identifies groups that might meet that person's needs.
   c) It means that group recruitment identifies individuals who might meet the group's goals.
   d) It means that both the individual and the group renegotiate the person’s role.

What makes a T-group successful?
   a) Participants learn about themselves through their interaction with each other.
   b) Participants go through a sequence of training exercises to enhance self-awareness.
   c) Participants learn about themselves following the instructions of a trainer.
   d) Participants attend individual and group therapy simultaneously.

Which ones are Bales’s categorization of interaction-patterns?
   a) positive social-emotional, negative social emotional, task focused, focused on information exchange
   b) positive social-emotional, negative social emotional, task focused, focused on interpersonal relationships.
   c) positive social, negative social, positive emotional, negative emotional
   d) Positive task focused, negative task focused, focused on information exchange

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Which of the following concepts belong to Moreno’s sociometrics?
   a) spontaneity, tele, social atom
   b) Group functions, personal appeal
   c) Psychodramatic methods
   d) Social network research

Which one is the closest in meaning to entitativity?
   a) ingroup homogeneity
   b) ingroup heterogeneity
   c) ethnocentrism
   d) ingroup favoritism

Group norms influence the behavior of group members by being...
   a) both descriptive and prescriptive
   b) only descriptive
   c) only prescriptive
   d) neither descriptive nor prescriptive

What is the purpose of socially shared cognition within groups?
   a) In order for groups to function well, members need to have an understanding of other member’s attitudes, norms, values and ideas.
   b) In order for groups to function well, members need to share most of their norms and values.
   c) In order for groups to function well, members need to have a strong affiliation toward other group members.
   d) In order for groups to function well, members need to have shared cognitive schemas.

The presence of deviant group member matters most in decision making processes, if the person is
   a) an ingroup member
   b) an outgroup member
   c) a member of a rival group
   d) a member of a salient outgroup

Minority group members tend to influence the majority by...
   a) informational influence
   b) normative influence
   c) both informational and normative influence
   d) neither informational, nor normative influence

Travelling without a ticket on public transport can be beneficial for the individual, however when a lot of people start doing that, ticket prices are likely to be raised. Which description fits the situation best?
   a) It constitutes a social dilemma, in which self-interest and collective interest are in conflict.
   b) It is the dilemma of the commons in which one can benefit from a shared resource only at the cost of the other.
   c) It is a conflict of interest in which shared resources can only benefit those who keep social agreements.
   d) It is a situation in which the more resourceful members of society need to help the more disadvantaged ones.
Which approach did Kurt Lewin describe by the following statement? “Research that produces nothing, but books will not suffice.”

a) action research  
b) group dynamics  
c) T-groups  
d) leadership styles

The objective of action research is to study ________ between the beginning and the end situation.

a) change  
b) the causal connection  
c) the correlation  
d) the interdependence

Action research can take place...

a) in both field and laboratory settings.  
b) neither in field, nor in laboratory setting.  
c) only in field setting.  
d) only in laboratory setting.

Weingart’s experiment suggest that...

a) both planning and effort influence group performance.  
b) effort plays no role in group performance.  
c) only effort plays a role in group performance.  
d) planning is more important in group performance than effort.

A high-school study group receives a difficult mathematical problem. Jane argues that they should first plan how they will go about thinking about this problem. Michael disagrees, and says it will be equally efficient if they immediately start working. Who is right?

a) Jane  
b) Micheal  
c) Both Jane and Michael  
d) Neither Jane nor Michael

Statement analysis

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R1 Groups make more competitive choices on average than individuals do, because competition forms an integral part of people's understanding of groups.

R2 The data from group research are rarely neat, tidy, and easily explained, because undergraduate students of the psychology can hardly be seen as representative to the overall population.

R4 Reference groups set norms for group-members, because these groups only accept members who comply to the most important rules.
R6 Effort and planning influence group performance, because there are no other mediating factors present.

**Pairing**  
<table>
<thead>
<tr>
<th>Group dynamics</th>
<th>Gestalt theory</th>
</tr>
</thead>
<tbody>
<tr>
<td>Group entitativity</td>
<td>Ingroup homogenity</td>
</tr>
<tr>
<td>Group norms</td>
<td>Conformity</td>
</tr>
<tr>
<td>Communication networks</td>
<td>Group performance</td>
</tr>
</tbody>
</table>
GROUP PERFORMANCE, LEADERSHIP AND POWER

1. In the research of Mérei, leader- follower roles: when children play together- Group leadership and institutionalization) the types of leadership were:
   a, democratic-autocratic-laissez-faire
   b, order-giver, proprietor, diplomat
   c, agressive-prosocial
   d, human-relationship oriented-task-oriented

2. According to Stodgill (1948): a great leader is....
   a, democratic and strict
   b, intelligent, educated
   c, taks-oriented in emergency situation
   d, all of them

3. Mach scale....
   a, measures willingness to manipulate
   b, correlates with IQ
   c, both are correct
   d, non of them

4. A conjunctive task:
   a, better then the best performer
   b, better than mostperformer
   c, equals the worstperformer
   d, equals the bestperformer

5. What counts as a situational factor in Fiedler's contingency model of leadership?
   a, nature of task
   b, age of the leader
   c, gender of the leader
   d, non of them

6. Triplett's classic research (winding a string on a fishing rod the participants were...)
   a, children
   b, adults
   c, teachers
   d, old people

7. What does Ringelmann- effect mean?
   a, The tendency for individual members of a group to become increasingly less productive as the size of their group increases.
   b, The presence of others can increase the individual’s efficiency.
   c, The presence of others can decrease the individual’s efficiency.
   d, None of them.
8. What does disjunctive task mean?
   a, better then the best performer
   b, better than mostperformer
   c, equals the worstperformer
   d, equals the best performer

9. There is a competition in the school. The classes have to collect books for a library of a small village. This is a ______ task
   a, disjunctive
   b, additive
   c, conjunctive
   d, none of them

10. Zajonc’s theory of social facilitation effect: arousal ___________ the performance of _____ and it _______ the performance of ________.
    a, faciltes; dominant responses; inhibits nondominant responses
    b, inhibits; dominant responses; facilities nondominant responses.
    c, inhibits dominant responses; inhibits nondominant responses.
    d, facilities dominant responses; facilities nondominant responses

11. Machiavellinism correlates with:
    a, IQ
    b, autoritarism
    c, both of them
    d, none of them

12. There are stereotypes about leadership. According to these who is considered the best leader? (S. M.)
    a, male, taller and older than others
    b, male, stronger and younger than others
    c, male taller and younger than others
    d, female, more educated and empathic than others

13. Performance on a simple task is faster and more accurate when the network is:
    a, Y- pattern.
    b, circle
    c, grapovine
    d, all connect

14. Students shouted in groups of six not so intensively when they shouted alone. This is the (Williams cikk):
    a, social loafing effect.
    b, self- reference effect.
    c, it can be both.
    d, none of them.

15. What was the method in the research of Mérei („Group leadership and institutionalization)? (Mérei)
    a, observation
    b, interviews with children and parents
    c, IAT
    d, none of them
16. In a complex task the performance is the best in a ____________ communication pattern.
   a, circle
   b, Y
   c, wheel
   d, Y and wheel

17. The presence of others increases an individual’s level of arousal, which makes some behaviours easier and others more difficult. This is the theory of:
   a, Zajonc
   b, Zana and Cooper
   c, Sachter and Singer
   d Mérei

18. Social loafing can be decreased, if ____________
   a, the individual’s performance is visible.
   b, the group has an autocratic leader.
   c, the group has a democratic leader.
   d, the leader of the group is democratic or autocratic.

19. According to Fiedler’s contingency model the best leader’s style in a dangerous situation (for example flood) is:
   a, task-oriented
   b, relationship-oriented
   c, democratic or autocratic
   d, democratic

20. Task-oriented leadership-style is the best if ____________
   a, the answers are not truth.
   b, the group members are men.
   c, the group members are children.
   d, the group has a creative task.

21. In the experiment of social loafing (Williams, Harkins and Latané) the task was:
   a, to produce noise
   b, to collect leaves
   c, to work in a garden
   d, none of them

22. ____________ is an extreme form of transactional leadership, where leaders have complete power over their people. Staff and team members have little opportunity to make suggestions.
   a, autocratic
   b, autocratic or democratic
   c, task-oriented
   d, democratic

23. The performance of the group can decrease due to ____________
   a, motivational losses
   b, coordination losses
   c, both of them
   d, none of them
24. A factor in Fiedler’s contingency model is __________
a, the age of the group members  
b, the gender of the group members and the leader  
c, none of them  
d, structuring of the task

25. John is the leader of a group. He gives complete freedom to followers to make decisions and the group members are expected to solve problems on their own. His leadership style is:  
a, laissez-faire  
b, democratic  
c, task-oriented  
d, relationship-oriented

Pairing

4.  
compensatory

disjunctive

conjunctive

additive

better than most

equals the best or less

equals the most

better than the best

5.  
social facilitation

forms of the power

task-typology

group vs. leader

„great man” theory of leadership

Triplett

French and Raven

Steiner

Mérei

Stodgill
SOCIAL INFLUENCE, GROUP DECISION-MAKING

What is the importance of minority influence in social groups?
   a) Minority influence leads to innovation.
   b) Minority influence ensures that groups do not remain stable over time.
   c) Minority influence guarantees that groups do not make mistakes in their decisions.
   d) Minority influence leads to stability.

Group polarization explains that...
   a) Group decisions can go both in the more risk taking, and in the more cautious direction.
   b) Group decisions tend to be more risk taking than individual ones.
   c) Groups are more cautious than individuals.
   d) Groups have more extreme opinion on basically anything.

We talk about groupthink, in case of
   a) a failed decision only.
   b) a successful decision only.
   c) the polarization of opinions.
   d) political decisions only.

What are the conditions of groupthink?
   a) High level of cohesion, homogenous group membership, unclear procedures, high pressure.
   b) Presence of experts, a strong leader, lack of deadlines.
   c) Lack of alternatives, clear conditions for decision making, low pressure
   d) Lack of expertise in the group, weak leader and strong opposition.

Helen was asked to fill out a short questionnaire while she waited for the bus. When she finished it, she was asked to help carrying the box of questionnaires to the office two streets away. She also agreed to that, although it meant that she missed her bus, and had to wait another hour for the next one. Why did she do that?
   a) When a person complies to do a little favour, he or she will be more likely to accept a larger request as well.
   b) People are more willing to comply to a high prestige person’s request than one coming from a low prestige person.
   c) When people agree to do something, it is unlikely that they will later change their minds.
   d) If people open the door for you, it is likely they will also be willing to donate to a good cause.

In Asch’s conformity experiment, respondents gave the wrong answers ....
   a) in one third of the time.
   b) in two third of the time.
   c) whenever they had confederates.
   d) whenever they did not have confederates.

The purpose of Sherif’s conformity experiment was to show...
   a) how group norms are formulated.
   b) that people are willing to comply to others, even if they know the correct answers.
   c) people often change their opinion based on the influence of others.
   d) the normative influence of others.
What is the result of Asch’s conformity experiment, if replicated in more collectivist cultures?

a) People show higher level of conformity.
b) Women show lower level of conformity in these countries than men.
c) Culture is irrelevant to the experiment.
d) The presence of confederates is stronger than in individualistic cultures.

People in general assume that others would behave the same way they do. This phenomenon is called:

a) the false consensus effect
b) normative conformism
c) informational influence
d) fundamental conformity error

Some social psychologists argue that minority influence takes place the same way as the influence of majority. Which explanation serves this argument?

a) Minority and majority influence are both dependent on consistency and credibility of the sources
b) Minority and majority influence do not differ from one another, because people tend to focus on the message rather than the source.
c) Minority and majority influence are similar to one another with regard to the congruence with the prevailing view.
d) Change of opinion as a result of minority or majority influence are similar because they are equally difficult to admit.

Variations of the Milgram experiment were carried out in search of...

a) moderating effects of obedience.
b) new forms of obedience.
c) moderating effects of opinion change.
d) new forms of conformism.

Only a minority of respondents resisted giving severe shocks to the “student” in the Milgram experiment.

a) This above statement is true.
b) The above statement is false.
c) The above statement was only true in the experimental setting where the student was near the research participant.
d) The above statement was only true in the experimental setting where the research participant held the hand of the student to the shock generator.

What was the outcome of cross-cultural testing of Milgram’s experiment?

a) Results were similar across cultures.
b) People in collective cultures show significantly higher levels of obedience.
c) Women resisted giving deadly shocks to a greater extent than men.
d) Obedience to malicious order was practically non-existent in African cultures.

Which one of the following is NOT listed among the sources of power identified by French and Raven?

a) Authoritarian power
b) Coercive power
c) Referent power
d) Expert power
e) Legitimate power
Why are “free gifts” useful ways to increase compliance?
   a) Because reciprocity plays an important role in compliance.
   b) Because of the underlying concepts of the foot-in-the-door technique.
   c) Because of the unwillingness to let other people control our lives.
   d) Because of the underlying concepts of the door-in-the-face technique.

The door-in-the-face technique works, because ...
   a) ... people feel bad or guilty about not complying to the original request.
   b) ... people feel they should only comply to small requests coming from strangers.
   c) ... people want to achieve a consistent self-concept.
   d) ... people react negatively to exploitation.

Conformity experiments using ambiguous stimuli demonstrate ... influence.
   a) informational
   b) normative
   c) authoritarian
   d) democratic.

Social loafing explains which of the following concepts?
   a) Productivity loss in groups.
   b) Productivity gain in groups.
   c) Conformism.
   d) Non-conformism.

Brainstorming is not necessarily the best way to come up with an innovative solution to a problem. Which phenomenon explains this?
   a) Evaluation apprehension
   b) Self-categorization
   c) Group-polarization
   d) Groupthink

A group of tourists are discussing entering an avalanche zone. Most of the group are mildly cautious about it, but after a short discussion they take a risky shift, and decide to enter. Which concept clarifies the mechanism behind the shift?
   a) Group-polarization
   b) Conformism
   c) Normative influence
   d) Groupthink

In which of the following settings of Asch’s conformity experiment did the level of conformity significantly drop?
   a) When the unanimity of the majority was disturbed.
   b) When the size of the majority was raised from three to five.
   c) When the size of the majority was raised from five to seven.
   d) When the confederate was male.
How did respondents feel toward confederates in the Asch’s conformity experiments?
   a) They felt a sense of closeness and confidence toward them.
   b) They felt anger and outrage.
   c) They thought confederates had lower than average intelligence.
   d) They felt guilt toward them.

What is the order of the effect size of conformity in the variations of the Asch experiment? (lower to higher conformity)
   a) extreme confederate, moderate confederate
   b) moderate confederate, extreme confederate
   c) three majority members, moderate confederate
   d) five majority members, extreme confederate

How many subjects remained completely independent in the Asch experiment?
   a) one fourth
   b) half
   c) one third
   d) two third

Asch found that people were ___________ in complying to the majority or remaining independent.
   a) fairly consistent
   b) completely inconsistent
   c) consistent to about halfway
   d) inconsistent to about halfway

Statement analysis

R1. Group think occurs more frequently than originally thought, because commitment to the group can reduce members’ willingness to contradict the group.
   untrue, true, connection untrue

R2. Majorities are characterized by convergent thinking, because it is typically minorities who are more creative and think more diversely.
   true – true – connection untrue.

R3. Social facilitation is an irrelevant concept to group performance, because social facilitation can occur in dyads.
   untrue, true, connection untrue

R4. The common knowledge effect is unfavourable to group problem solving, because groups have a tendency to disregard information which is not shared by the group.
   true, true, true

R5. The level of conformity dropped to 9% when an extremist dissenter was present in the Asch experiment (one who picks the answer most in error), because it freed the respondent from conformity to a greater level than a moderate confederate did.
   true, true, true
<table>
<thead>
<tr>
<th>Pairing</th>
<th>Normative influence</th>
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<tbody>
<tr>
<td>Solomon Asch</td>
<td>Normative influence</td>
</tr>
<tr>
<td>Muzafar Sherif</td>
<td>Informational influence</td>
</tr>
<tr>
<td>Kurt Lewin</td>
<td>Attitude change with the help of group norms</td>
</tr>
<tr>
<td>Serge Moscovici</td>
<td>Minority influence</td>
</tr>
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SOCIAL IDENTITY AND INTERGROUP RELATIONS

Which of the following make(s) social group membership more accessible?
   a) minority position
   b) presence of other in-group members
   c) cooperation with other groups
   d) both cooperation with other groups and presence of other in-group members

Self-categorization...
   a) responds to the changing perceptual context.
   b) distinguishes the self from the group.
   c) is a concept of Henri Tajfel.
   d) is an attribution process.

Social identity theory is based on
   a) social categorization
   b) self-enhancement motivative
   c) both social categorization and self-enhancement motivative
   d) neither social categorization nor self-enhancement motive

Out-group homogeneity may be explained by
   a) the motivation to get individuated information about those who we depend on.
   b) the constrained nature of usual interactions with the outgroup.
   c) the little help that we get from people in other groups.
   d) perceiving the self as a prototypical member of the ingroup.

The minimal intergroup condition...
   a) is based on mere categorization.
   b) leads to outgroup preference.
   c) eliminates evaluative differences between groups.
   d) is studied by Muzafer Sherif in his Robbers Cave Experiment.

Participants of a minimal intergroup situation...
   a) maximize their own group’s outcome.
   b) maximize the difference between the two groups.
   c) minimize the outcome of the other group.
   d) minimize the outcome of their own group.

Slavery in the United States was a good example of:
   a) moral exclusion.
   b) prisoner’s dilemma.
   c) jigsaw model.
   d) role distancing.

In the Steele and Aronson (1995) experiment stereotype threat was induced by
   a) giving a difficult test to the participants.
   b) identifying the participants skin color explicitly.
   c) frustration from being unable to solve the extremely difficult tests.
   d) a negative feedback on performance.

What is the price a person often pays for belonging to a stigmatized group?
   a) fear of height
   b) decreased self-esteem
   c) to be prejudiced more towards the majority
   d) higher demands on performance
How can members of a stigmatized group preserve their self-esteem?

a) by attributing negative evaluations to others' prejudice
b) by identifying more with the stigmatized group
c) by avoiding intergroup conflict
d) by emphasizing intergroup comparisons

How can members of a stigmatized group preserve their self-esteem?

a) by identifying with the majority group
b) by establishing a comparison between minority and majority group
c) by considering oneself as a prototypical member of the stigmatized group
d) by regarding intergroup relations as legitimate.

“Black is beautiful!” is a good example for

a) social creativity
b) social competition
c) disidentification with the minority group
d) recategorization

Which of the following coping strategies presumes that intergroup hierarchy is questioned in society?

a) social competition
b) social creativity
c) establishing social distance
d) assimilation

Which of the following coping strategies presumes that group boundaries are permeable?

a) disidentification
b) social competition
c) social creativity
d) restricted social comparison

How did the mere fact of assigning participants to unknown artificial groups, influence their self-esteem (Lemyre and Smith, 1985)?

a) increased participants self-esteem
b) did not change participants self-esteem
c) decreased participants self-esteem


a) social context
b) cognitive processes
c) both social context and cognitive processes
d) neither social context nor cognitive processes

Compare Katz and Braly (1933) conception of stereotypes to that of Haslam et al (1992).

a) Katz and Braly consider stereotypes as flexible, while Haslam et al consider them as rigid.
b) Katz and Braly consider stereotypes as rigid, while Haslam et al consider them as flexible.
c) Both studies show that stereotypes are rigid cognitive schemas.
d) Both studies prove that stereotypes are flexible constructs depicting changing social reality.

Haslam et al (1992) argue for stereotype change is a product of......

a) change in intergroup relations.
b) personality development.
c) persuasion.
d) more elaborate information processing.
What influenced the stereotype of Americans in the Persian Gulf Conflict as documented by Haslam et al (1992)?
   a) comparison with other nations involved in the conflict
   b) changes during the course of intervention
   c) both comparison with other nations and changes during the conflict
   d) neither comparison with other nations nor changes during the conflict

Which theory explains the results of the Haslam et al (1992) study best where stereotypes were collected about nations involved in the Persian Gulf Conflict?
   a) self-categorization theory
   b) realistic conflict theory
   c) system justification theory
   d) social identity theory

When studying stereotype threat, Steele (1997) finds that school success depends on:
   a) verbal intelligence.
   b) general competencies.
   c) others’ expectations about future performance.
   d) social loafing

Stereotype threat is
   a) when negative expectations of others inhibit the performance of a minority group.
   b) when persons with egalitarian views control their stereotyping.
   c) when a member of a stigmatized group denies the negative stereotypes about the group.
   d) the negative emotions associated to a stereotype.

Steele and his colleagues showed that:
   a) African Americans performed worse in maths tests when under stereotype threat.
   b) women performed worse in verbal tests when under stereotype threat.
   c) women performed better in maths tests when under stereotype threat.
   d) women performed worse in maths tests when under stereotype threat.

Steele found that minority students’ school achievement is lower even in middle and upper socioeconomic classes. How did he explain this?
   a) Past socioeconomic disadvantage explains the gap.
   b) Inherited genetic differences explain the gap.
   c) Cultural differences explain the gap.
   d) Competence ascribed to certain social roles explain the gap.

Steele refers to different results about the relation self-esteem to school achievement. Which is true from the following statements?
   a) Self-esteem of minority group members is as high as that of nonstigmatized groups.
   b) Stereotype-related anxieties tend to call compensatory mechanisms (e.g. grandiosity) into function that provide means for adaptation to mainstream school environment.
   c) Stronger identification with the domain will help the student to rescue from identity threat as the pressure for adaptation will be decreased in this way.
   d) Stigmatized people evaluate the domain higher from which they had negative feedbacks, they cope with identity threats through this accentuated identification.
Statement analysis
a, First statement and following explanation are both true and they are logically related.
b, First statement and following explanation are both true but they are not related.
c, First statement is true but following explanation is false.
d, First statement is false but following explanation is true in itself.
e, First statement and following explanation are both false.

Social Identity Theory emphasizes the role of cognition in intergroup relations because it shows the role of limited capacity in information processing.
   a) First statement and following explanation are both true and they are logically related.
   b) First statement and following explanation are both true but they are not related.
   c) First statement is true but following explanation is false.
   d) First statement is false but following explanation is true in itself.
   e) First statement and following explanation are both false.

We cannot distinguish in-group favoritism from out-group hostility in a minimal group experiment, because people did not discriminate between groups when allocating negative outcome.
   a) First statement and following explanation are both true and they are logically related.
   b) First statement and following explanation are both true but they are not related.
   c) First statement is true but following explanation is false.
   d) First statement is false but following explanation is true in itself.
   e) First statement and following explanation are both false.

Joe praises the members of his basketball team even if he knows little about them because ingroup members are liked as they represent the valued group.
   a) First statement and following explanation are both true and they are logically related.
   b) First statement and following explanation are both true but they are not related.
   c) First statement is true but following explanation is false.
   d) First statement is false but following explanation is true in itself.
   e) First statement and following explanation are both false.

Pair the image types with their definition!
_ _ – barbarian
  1) strong, rival, no prestige
_ _ – enemy
  2) similar, rival, equal prestige
_ _ – friend
  3) similar, supporting, equal prestige
_ _ – imperialist
  4) strong, rival, high prestige

Pair the concepts with names!
_ _ – John C. Turner
  1) Self-Categorization Theory
_ _ – Henri Tajfel
  2) Social Identity Theory
_ _ – Cialdini
  3) Bask in the reflected glory
_ _ – Steele
  4) Stereotype threat
CONFLICT AND CONFLICT MANAGEMENT

What is a necessary minimal basis for intergroup conflict in Sherif’s view?
   a) differences in physical appearance of group members
   b) conflicting interests
   c) socioeconomic differences between groups
   d) cultural differences between groups

A jigsaw model builds on the following two theories:
   a) social dominance theory and system justification theory
   b) contact hypothesis and realistic conflict theory
   c) social role theory and social comparison theory
   d) relative deprivation theory and self-categorization theory

Sherif induced intergroup prejudice by ............... that was explained by the ................. theory in his field experiment.
   a) competition — realistic conflict
   b) social categorization — social identity
   c) mutual interdependence — social comparison
   d) social comparison — relative deprivation

Which is not a limited “natural resource” for which realistic group conflict theory predicts a conflict?
   a) land
   b) jobs
   c) leisure time (working time)
   d) prestige

If you were a nurse in a hospital, who would you most probably compare your salary with according the relative deprivation theory?
   a) the manager of the hospital
   b) a shop assistant
   c) a plumber
   d) kindergarten teacher

What explains the results of the Deutsch and Krauss (1960) experiment when both participants had the means to punish the other?
   a) minimax rule
   b) relative deprivation theory
   c) realistic conflict theory
   d) competition for prestige

Which experiment supports the statement that the use of aggression is usually counterproductive among equally powerful nations in international relations?
   a) Haslam et al (1992) study about stereotyping nations involved in the Persian Gulf Conflict
   b) Deutsch and Krauss (1960) experiment of two rival trucking company
   c) Tajfel’s (1970) minimal group experiment
   d) Aronson’s (1971) jigsaw classroom technique

Which of the following examples involves biased attribution in producing a polarized perception?
   a) in-group is seen as morally superior
   b) out-group is seen as less competent
   c) aggressive behaviour of the in-group is seen to be dictated by the situation
   d) leader of the out-group is seen as diabolic
Tetlock and his colleagues found that former U.S. and Soviet leaders portrayed each other ....... in times of acute crisis during the cold war.
   a) by counter stereotypic terms
   b) in a simplistic way
   c) as morally superior
   d) acknowledging areas of agreement

Neither the Soviets nor the Americans perceived fear as a major motivation for the other’s increased military spending during cold war. What mechanism can explain this?
   a) relative deprivation
   b) biased attribution
   c) polarized perception
   d) moral exclusion

Which leaders showed more competitiveness in managing intergroup conflict in Rabbie and Bekkers (1978) experiment?
   a) authoritative leaders
   b) leaders of homogenous groups
   c) leaders with shaky ingroup position
   d) unsuccessful leaders

By using threats to deter the other party, a government makes war ......... in international relations.
   a) more likely
   b) less likely
   c) faster
   d) slower

Group-based emotions
   a) are predominantly positive in intergroup relations.
   b) trigger the values cherished by the group.
   c) often lead to divergent thinking and creativity in intergroup situations.
   d) lead to felt separation of individuals from their own group.

What may lead to “final solution” of an intergroup conflict by attempts to eliminate members of the outgroup?
   a) moral outrage felt by discrimination
   b) difference in power between the groups
   c) individuation in perceiving members of the outgroup
   d) perceived incompetence of the outgroup.

Why did Aronson’s Jigsaw technique help to decrease prejudice?
   a) because promoting personal encounters
   b) because of establishing interdependence in mixed groups
   c) both because of promoting personal encounters and because of establishing interdependence
   d) neither because of promoting personal encounters nor because of establishing interdependence

Which of the following solutions needs a third party intervention in resolving intergroup conflict?
   a) GRIT model
   b) mediation
   c) pursuit of superordinate goals
   d) forming more inclusive in-groups

Which of the followings is an important element of system justification theory:
   a) dominance orientation
   b) belief in a just world
   c) competition
   d) self-justification
In Jost and Burgess’ (2000) first study, members of a low status group showed:
   a) More in-group ambivalence than those in high status group.
   b) Less in-group ambivalence than those in high status group.
   c) No in-group ambivalence at all.
   d) Same in-group ambivalence than those in high status group.

The system-justification theory builds on an earlier observation made by Lewin (1941), Clark and Clark (1947) which can be labeled as:
   a) self-hatred
   b) self-esteem
   c) stigma
   d) in-group favouritism

The difference between status relevant and irrelevant traits in Jost and Burgess (2000) resembles the dichotomy of a stereotype model. This parallel dichotomy is between:
   a) competence – warmth
   b) negative – positive traits
   c) individuation – categorization
   d) egoistic – fraternalistic relative deprivation

Which theory predicts that members of a low status group will prefer the out-group in status relevant dimensions if the social hierarchy is seen as legitimate?
   a) system justification theory
   b) social identity theory
   c) both social identity and system justification theories
   d) neither social identity nor system justification theories

Social dominance theory ...
   a) uses an evolutionary explanation.
   b) emphasizes the concept of „false consciousness”.
   c) both uses an evolutionary explanation and emphasizes “false consciousness”
   d) neither uses an evolutionary explanation nor emphasizes “false consciousness”

Who used an individual difference measure of social dominance orientation in their research as reported in our further readings?
   a) Jost and Burgess (2000)
   b) Pratto and colleagues (1994)
   c) both Jost and Burgess (2000) and Pratto and colleagues (1994)
   d) neither Jost and Burgess (2000) nor Pratto and colleagues (1994)

High social dominance orientation predicts:
   a) planning a carrier in social work
   b) belief in meritocracy
   c) interpersonal dominance
   d) authoritarianism

Pratto and colleagues (1994) distinguished social dominance orientation from political conservatism in some respects. Which aspect of political conservatism will not be covered by SDO?
   a) nationalism
   b) belief in law and order
   c) militarism
   d) religiosity
Statement analysis
a, First statement and following explanation are both true and they are logically related.
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e, First statement and following explanation are both false.

Groups tend to be more peaceful and less competitive than individuals, because people wish to differentiate between groups in order to reach a positive social identity.
Low status groups have an ambivalent in-group evaluation because they strive for a general belief in a just world.
Intergroup competition resolves conflicts over scarce resources because cooperation makes the out-group a source of rewards rather than punishments.

Connect the names with their concepts (write the number on the appropriate line)!

__ social dominance theory 1 – Sidanius & Pratto
__ social identity theory 2 – Tajfel & Turner
__ system justification theory 3 – Jost & Banaji
__ realistic conflict theory 4 – Campbell & Sherif

Which statement is related to the following notions?

__ relative deprivation 1 – Satisfaction is derived from social comparison.
__ social competition 2 – The goal is a positive self-esteem that is a result of a positivity bias in intergroup comparison.
__ realistic conflict 3 – Prejudice results from competition for scarce resources.
Who was an influential forerunner of societal psychology?
   a) Floyd Allport – models of social facilitation
   b) Muzafer Sherif – realistic conflict theory
   c) Solomon Asch – conformity studies
   d) Kurt Lewin – action research

What other discipline, approach has influenced societal psychology?
   a) physics
   b) evolutionary thought
   c) studying language and culture
   d) game theory

What did Moscovici emphasize as another important factor of social interactions, counterbalancing conformity?
   a) social representation
   b) individuation
   c) the role of authority
   d) innovation

What did Himmelweit emphasize societal psychologist should use as a basis for their concepts?
   a) mechanisms of a homo oeconomicus
   b) dynamic conceptual frameworks, models for specific cases
   c) the interactive system of a biological niche
   d) nomothetical explanations for social behaviour

What should societal psychology emphasize according to Himmelweit?
   a) basic research
   b) applied research
   c) interrelations between basic and applied research
   d) independence of basic and applied research

What is a major drawback of laboratory experiments according to societal psychology?
   a) lack of internal validity
   b) lack of reliability
   c) filter out individual history
   d) do not permit inference about causality

“We do not only experience reality we also invent it” – which social psychological theory was described by Himmelweit in this sentence?
   a) Social Representation Theory
   b) System Justification Theory
   c) Cognitive Dissonance Theory
   d) Illusory Correlation Theory

If cognitive processes are considered as fundamental to individual representation, what would the fundamental processes of social representation be?
   a) communication
   b) motivation
   c) social comparison
   d) deindividuation
The British public changed its social representation of the Falkland islanders almost overnight during the English-Argentine conflict. This illustrates a characteristic of social representation from the followings:

a) Social representations are dynamic in nature: they emerge, may be discarded, and reemerge again.
b) Social representations belong to a group of people (eg. islanders) not understood by others completely.
c) Social representations are originated in intergroup conflict.
d) Social representations have core and periphery.

What was found as a characteristic of private grammar schools by Himmelweit?

a) Results registered years after graduation were defined by the demographic characteristics of the highly selected newcomers in grammar schools.
b) Grammar schools proved to be strong systems that had long lasting effect on later performance.
c) Grammar schools turned to be weak systems that did not influenced the occupational success of its’ students.
d) Grammar schools did not differ from other secondary modern schools.

What is a major methodological criticism against Rokeach Value Survey?

a) The scale does not have reversed items.
b) It requires unusual awareness of one’s own value preferences because of the many values listed and the rank ordering task.
c) It does not reflect on previous research that had been mainly done in philosophy.
d) It allows the same responses for many values therefore makes it hard to compare their importance.

What is characteristic of postmodern societies according to Inglehart?

a) focus on physical survival
b) traditional authority
c) well-being is a major goal
d) achievement motivation

How can we resist authority influence?

a) by activating contradicting norms
b) by heuristic processing
c) by using mediation
d) by applying groupthink

What is characteristic of innovation as a mode of adaptation in Merton’s theory of deviance?

a) accepting institutional means
b) accepting cultural goals
c) rejecting institutional means
d) innovation initiates social change

What is not characteristic of a figurative nucleus in Social Representation Theory?

a) It has a figurative aspect.
b) It is in the center of representation.
c) It has little connection to the periphery.
d) It is stable over time.

Hunyady (1998) identified the “trait profile” and evaluative charge as two aspects of national stereotypes.

a) The regime change reshaped the national stereotype of “Russians” in a way that evaluative charge did not, only the trait profile changed.
b) The regime change reshaped the national stereotype of “Russians” in a way that trait profile did not, only the evaluative charge changed.
c) It was remarkable that neither the overall evaluation nor the cognitive content in trait profiles of “Russians” changed during the fall of communism.
d) Both aspects of the Russians national stereotype changed a lot from 1981 to 1991.
Hunyady (1998) in a comparison of national surveys conducted before and after the regime change in Hungary, managed to show:

a) Overall evaluation of out-groups and the national in-group did not change during the regime change.
b) The evaluation of the national in-group increased from 1981 to 1991.
c) Trait profiles turned out to be more stable than evaluations.
d) The evaluative charge of Hungarians (as the respondents own nation) changed the least during these historic social changes.

Hunyady’s (1998) research...

a) had an experimental design in studying stereotypes.
b) had a quasi experimental design in studying stereotypes.
c) followed a qualitative research strategy in studying stereotypes.
d) compared national samples from Central-Eastern Europe to assess the effects of democratic changes.

Hunyady (1998) found that the national in-group was...

a) preferred by Hungarians against all other nations.
b) seen with a similar ambivalence than what was showed in minority groups by other researchers.
c) evaluated similarly during the decades that passed.
d) less stable in its “trait profile” than in the overall evaluation.

Hunyady studied the perception of social categories in different areas, which of the following was not among them?

a) nations
b) social class, occupation
c) historical periods
d) gender

What is the role of collective symbolic coping?

a) It prevents undesirable outcomes of technological innovation.
b) It describes how mass media uses modern technology.
c) It shows how whole societies understand new technological innovation.
d) It is a way of using symbols for coping in a minority position.

A common effort of governments and public services in detecting and averting the potential harms posed by technological innovation is called by Wagner and colleagues (2002) as:

a) collective material coping
b) collective symbolic coping
c) anchoring
d) objectification

Wagner et al (2002) start from the assumption that the public sphere of societies is held together by....

a) mass media.
b) political parties.
c) governments.
d) scientists.

Wagner et al (2002) showed that imaginary beliefs are...

a) independent from pre-existing knowledge.
b) positively correlated with pre-existing knowledge.
c) negatively correlated with pre-existing knowledge.

Wagner et al (2002) found that collective symbolic coping is best indicated by...

a) agreement levels.
b) rejection levels.
c) don’t know levels.
Statement analysis
a, First statement and following explanation are both true and they are logically related.
b, First statement and following explanation are both true but they are not related.
c, First statement is true but following explanation is false.
d, First statement is false but following explanation is true in itself.
e, First statement and following explanation are both false.

Himmelweit considers health psychology as a good example for a multilevel approach in societal psychology because it integrates a diversity of sources in scientific inquiry (e.g. epidemiological statistics, comparative analyses, everyday practices of professionals, of public).

Hunyady (1998) found that evaluation of the Hungarian national in-group increased considerably, because the whole country became conscious of its marginal position between the East and the West during the change of regime.

In analyzing national stereotypes, Hunyady showed that the evaluation of groups is less influenced by societal changes

Which statement is related to the following notions?
1. propagation  
2. propaganda  
3. diffusion

What is the keyword connected to the following value researches?
1. Rokeach  
2. Schwartz  
3. Inglehart