

Introduction to Social Psychology: A European Perspective (third edition, 2001)

MCQs for Chapter 1: Introducing Social Psychology Historically

Carl F. Graumann

1. In everyday conversation, the inner, mental (conscious as well as unconscious) dynamics attributed to individuals, groups, types, institutions and peoples is referred to as
(a) personality (b) psychology
(c) psychoanalysis (d) sociology
2. The approach to the study of social behaviour which relies on the study of individual experience and behaviour is called
(a) socio-centred (b) individuo-centred
(c) ego-centred (d) ethno-centred
3. In the approach, social structures are major determinants of individual experience and behaviour.
(a) socio-centred (b) self-centred
(c) individuo-centred (d) psycho-centred
4. The doctrine that emphasizes the rights, values and interests of the individual, from which all rights and values of society have to be derived and justified is called
(a) individual differentiation (b) individuosocialism
(c) individuocentrism (d) individualism
5. is the doctrine that every activity is motivated by the desire for pleasure and the avoidance of pain.

- (a) Indolism (b) Instrumentalism (c) Epicurism (d)
Hedonism

6. Which of the following is the doctrine in which knowledge should be

verified by scientific methods?

- (a) positivism (b) empiricism
(c) utilitarianism (d) experimentalism

7. Which theory stressed the adaptive function of human behaviours in their social environment?

- (a) evolutionary (b) instrumental
(c) developmental (d) behaviourist

8. was a German school, which flourished from the eighteenth to the early twentieth century. It stressed the way in which a community shapes its members, especially through the medium of language.

- (a) Gestalt psychology (b) Völkerpsychologie
(c) Zeitgeist (d) Wundtpsychologie

9. Early approaches to revolved around the concept of mental contagion and the idea that gatherings of individuals rapidly become irrational, primitive irresponsible mobs.

- (a) Freudian psychology (b) Völkerpsychologie
(c) authoritarian psychology (d) crowd psychology

10. Modern social psychology may be dated from around

- (a) 1930 (b) 1880 (c) 1920 (d) 1900

11. Which of the following statements is true?

- (a) F. H. Allport is often credited with introducing scientific experiments into American social psychology around 1924.
(b) F. H. Allport is often credited with introducing field studies into American social psychology around 1924.
(c) F. H. Allport is often credited with introducing European methods into American social psychology around 1924.

(d) F. H. Allport is often credited with introducing attitude measures into American social psychology around 1924.

12. Around the time of World War II, Lewin's action research emphasized

- (a) social issues and context (b) personality and social psychology
- (c) reliability and validity (d) ethics and validity

13. Lewin's approach, which emphasized the primacy of the whole over the parts, was called

- (a) cognitive theory (b) field theory
- (c) gestalt theory (d) personality theory

14. After World War II, social psychology in America saw a change from a behavioural to a viewpoint.

- (a) functional (b) cognitive
- (c) developmental (d) action-oriented

15. In which of the following years was the European Association of Experimental Social Psychology founded?

- (a) 1986 (b) 1976 (c) 1966 (d) 1956

16. In Europe, Tajfel and Moscovici advocated a more social psychology during the 1960s and 1970s.

- (a) social (b) experimental (c) British (d) American

17. Compared with European social psychology American social psychology tended to be more

- (a) politically oriented (b) laboratory-oriented
- (c) action-oriented (d) practically oriented

18. Traditionally speaking, key interests of European social psychology include

- (a) social influence (b) social experiments
- (c) social information processing (d) social policy

19. Shared emphasis on the social construction of reality, including

..... is currently reducing traditional differences between American and European social psychology.

- (a) scientific knowledge (b) politics
- (c) sociology (d) sociobiology

20. Which of the following of Moscovici's theories was greatly influenced by Durkheim's theories?

- (a) social influence (b) social representations
- (c) social engineering (d) social inhibition

MCQs for Chapter 2: Evolutionary Social Psychology

John Archer

1. The seminal principle underpinning evolutionary social psychology

is the principle of

- (a) cooperation of the fittest (b) natural selection
- (c) reciprocal altruism (d) survival of the strong

2. Which of the following sorts of advantage does natural selection confer on individuals who possess natural variations in an environment to which they are well adapted?

- (a) survival (b) reproductive (c) social (d) group

3. What is the name of the discipline in which Darwin's theory of natural selection is applied to explain the origins and maintenance of social behaviour?

- (a) biopsychosociology (b) animal behaviour
- (c) behavioural psychology (d) evolutionary psychology

4. An individual's ability to leave a greater proportion of its genes in succeeding generations than other individuals is known as his or her

.....

- (a) fitness (b) inclusive fitness
- (c) reproductive strategy (d) reciprocal mating

5. Which of the following terms refers to the possession of characteristics which enable the organism to survive and reproduce better than organisms with other characteristics?
 (a) adaptation (b) survival (c) success (d) altruism
6. Which of the following types of behaviour increases another's fitness?
 (a) competitive (b) adaptive (c) altruistic (d) maladaptive
7. The proportion of shared genes above those shared with unrelated individuals is defined as the
 (a) coefficient of fitness (b) coefficient of relatedness
 (c) coefficient of inclusiveness (d) coefficient of correlation
8. An individual's inclusive fitness may be increased by an act which reduces his or her own fitness, provided his or her benefit by a greater amount.
 (a) friends (b) social group (c) mates (d) relatives
9. Genes which lead to reciprocal altruism can be evolutionarily fit if an individual carrying out an altruistic act can rely on its to return the favour.
 (a) donor (b) beneficiary (c) relative (d) observer
10. Which of the following statements is true?
 (a) Child abuse is more likely to occur in families which contain two natural parents.
 (b) Child abuse is more likely to occur in families which contain two unfaithful parents.
 (c) Child abuse is more likely to occur in families which contain one natural and one step-parent.
 (d) Child abuse is more likely to occur in families which contain two adoptive parents.
11. In evolutionary biology, what name is given to the process whereby an animal obtains greater (or fewer) of the resources necessary for survival and reproduction than another?

- (a) competition
- (b) cooperation
- (c) cuckoldry
- (d) collaboration

12. In evolutionary biology, is greater for women.

- (a) parental time
- (b) parental love
- (c) parental investment
- (d) parental involvement

13. Differences in levels of parental investment between males and females has led to the evolution of different in accessing and choosing mates.

- (a) desires
- (b) strategies
- (c) needs
- (d) choices

14. Generally speaking, which of the following reproductive strategies is likely to maximize male fitness?

- (a) minimizing the number of offspring fathered.
- (b) protecting offspring fathered.
- (c) maximizing the number of offspring fathered.
- (d) abandoning offspring fathered.

15. Because it is difficult for a man to be sure that he is the father of his wife's children, a fear of cuckoldry might have evolved, leading to various psychological mechanisms, such as to avoid it.

- (a) male fantasy
- (b) male supremacy
- (c) male dominance
- (d) male jealousy

16. Which of the following terms describes a mating system comprising one female and several males?

- (a) monogamy
- (b) duandry
- (c) polyandry
- (d) polygyny

17. Males' mate selection criteria often correlate with predictors of female

- (a) potential as provider
- (b) reproductive health
- (c) waist-to-hip ratio
- (d) attractiveness

18. Fluctuating asymmetry provides an external marker of

- (a) developmental instability
- (b) power
- (c) mate selection criteria
- (d) inclusive fitness

19. In some herding societies, a 'culture of honour' among men is based on the principle of for the slightest challenge.
(a)retaliation (b) reward (c) selection (d) congratulation
20. Which of these predictions about young men follows from evolutionary psychology?
(a) young men will tend to challenge cuckolds
(b) young men will tend to take risks
(c) young men will tend to cooperate
(d) young men will tend to be altruistic

MCQs for Chapter 3: Developmental Social Psychology

Kevin Durkin

1. Which of the following considerations are essential for a full scientific understanding of changes and continuities in social competencies and frequently have relevance for understanding adult functioning?
(a) developmental (b) methodological
(c) objective (d) scientific
2. What is the name of the process whereby people acquire the rules of behaviour and the systems of beliefs and attitudes that equip them to function effectively as members of their society.
(a) conditioning (b) interactions (c) socialization (d) birth
3. The early view that socialization had to be imposed on the developing child has been superseded by the Model, in which the child is seen as an active participant in joint behaviours that are essential to its own social development.
(a) Piagetian (b) Skinnerian (c) Mutuality (d) Freudian
4. The advent of enabled researchers to observe infant-caregiver interactions more closely.
(a) video-recording (b) computers
(c) the cognitive interview (d) the Strange Situation

5. may be defined as an enduring emotional tie between one person and another.
- (a) Emotion (b) Affectation
(c) Conation (d) Attachment
6. Attachment functions to maintain an infant's proximity to its caregiver thereby promoting a for cognitive and social development.
- (a) theory (b) secure base (c) model (d) goal
7. What is the name of the standardized procedure to observe infants' behaviour when they were briefly separated, then reunited with their mothers (or main caregivers), which was developed by Ainsworth et al. (1978)?
- (a) Gestalt approach (b) Strange Situation
(c) socialization test (d) laboratory paradigm
8. What is the type of attachment in which a child shows relatively little distress on parting, but disinterest in interaction with its mother at reunion?
- (a) anxious/avoidant (b) anxious/ambivalent
(c) securely attached (d) unattached
9. Chomsky suggested that are too complex to be learned in a few years and therefore must reflect the innate structure of human minds.
- (a) grammatical structures (b) social norms
(c) vocabularies (d) emotional concepts
10. Social aspects of language development were not widely studied during the 1970s because of evidence that children's language developed according to rather than their experiences with adults.
- (a) theories of mind (b) intelligence (c) proximal zones (d) rules
11. During processes, speakers adjust their speech styles to converge or diverge from their interactants.

- (a) mutuality (b) cooperative
(c) speech accommodation (d) social facilitation

12. Brown's (1973) studies of language acquisition in social contexts highlighted the importance of reciprocity, adult support and the nature of

- (a) linguistic input (b) grammar
(c) sexist language (d) children

13. Piaget theorized that the non-conserving child fails to reverse transformations and to

- (a) overgeneralize (b) decentre (c) attend (d) develop

14. Which of the following statements is true?

- (a) Doise et al. (1975) discovered that children gained insights into conservation through social influences such as cognitive competition with peers.
- (b) Doise et al. (1975) discovered that children gained insights into conservation through social influences such as emotional disagreement with peers.
- (c) Doise et al. (1975) discovered that children gained insights into conservation through social influences such as cooperation with peers
- (d) Doise et al. (1975) discovered that children gained insights into conservation through social influences such as socio-cognitive conflict with peers.

15. Which of the following terms did Vygotsky use to define the distance between what a child can do unaided and what he or she can do with collaboration or guidance?

- (a) developmental envelope (b) latitude of acceptance
(c) secure base (d) zone of proximal development

16. Which of the following do children have to build in order to predict and understand others' behaviour?

- (a) theory of behaviour (b) theory of prediction
(c) theory of attribution (d) theory of mind

17. refers to the awareness that social judgements of us may reflect our associations with other people.
- (a) Extended identity (b) Social identity
(c) Theory of identity (d) Personal identity
18. Although six-year-old children's knowledge of different countries was minimal, Tajfel and Jahoda (1966) found children's was well established
- (a) social intelligence (b) affective orientation
(c) ethnic identity (d) cultural construct

MCQs for Chapter 4: Methodology in Social Psychology
Antony S. R. Manstead and Gun R. Semin

1. Procedures for gathering information in social psychology are known as
- (a) methods (b) experiments (c) scenarios (d) research
2. A set of abstract concepts, together with propositions which specify the relationships between them, is called a
- (a) variable (b) construct (c) model (d) theory
3. A proposed explanation for observed relationships between events is called a
- (a) construct (b) demand characteristic (c) fact (d) hypothesis
4. What is the difference between a quasi-experiment and a field experiment?
- (a) the type of setting (b) random allocation of subject
(c) representativeness of subject sample (d) use of observational methods
5. The generalizability of an observed relationship beyond the specific circumstances under which it was observed by the researcher is referred to as
- (a) representativeness (b) internal validity
(c) external validity (d) construct validity
6. Which of the following types of experimental scenarios are typically

- employed during quasi-experiments?
- (a) valid (b) laboratory (c) natural everyday life
(d) controlled
7. In which type of research methods do researchers have relatively high control over the setting and can randomly allocate participants to conditions?
- (a) surveys (b) quasi- experiments
(c) observations (d) experiments
8. In a experimental design, the interaction between two or more independent variables may be examined.
- (a) factorial (b) randomized (c) controlled (d) blocked
9. The extent to which a measured variable really captures the underlying construct is called the
- (a) reliability (b) validity
(c) representativeness (d) statistical significance
10. Which of the following variables are manipulated by the experimenter?
- (a) dependent (b) mediating (c) independent (d) random
11. What is the most important criterion used for the item analysis (i.e. selection of items for the final scale) of a Likert scale?
- (a) the ambiguity of the item
(b) the correlation of the score of the item with the total score
(c) the normal distribution of the agreeing and disagreeing responses
(d) the correlation of the score of the item with that of other items
12. With a statistical interaction
- (a) the combined effect of the two independent variables is equal to the sum of their own main effects
(b) the combined effect of the two independent variables differs from the sum of their two main effects
(c) the internal validity of the experiment is threatened
(d) there can be no main effects
13. In a sample survey, a sample of respondents is selected so as to be

- of the population from which they are drawn.
- (a) covariate (b) independent (c) typical (d) representative
14. An accomplice of the experimenter who is ostensibly another participant, but who in fact plays a prescribed role in an experiment, is known as a
- (a) volunteer (b) confederate (c) pupil (d) research assistant
15. What is the name given to the practice of informing participants about the nature and purpose of the experiment?
- (a) counselling (b) debriefing
(c) deceiving (d) forced compliance
16. Which of the following statements is true?
- (a) In an experiment, the double-blind group of participants is typically not exposed to the independent variable(s).
(b) In an experiment, the randomly allocated group of participants is typically not exposed to the independent variable(s).
(c) In an experiment, the matched group of participants is typically not exposed to the independent variable(s).
(d) In an experiment, the control group of participants is typically not exposed to the independent variable(s).
17. In an experiment, the validity of the inference that changes in the independent variable result in changes in the dependent variable is known as its
- (a) internal reliability (b) internal validity
(c) external validity (d) construct validity
18. Cues which participants perceive as telling them how they are expected to respond in a research setting are known as
- (a) experimenter effects (b) demand characteristics
(c) subject inferences (d) participant expectations
19. A measure is if it yields the same result on more than one occasion or when used by different individuals.
- (a) reliable (b) valid (c) robust (d) operationalized

20. What is the name given to a variable which accounts for an observed relationship between two other variables?
- (a) a control variable (b) a mediating variable
(c) an operationalized variable (d) an intervening variable

MCQs for Chapter 5: Social Cognition
Klaus Fiedler and Herbert Bless

1. The basic assumption that underpins social cognition is that covert cognitive and structures mediate between external stimuli and social behaviour.
- (a) experiences (b) instincts
(c) feelings (d) processes
2. Priming a category increases the of this category.
- (a) availability (b) applicability
(c) accessibility (d) visibility
3. The first stage of an information-processing approach to social cognition highlights the interplay between and prior knowledge.
- (a) incoming stimuli (b) personality
(c) stereotypes (d) intelligence
4. A basic assumption of an information-processing approach to social cognition is that people do not always have the or motivation to process stimuli in depth.
- (a) retrieval strategies (b) rationality
(c) sense (d) resources
5. Which of the following statements is true?
- (a) Bottom-up processing expresses the idea that information processing is driven by new input rather than algorithms.
(b) Bottom-up processing expresses the idea that information processing is driven by new input rather than prior knowledge
(c) Bottom-up processing expresses the idea that information processing is driven by new input rather than 'rules of thumb'.

- (d) Bottom-up processing expresses the idea that information processing is driven by new input rather than irrational emotions.
6. Rather than being directly perceived, relevant social stimuli are frequently
(a) encoded (b) categorized (c) inferred (d) implied
7. Categorization promotes cognitive economy through allowing perceivers to treat two or more objects as
(a) inferior (b) equivalent (c) simplified (d) different
8. In a prototype approach, cognitive categories are represented by the characteristics of the category members.
(a) most simple (b) least typical
(c) most probable (d) most typical
9. Unexpected information about a person is often recalled better than expected information because forming an forces the perceiver to invest extra cognitive effort to integrate it.
(a) illusory correlation (b) accessible stereotype
(c) overall impression (d) theory of mind
10. Social hypothesis testing refers to the fact that social cognition exists in a real world so that information processing stages are coordinated in pursuit of the perceiver's
(a) attributions (b) goals (c) implications (d) expectations
11. Which of the following terms describe judgemental heuristics?
(a) algorithms (b) retrieval strategies
(c) rules of thumb (d) calculations
12. Representativeness refers to a judgemental heuristic used to estimate event probabilities on the basis of crude principles.
(a) stereotypic (b) biased
(c) availability (d) similarity
13. Which of the following describes an overestimation of the strength of a relationship between two usually distinct variables?
(a) biased regression (b) illusory correlation
(c) schematic perception (d) enhanced differentiation

14. Stereotypes can be maintained by attributing disconfirming observations to a of people who are separated from the stereotyped group.
(a) subtype (b) minority group (c) dyad (d) (an) outgroup
15. What is the name of the selective tendency for people to encode and retrieve information more efficiently when it matches their mood state?
(a) emotive symmetry (b) matched guise
(c) category-consistency (d) mood congruency
16. What underlying cognitive structure explains the priming of closely associated nodes in terms of spreading activation from a given node?
(a) associative network (b) encoded cascade
(c) attributional nexus (d) (a) semantic web
17. Under which condition is stereotype-inconsistent information recalled better than consistent information?
(a) when processing capacity is insufficient
(b) never
(c) when processing capacity is sufficient
(d) when the information is unexpected
18. Linguistic intergroup bias refers to the tendency to use relatively more abstract linguistic categories to describe
(a) positive ingroup and negative outgroup
(b) negative ingroup and positive outgroup
(c) positive ingroup and biased outgroup
(d) negative ingroup and negative outgroup
19. A social stereotype can be construed as a set of hypotheses about between personal attributes and group membership.
(a) prejudices (b) asymmetry
(c) correlations (d) causal relationships
20. An especially important for organizing complex social information is the individual.
(a) process (b) category (c) rule of thumb (d) reason

MCQs for Chapter 6: Emotion

Klaus R. Scherer

1. Emotion is a hypothetical construct which must be
(a) implied (b) affected (c) predicted (d) inferred
2. 'The emotional reaction triad' comprises subjective feelings, and facial, postural or vocal/verbal expression.
(a) physiological arousal (b) cognitive arousal
(c) conative arousal (d) psychophysiological arousal
3. Major differences between moods and emotions are that moods are of longer duration, of lower intensity and of
(a) significant origin (b) diffuse origin
(c) specific origin (d) early origin
4. Emotional signallingthe reaction of the expresser to a particular event together with his or her action tendency.
(a) mediates (b) implies (c) communicates (d) infers
5. A useful conceptualization is that subsystems of an organism become.....during the emotion process in order to allow the organism to cope with the emergency.
(a) synthesized (b) differentiated
(c) amplified (d) synchronized
6. By decoupling stimulus and response, emotion affords behavioural
(a) flexibility (b) control (c) conformity (d) continuity
7. According to the Schachter–Singer theory of emotion, the perception of heightened non-specific arousal is differentiated according to the perceiver's interpretation of the
(a) situation (b) arousal (c) feeling (d) coping resources

8. A major weakness in Schachter and Singer's approach is that it ignores the way in which emotional arousal is elicited duringsituations.
- (a) frequently occurring (b) frequently occurring
(c) social (d) pleasurable
9. According to Lazarus, which of the following processes, based on criteria specific to the experiencer, establish the significance of an emotion-eliciting event?
- (a) cognitive appraisal (b) emotional appraisal
(c) logical appraisal (d) social appraisal
10. What term did Lazarus give to the person's evaluation of his or her resources to cope with the event?
- (a) tertiary appraisal (b) primary appraisal
(c) cognitive appraisal (d) secondary appraisal
11. Which of the following statements is true?
- (a) Lazarus's approach is interactional, that is, the emotion experienced is not inherent in the person or the situation.
(b) Lazarus's approach is untestable, that is, the emotion experienced is not inherent in the person or the situation.
(c) Lazarus's approach is transactional, that is, the emotion experienced is not inherent in the person or the situation.
(d) Lazarus's approach is theoretical, that is, the emotion experienced is not inherent in the person or the situation.
12. Cultural differences in which of the following can explain why appraisals of a given event lead to different emotions between members of different societies?
- (a) goals and values (b) intelligence
(c) physiological mechanisms (d) group minds
13. According to proprioceptive feedback theory, which of the following is true?
- (c) Amplified expression of an emotion decreases physiological arousal and the subjective feeling state.

- (d) Amplified expression of an emotion increases physiological arousal and the subjective feeling state.
 - (e) Amplified expression of an emotion distorts physiological arousal and the subjective feeling state.
 - (f) Amplified expression of an emotion communicates physiological arousal and the subjective feeling state.
14. Cross-cultural similarities in the interpretation of emotional facial expressions are consistent with the idea that emotional expression is a psychobiological adaptation which signals underlying emotions to conspecifics.
- (a) individual ecological
 - (b) cultural
 - (c)
 - (d) universal
15. Which of the following refers to socio-cultural norms that govern the type of emotional expressions that are acceptable in specific situations?
- (a) display rules
 - (b) performance norms
 - (c) feeling rules
 - (d) normative patterning
16. During emotional episodes, a primary function of the changes is the provision of energy and the preparation for specific action.
- (a) physiological
 - (b) psychological
 - (c) expression
 - (d) adaptive
17. Large-scale cross-cultural studies of emotion words indicatecultural differences in reported feeling states in comparison to the variation caused by differences between emotions.
- (a) universal
 - (b) minor
 - (c) major
 - (d) shared
18. In the theory of catharsis, amplified expression of the emotion is hypothesized tophysiological arousal and the subjective feeling state.
- (a) decrease
 - (b) distort
 - (c) communicate
 - (d) increase
19. Which of the following theories do facial feedback experiments

- support?
- (d) proprioceptive feedback (b) Schachter–Singer’s
(c) socio-cultural (d) Lazarus’s
20. Due to and practical problems of systematically eliciting strong emotions, emotion-specific physiological differentiatedness has not been demonstrated.
(a) social (b) theoretical (c) ethical (d) financial

MCQs for Chapter 7: Attribution Theory and Research: From Basic to Applied Frank Fincham and Miles Hewstone

1. The topic of causal attribution deals with common-sense
(a) causal mediations (b) reasons for actions
(c) theories of causality (d) explanations of behaviour
2. Which of the following views of the person did Heider (1958) hold?
(a) a naive scientist (b) a cognitive miser
(c) an irrational person (d) a common-sense thinker
3. Heider made the common-sense distinction between explanations of behavioural events in terms of control factors in the environment and explanations in terms of characteristics of the actor
(a) cognitive (b) external (c) inherited (d) internal
4. Weiner has made an important distinction between two kinds of achievement-related affects, namely outcome-dependent and attribution-linked affects. Which of the following affective reactions to success is likely to be outcome-dependent?
(a) happiness (b) pride
(c) guilt (d) gratitude
5. How did Kelley (1967, 1973) describe the relationship between three sorts of information about possible causes which influences attributions?
(a) as covariation (b) as interaction (c) as correlation (d) as transaction

6. In the case when the perceiver is dealing with a single event, attributions are influenced by the of possible causes.
(a) comparison (b) correspondence (c) configuration (d) covariation
7. What will be used as the basis for causal attributions when data available about causes of events are incomplete?
(a) a causal schema (b) a causal nexus
(c) a causal prediction (d) a causal chain
8. More recent research has moved away from models of causal attribution to more descriptive approaches.
(a) early (b) internal (c) incorrect (d) normative
9. What sort of theoretical relationship between internal and external attributions was suggested by Heider's early work?
(a) a power function (b) a multiplicative relationship
(c) a reciprocal relationship (d) a correlational relationship
10. A 'depressive attributional style' refers to the tendency to attribute negative events to factors which are
(a) external, stable and global (b) internal, unstable, specific
(c) internal, stable and global (d) external, unstable and global
11. Descriptive approaches have revealed that causal attributions are replete with
(a) emotions (b) valid hypotheses
(c) invalid predictions (d) errors and biases
12. What is the name given to the human tendency to estimate the role of dispositional factors and underestimate the role of the situation?
(a) fundamental attribution error (b) availability error
(c) confirmation bias (d) base-rate bias
13. Self- and group-serving frequently operate in causal attributions.
(a) advantages (b) biases (c) exchanges (d) altruism
14. In the study of causal attributions, greater has been achieved by using paradigms from cognitive psychology.

- (a) predictive success (b) heuristic power
 - (c) experimental design (d) methodological precision
15. In particular has provided a useful dependent variable in experimental studies of causal attributions.
- (a) reaction time (b) recall memory
 - (c) decision-making (d) recognition memory
16. Weiner (1986, 1995) applies attribution theory in the domain of in order to predict what emotions will be experienced.
- (a) success and failure (b) clinical psychology
 - (c) close relationships (d) health psychology
17. In the domain of clinical psychology, misattributions about the cause of behaviour can lead to thinking and behaviour.
- (a) dysfunctional (b) negative (c) inaccurate (d) Freudian
18. In so-called 'learned helplessness' people attribute experienced uncontrollable events into generalized expectancy of between their actions and what happens to them.
- (a) connectedness (b) failure (c) deterioration (d) non-contingency
19. Attributions can function to maintain current levels of satisfaction.
- (a) sexual (b) consumer (c) relationship (d) patient
20. In distressed relationships, to what are positive behaviours in the partner attributed?
- (a) powerful others (b) internal causes
 - (c) external causes (d) errors

MCQs for Chapter 8: Attitudes

Gerd Bohner

1. Which of the following is not considered an attitude function?
- (a) knowledge (b) affect

- (c) social identity (d) self-esteem maintenance

2. Which of the following triads would not be balanced according to balance theory?

- (a) P likes O, O likes X, P likes X
(b) P dislikes O, P dislikes X, O likes X
(c) P likes O, O dislikes X, P dislikes X
(d) P likes O, O dislikes X, P likes X

3. Which of the following is not a component of the three-component model of attitude?

- (a) cognitive response (b) affective response
(c) normative response (d) behavioural response

4. According to the function, attitudes guide information processing.

- (a) value-expressive (b) instrumental
(c) knowledge (d) ego-defensive

5. Individuals who show high levels of tailor their behaviour to fit situational cues and the reactions of others.

- (a) self-criticism (b) self-esteem
(c) self-realization (d) self-monitoring

6. Which of the following components distinguishes the theory of planned behaviour from the theory of reasoned action?

- (a) behavioural intention (b) perceived behavioural control
(c) subjective norm (d) attitude towards the behaviour

7. Which of the following names is given to the coexistence of favourable and unfavourable beliefs in an attitude?

- (a) attitudinal ambivalence (b) attitudinal accessibility
(c) attitudinal correspondence (d) attitudinal instability

8. Which of the following principles describes the level of confidence individuals want to achieve (according to the HSM) in their attitudinal judgements?

- (a) correspondence principle (b) aggregation principle

(c) sufficiency principle (d) heuristic principle

9. According to theories, individuals prefer a balanced state to exist between their cognitions.

- (a) contingency (b) comparison
(c) computational (d) consistency

10. By means of what sort of conditioning are attitudes towards nationalities or individuals conditioned through repeated pairing of their names with negative comments?

- (a) cognitive (b) instrumental (c) operant (d) classical

11. According to the approach, attitude change is a function of the learning and retention of message content; its source; the way it is communicated and characteristics of its recipient.

- (a) message-learning (b) information-processing
(c) attitude-behaviour (d) learning-theory

12. According to which approach is attitude change mediated by the individual's thoughts as he or she receives a persuasive communication?

- (a) the message-learning approach (b) the mere thought response approach
(c) the reflexive response approach (d) the cognitive response approach

13. In dual-process models, the route to persuasion which requires critical evaluation of a message is the route.

- (a) automatic (b) peripheral (c) central (d) autonomic

14. During central route processing, if a message evokes favourable responses, distraction will the amount of attitude change.

- (a) distort (b) decrease (c) increase (d) counteract

15. What sort of processing prevails at low levels of motivation and capacity?

- (a) top-down (b) systematic (c) heuristic (d) accelerated

16. Which of the following factors does not influence the extent to which individuals elaborate a message?

- (a) argument quality (b) processing ability
(c) processing motivation (d) need for cognition

17. According to the theory of (Brehm, 1972), restricting a person's freedom of choice motivates the person to evaluate the eliminated alternatives more positively.
- (a) cognitive dissonance (b) psychological reactance
(c) self-perception (d) self-monitoring
18. Where individuals are engaging in a behaviour because they enjoy it, the introduction of is likely to result in a decrease in that behaviour.
- (a) incentives (b) intrinsic motivation
(c) critical thinking (d) disincentives
19. An explanation of 'over justification' in terms of self-perception theory is that, having been rewarded for the behaviour, the subject's self-perceived motives for performing it shift from
- (a) extrinsic to intrinsic (b) intrinsic to extrinsic
(c) top-down to bottom-up (d) heuristic to analytic
20. Under which conditions is an attitude-discrepant action likely to produce attitude change?
- (a) high reward, personal responsibility, no negative consequences
(b) low reward, personal responsibility, negative consequences
(c) high reward, negative consequences, no personal responsibility
(d) low reward, no negative consequences, no personal responsibility

MCQs for Chapter 9: Prosocial Behaviour

Hans W. Bierhoff

1. Prosocial behaviour may be defined as helping behaviour that is intended to benefit another private individual and which occurs under conditions of
- (a) normative influence (b) free choice (c) stress(d) war
2. Altruism may be defined as prosocial behaviour which is characterized by

- (a) kindness (b) responsibility (c) benevolence (d) empathy

3. According to evolutionary theory,and reciprocity contributed to the evolution of altruistic behaviour.

- (a) kin selection (b) exclusive fitness (c) heritability (d) inheritance

4. What sort of mechanism might underpin the facilitating effect of positive mood on helping?

- (a) affect-priming (b) recency-priming
(c) semantic-priming (d) emotion-priming

5. Individuals who experienceare especially likely to act altruistically.

- (a) interpersonal kindness (b) intergroup competition
(c) intragroup cooperation (d) interpersonal guilt

6.undermines altruistic behaviours by increasing the perceived cost of helping.

- (a) Empathetic mood (b) Exchange mood
(c) Good mood (d) Bad mood

7. Elements of the prosocial personality include social responsibility and a highof control.

- (a) internal locus (b) external locus
(c) communal locus (d) powerful others

8. Batson's (1981) paradigm reveals that prosocial behaviour can be altruistically ormotivated.

- (a) exoistically (b) idiopathically (c) egoistically (d) mistakenly

9. According to Cialdini et al. (1997), is a sense of shared, merged or inter-connected personal identities which promotes true altruism.

- (a) 'sympathy' (b) 'affiliation' (c) 'social exchange' (d) 'oneness'

10. Which of the following statements is true?

- (a) Altruistic motivation fails if the costs of helping are high.
(b) Altruistic motivation increases if the costs of helping are high.
(c) Altruistic motivation reverses if the costs of helping are high.

(d) Altruistic motivation is counteracted if the costs of helping are high.

11. According to what theory do people enter relationships in order to gain rewards?

- (a) existential (b) equity (c) expectancy (d) exchange

12. In communal relationships the motives of prosocial behaviour are likely to be

- (a) egoistic (b) intrinsic (c) guilt (d) altruistic

13. What sort of transformation might change an exchange relationship to a communal relationship?

- (a) prosocial (b) benevolent (c) revolutionary (d) unexpected

14. Egoistically motivated altruistic behaviour might be directed towards reducing the

- (a) recipient's fitness (b) donor's distress
(c) recipient's distress (d) donor's fitness

15. At the social level, expectations such as a belief in fairness influence prosocial behaviour.

- (a) referent (b) informational (c) subjective (d) normative

16. According to Miller's (1977) two-stage model of egoism and altruism, people consider whether their own position is before considering the position of others.

- (a) beneficial (b) correct (c) fair (d) compromised

17. Which of the following statements is true?

- (a) Feelings of social responsibility are likely to be multiplied when others are present.
(b) Feelings of social responsibility are likely to be amplified when others are present.
(c) Feelings of social responsibility are likely to be reduced when others are present.

(d) Feelings of social responsibility are likely to be diffused when others are present.

18. One explanation for the diffusion of responsibility is that bystanders become models of inactivity for each other through a process of

- (a) communal relating (b) multiple modelling
- (c) pluralistic ignorance (d) amplified affect

19. In stage three of Schwartz and Howard's (1981) process model of the instigation of prosocial actions, the potential donor the action.

- (a) denies personal responsibility for (b) evaluates costs and benefits of
- (c) pays attention to (d) reasons out

20. What sort of attributions of the recipient might follow when help is interpreted as dependency of the recipient on the donor?

- (a) contradictory (b) positive (c) grateful (d) negative

MCQs for Chapter 10: Aggressive Behaviour

Amelie Mummendey and Sabine Otten

1. Aggression may be defined as any form of behaviour to harm or injure another living being who is motivated to avoid such treatment.

- (a) tending (b) discharged (c) intended (d) naturally selected

2. From an evolutionary perspective, aggression has been

- (a) learned (b) naturally selected (c) modelled (d) ecologically shaped

3. According to the frustration-aggression hypothesis (Dollard et al., 1939), which of the following statements is true?

- (a) aggression is always a cause of frustration
- (b) aggression is always a consequence of frustration
- (c) aggression is always a correlate of frustration
- (d) aggression is always a harbinger of frustration

4. According to the theory of catharsis, what happens to aggressive energy following aggressive behaviour?

(a) mobs (b) family members (c) outgroups (d) enemies

13.....occurs when an individual is singled out and frequently attacked or maltreated.

- (a) Retaliation (b) Excitation transfer
(c) Sexual harassment (d) Victimization

14.Aggressive behaviour is an, not a descriptive concept.

- (a) negative (b) evaluative (c) scientific (d) hypothetical

15.Mummendey and Otten (1989) have demonstrated differences in evaluating own versus other's actions as aggressive.

- (a) cathartic (b) cognitive neo-associationist
(c) individual (d) perspective-specific

16.An individual is more likely to behave aggressively to another if s/hean aversive event to that other.

- (a) attributes responsibility for (b) attributes consequences of
(c) transfers excitation from (d) communicates

17.An actor perceived as acting aggressively in retaliation is perceived as acting (Brown and Tedeschi, 1976) unless the original perpetrator is excused.

- (a) responsibly (b) badly (c) instinctively (d) justifiably

18.According to the socialapproach, aggressive children might be deficient in their ability to perceive and or interpret social cues during interactions.

- (a) information processing (b) interactionist
(c) modelling (d) facilitation

19.According to early mass psychological approaches (e.g. LeBon), people in mob are subject toimpulses and lose their inhibitions about aggressive behaviour.

- (a) xenophobic (b) animal (c) sexual (d) irrational

20.What is the name of the theory that suggests conformity to new norms, which define aggressive behaviour as appropriate, frequently explains higher levels of aggressive acts?

- (a) Aggressive norm theory (b) Appropriate norm theory

- (c) Emergent theory norm (d) Subjective norm theory

MCQs for Chapter 11: Social Interaction: Co-operation and Competition.
Paul A. M. Van Lange and Carsten K. W. De Dreu

1. refers to discussion between two or more parties with the apparent aim of resolving divergence of interest.
(a) Cooperation (b) Affiliation (c) Convergence (d) Negotiation
2. What type of behaviour maximizes relative advantage over others?
(a) cooperation (b) mediation (c) confrontation (d) competition
3. What characterizes situations in which personal outcomes are partially or completely determined by the actions of one or more others?
(a) their intradependence structure (b) their independence process
(c) their interdependence structure (d) their dependence structure
4. situations are characterized by conflict between personal and collective goals.
(a) Emotional dilemma (b) Crisis
(c) Intergroup competition (d) Mixed-motive
5. In the prisoner's dilemma, when both individuals make a non-cooperative choice they will each yield a outcome.
(a) second best (b) third best (c) poorest (d) superior
6. Which of the following is a type of social dilemma in which actions that are attractive to individuals in the short term result in collective long term losses?
(a) social traps (b) social fences
(c) social asymmetries (d) social gaffes
7. What is the name given to situations in which an individual's self-interest conflicts absolutely with that of a partner?
(a) social dilemmas (b) non-negotiable
(c) opposed mutuality (d) zero-sum

8. Exchange is linked to whereas coordination is more strongly linked to individual and collective ability.
(a) instincts (b) intelligence (c) motivation (d) values
9. In the dual concern model, is a function of high self-concern and high other-concern.
(a) problem-solving (b) fate control (c) yielding (d) cooperation
10. Four basic sources of which encourage individuals to go beyond self-interest include dispositions, beliefs about the other's behaviour, features of the relationship and social norms.
(a) altruism (b) transformation (c) value orientation (d) empathy
11. An important tool for research into social interaction is provided by
(a) experimental stooges (b) experimental studies
(c) experimental designs (d) experimental games
12. Social is defined as the preference for specific patterns of outcomes for self and others.
(a) norm formation (b) competition
(c) value orientation (d) differentiation formation
13. refers to a general belief in the honesty and cooperative intentions of others.
(a) Positive orientation (b) Cooperative disposition
(c) Naivety (d) Trust
14. The extent to which participants engage in is an important determinant of decision-making in social dilemmas.
(a) verbal communication (b) cognitive modelling
(c) evaluative processing (d) conflict reduction
15. Which of the following statements is true?
(a) Low satisfaction with a relationship increases the likelihood of a prosocial transformation.
(b) High satisfaction with a relationship increases the likelihood of a prosocial transformation.

- (c) Effective experience with a relationship increases the likelihood of a prosocial transformation.
- (d) Identification with a relationship increases the likelihood of a prosocial transformation.
16. The norm promotes distributions of outcomes such that each member gets an equal share or a share that is proportional to his or her investment/contribution.
- (a) dispositional justice (b) procedural justice
(c) distributive justice (d) rough justice
17. A lower level of cooperation between groups compared with individuals is known as
- (a) the individual-group transformation effect
(b) the individual-group discontinuity effect
(c) the individual-group enhancement effect
(d) the individual-group continuity effect
18. solutions effectively change situations in order to overcome the detrimental effects of non-cooperative behaviour.
- (a) Process control (b) Procedural
(c) Structural (d) Quality control
19. Which of the following is a type of third-party intervention?
- (a) remediation (b) negotiation (c) triple concern (d) mediation
20. In, researchers specify given interdependent relationships both within and between groups.
- (a) team-games (b) experimental games
(c) effective matrices (d) role formation

MCQs for Chapter 12: Affiliation, Attraction and Close Relationships

Bram P. Buunk

1. Affiliation may be defined as the tendency to seek out the of others, irrespective of feelings towards these others.

(a) social support (b) help (c) friendship (d) company

2. Under which of the following conditions is affiliation especially likely?

(a) thrilling (b) threatening (c) interpersonal (d) intragroup

3. According to which theory is the reduction of uncertainty by comparing oneself with others an important motive for affiliation during times of stress?

(a) Social Comparison theory (b) Social Competition theory
(c) Social Exchange theory (d) Social Facilitation theory

4. That affiliation is helpful in the reduction of anxiety is illustrated by the finding that anxious subjects who were joined by others showed a dramatic decrease in

(a) motivation (b) social facilitation (c) embarrassment (d) heart-rate

5. Which of the four components of social support is missing: emotional, appraisal, instrumental and.....?

(a) informational support (b) anxiety support
(c) confidential support (d) comparative support

6. According to equity theory, under what conditions will participants in a Relationship feel most happy? If they feel that

(a) they give more than they receive
(b) they get more out of the relationship than they put in
(c) they give the same as they get out
(d) they have an advantage

7. Which phrase describes the unconscious mimicking of the facial expressions and feelings of another individual?

(a) emotional bonding (b) emotional coordination
(c) emotional cooperation (d) emotional contagion

8. What is the term given to a complex affective response, resulting from a perceived deficit in the quality or quantity of one's social relationships?

(a) pessimism (b) loneliness
(c) social isolation (d) social distance

9. Lack of social support is associated with higherrates.

(a) mutuality (b) social exchange (c) mortality (d) social facilitation

10. Which of the following increases the likelihood that a friendship will develop?

(a) perspicacity (b) prosperity (c) popularity (d) propinquity

11. Byrne (1971) and Griffit and Veitch (1974) demonstrated that attraction is a linear function of the proportion of similar

(a) attitudes (b) interests (c) friends (d) behaviours

12. Which interdependent relationship is characterized by a willingness to coordinate actions and to take the interests of the other into account?

(a) love (b) friendship (c) fellowship (d) acquaintance

13. Men want friends withwith whom they can undertake joint activities.

(a) similar emotions (b) high libidos
(c) similar interests (d) high intelligence

14.is characterized by intense longing for union with another individual, intrusive thinking and preoccupation with them, idealization of them and the desire to know them and to be known by them.

(a) Sexual affiliation (b) Passionate love
(c) Platonic love (d) Sexual attraction

15. That friendships between men are less intimate than those between and with women is due to gender differences in

(a) the criteria applied to intimacy (b) labelling interactions as intimate
(c) preferences for intimacy (d) social skills

16. In addition to the same factors that are important for the development of friendship, the chances of developing a romantic relationship are determined by physical

(a) stamina (b) size (c) attractiveness (d) reproductive potential

17. According to an evolutionary perspective, women will prefer to select males likely to provide the necessaryduring the period that children need care

(a) resources (b) sperm (c) anxiety reduction (d) information

18. Which of the following is characterized by caring, understanding and validation?

- (a) smiling (b) instrumental support (c) intimacy (d) mentoring

19. Which theory was developed by Festinger (1954)?

- (a) Balance theory (b) Social Comparison theory
(c) Attribution theory (d) Equity theory

20. In the investment model (Rusbult, 1983)is positively affected by satisfaction, the quality of perceived alternatives to the relationship and the size of investment made in the relationship.

- (a) commitment (b) expectation (c) attractiveness (d) desire

MCQs for Chapter 13: Social Influence in Small Groups **Eddy Van Avermaet**

1. Which of the following terms is given to a change in the judgements, opinions and attitudes of an individual as a result of being exposed to the judgements, opinions and attitudes of other individuals?

- (a) social facilitation (b) social affiliation
(c) social conformity (d) social influence

2. Which of the following terms is also known as conformity?

- (a) social influence (b) minority influence
(c) majority influence (d) social comparison

3. The 'autokinetic effect' is

- (a) an optical illusion (b) a heuristic bias
(c) an informational influence (d) a normative influence

4. Sherif (1935) demonstrated that people develop a stable frame of reference against which to judgestimuli, which they adjust when exposed to the opinions of others.

- (a) incorrect (b) unambiguous (c) correct (d) ambiguous

5. Asch (1951, 1956) demonstrated that 75% of subjects made errors when seated with six others who gave predetermined but incorrect answers.
 (a) unanimously (b) confidently (c) expertly (d) convincingly
6. Which type of influence process is predominant in the Asch situation?
 (a) informational influence (b) normative influence
 (c) conversion (d) internalization
7. Normative influence is motivated by a desire to be
 (a) powerful (b) right (c) best
 (d) liked
8. Which of the following is more likely to result from informational influence?
 (a) liking (b) compliance (c) conversion (d) rewards
9. According to Moscovici (1976), the impact of a persuasive minority is in its.....
 (a) behavioural style (b) expertise
 (c) attractiveness (d) correctness
10. According to Moscovici (1980), majority influence involves a social comparison process, based on normative pressure, which will lead to public
 (a) correction (b) compliance (c) conversion (d) punishment
11. According to Moscovici (1980), minorities induce a socialprocess with enhanced cognitive activity, leading to more private change than majorities.
 (a) validation (b) cooperation
 (c) comparison (d) facilitation
12. Which term describes Latane and Wolf's (1981) model in which social influence is conceptualized as a multiplicative function of the strength (power and expertise), immediacy (proximity in space and time) and size (number) of its source?
 (a) single process (b) bipolar
 (c) dual processes (d) cognitive response

13. According to Nemeth (1986), what sort of social influence induces more thinking about the relevant issues and hence better and more original judgements?
- (a) intergroup (b) majority (c) intragroup (d) minority
14. Decisions made by groups after discussion are morethan decisions made by constituent individuals.
- (a) polarized (b) considered (c) accurate (d) inaccurate
15. According to a normative-based explanation of group polarization, individuals become more extreme in the direction of the group norm in order tothemselves positively.
- (a) evaluate (b) present (c) differentiate (d) compare
16. According to explanations of group polarization based on informational influence, the polarization effect is due to a process of
- (a) mutual persuasion (b) social comparison
(c) social exchange (d) social facilitation
17. In Turner's self-categorization approach which of the following statements is true?
- (a) The group norm is conceptualized as the average of the positions of individual group members.
(b) The group norm is not conceptualized as the average of the positions of individual group members.
(c) The group norm emerges as the average of the positions of individual group members.
(d) The group norm reinforces the average of the positions of individual group members.
18. Turner's self-categorization-based approach is the only one that explains differences in group polarization effects according to changes in the
- (a) argument quality (b) group composition
(c) social context (d) powers of persuasion
19. Which of the following is the term coined by Janis (1972) to refer to extreme examples of group polarization in which decision-making appears to be driven by consensus-seeking rather than rationality?

- (a) Groupthink
- (b) Brainstorming
- (c) Risky shifts
- (d) Majority influence

20. In Milgram's (1974) famous studies of unwilling obedience to authority, which of the following phrases describes the participants' belief that the experimenter and not they themselves were responsible for their acts?
- (a) diffusion of responsibility
 - (b) pluralistic ignorance
 - (c) blame shift
 - (d) agentic shift

MCQs for Chapter 14: Group Performance

Henk Wilke and Arjaan Wit

1. The performance of a group refers to the way that it should perform if it made optimal use of its available resources.
 - (a) sufficient
 - (b) intentional
 - (c) potential
 - (d) superordinate
2. Motivation losses may be defined as inefficiency that results from.....
 - (a) unconscious blocking in the motivation to do one's very best on behalf of the group
 - (b) production losses that interfere with the motivation to do one's very best on behalf of the group
 - (c) coordination losses that interfere with the motivation to do one's very best on behalf of the group
 - (d) more or less conscious reductions in the motivation to do one's very best on behalf of the group
3. Which of the following factors is not a determinant of the potential Productivity of a group?
 - (a) task demands
 - (b) members' skills
 - (c) members' motivation
 - (d) members' resources
4. Social inhibition is more likely when a task is
 - (a) boring
 - (b) difficult
 - (c) easy
 - (d) well-learned
5. According to Zajonc (1965), the presence of an audience increases an individual's dominant responses because it is innately

- (a) social (b) distracting (c) inhibiting
(d) arousing

6. Which theoretical concept is common to the SFI theories of Zajonc (1965), Cottrell (1968, 1972) and Sanders et al. (1978)?

- (a) arousal (b) evaluation apprehension
(c) attention conflict (d) controlled processing

7. According to the research of Diehl and Stroeber, which factor is mainly responsible for the productivity loss in brainstorming groups?

- (a) evaluation apprehension (b) production blocking
(c) social loafing (d) motivation loss

8. Cooperative interdependence is a task situation in which the success of any one member of the groupthe chances of other members.

- (a) decreases (b) improves (c) sabotages (d) biases

9. Which of these statements is correct?

- (a) More participants in an additive task do not necessarily lead to proportionately higher group productivity.
(b) More participants in an additive task lead to proportionately higher group productivity.
(c) More participants in an additive task lead to proportionately higher competition rates.
(d) More participants in an additive task do lead to higher group competition rates.

10. Social loafing describes reduced effort expenditure in large groups, mainly due to the fact that one's own contributions are not

- (a) accepted (b) competent (c) considered (d) identifiable

11. For what type of task is group productivity limited by the ability of the least able member?

- (a) indivisible disjunctive (b) indivisible conjunctive
(c) divisible disjunctive (d) divisible conjunctive

12. For which type of task does the potential productivity of a group decrease with increasing group size?

- (a) disjunctive, non-Eureka tasks (b) conjunctive, non-divisible tasks
- (c) additive tasks (d) cognitive tasks

13. What is the term given to a group technique aimed at enhancing creativity in groups by means of the uninhibited generation of as many ideas as possible concerning a topic?

- (a) nominal grouping (b) stormtrooping
- (c) minimal grouping (d) brainstorming

14. Which of the following characteristically handicaps brainstorming?

- (a) embarrassment (b) production blocking
- (c) competition (d) social differentials

15. Which group technique provides a useful alternative to brainstorming by limiting production losses?

- (a) normative (b) informational (c) nominal (d) referent

16.are likely to emerge in groups working on cooperative tasks.

- (a) Production blocks (b) Quarrels
- (c) Competitions (d) Status differences

17. Which of the following statements is true?

- (a) Diffuse status characteristics derive mainly from information about relevant abilities
- (b) Diffuse status characteristics derive mainly from large-scale category membership
- (c) Diffuse status characteristics derive mainly from role ambiguity
- (d) Diffuse status characteristics derive mainly from information about status differences

18. In simple tasks, such as gathering information, Leavitt (1951) found thatgroup structures were more efficient than other patterns.

- (a) star (b) line (c) wheel (d) hierarchical

19. Satisfaction of group members is greater innetworks.

- (a) decentralized (b) centralized (c) wheel (d) star

20.analysis is a formal observational measurement system devised by

Bales for coding the interactions of small group members.

- (a) Interaction structural (b) Interaction process
- (c) Interpretational process (d) Transactional analysis

MCQs for Chapter 15: Intergroup Relations

Rupert Brown

1. What type of behaviour may be defined as 'actions by members of one group towards members of another group'?
 - (a) intragroup (b) intergroup
 - (c) interpersonal (d) intrapersonal
2. What type of behaviour may be defined as 'actions between people in terms of unique personal relationships and characteristics'?
 - (a) intragroup (b) intergroup
 - (c) interpersonal (d) intrapersonal
3. What name is given to 'an example of intergroup behaviour defined as the holding of derogatory attitudes about the members of a social group'?
 - (a) pluralistic ignorance (b) bullying
 - (c) prejudice (d) scapegoating
4. According to Adorno et al. (1950), what sort of personality was caused by excessively harsh child-rearing practices?
 - (a) autogenic (b) Freudian (c) authoritarian (d) Type A
5. A problem with personality-based explanations of prejudice is that prevailing are ignored.
 - (a) societal norms (b) genes (c) group memberships (d) authorities
6. Vulnerable and easily accessible targets of displaced aggression are known as
 - (a) social loafers (b) scapegoats
 - (c) outgroups (d) stereotypes

7. A problem with explanations of prejudice based on the frustration aggression hypothesis is that absolute levels of frustration are sometimes less potent instigators of prejudice than a sense of frustration.
(a) high (b) absolute (c) low (d) relative
8. According to Tajfel (1978), which of the following statements is true?
(a) A factor which predisposes towards intergroup behaviour is the clarity with which relevant social prejudices can be identified.
(b) A factor which predisposes towards intergroup behaviour is the clarity with which relevant social norms can be identified.
(c) A factor which predisposes towards intergroup behaviour is the clarity with which relevant social categories can be identified.
(d) A factor which predisposes towards intergroup behaviour is the clarity with which relevant social judgements can be identified.
9. Sherif (1966) saw intergroup conflict and prejudice as a normal response to situational factors, especially group goals.
(a) compatible (b) incompatible
(c) superordinate (d) subordinate
10. According to Horwitz and Rabbie (1982), which of the following is true?
(a) Classification alone exerted little influence on group members' judgements.
(b) Classification alone exerted a disruptive influence on group members' judgements.
(c) Classification alone exerted a biasing influence on group members' judgements.
(d) Classification alone exerted much influence on group members' judgements.
11. The major finding from Tajfel's et al. (1971) minimal group experiments was that participants showed outgroup even when it entailed a cost to the ingroup.
(a) altruism (b) discrimination
(c) identification (d) cooperation
12. Although social categorization effects could explain perceptual biases associated with group memberships in the minimal group experiments, such processes cannot explain the
(a) ingroup favouritism (b) outgroup favouritism

(c) ingroup differentiation (d) outgroup differentiation

13. Discrimination against the outgroup in the minimal group experiments causes a rise in

- (a) self-analysis (b) self-monitoring
(c) self-esteem (d) self-derogation

14. In the minimal group experiments, the establishment of is more important than the establishment of absolutes.

- (a) norms (b) differentials (c) leaders (d) agreements

15. Hinkle and Brown (1990) argue that the correlation between ingroup identification and bias is likely to be to the extent that a group can be characterized by individualism where group evaluations are of an abstract or autonomous kind.

- (a) unstable (b) untestable (c) predictable (d) reliable

16. Social identity theory suggests that individuals might with the ingroup if the outcome of intergroup comparisons damages self-esteem.

- (a) argue (b) disidentify (c) identify
(d) negotiate

17. Which of the following is not a possible collective response to a negative social identity?

- (a) make social comparisons with an inferior group.
(b) make social comparisons with a superior group.
(c) make social comparisons within the group.
(d) make social comparisons along more favourable dimensions.

18. It follows from the work of Sherif (1966) that the introduction of which of the following types of goal should transform an antagonistic intergroup relationship into a more tolerant one?

- (a) a compatible (b) a subordinate
(c) a superordinate (d) an incompatible

19. Based on social identity theory, Gaertner (1993) suggested that a strategy to reduce intergroup conflict is for members of two or more groups to redefine themselves as

- (a) winning groups (b) a single group
- (c) individuals (d) each other

20. Intergroup conflict can be reduced by between members of the opposing groups, although one drawback is that positive changes may not be generalized to all group members.

- (a) competition (b) sharing resources
- (c) cathartic release (d) contact

MCQs for Chapter 16: Health Psychology

Wolfgang Stroebe and Klaus Jonas

1. A study in which the suspected causal factors that predict a certain future outcome are measured first and the outcome variables are then assessed at some future time is called

- (a) prospective (b) cross-sectional
- (c) lifestyle (d) experimental

2. Which of the following beliefs did not form part of the original version of the Health Belief Model?

- (a) perceived self-efficacy (b) perceived susceptibility
- (c) perceived benefits (d) perceived severity

3. The belief that one is able to carry out certain actions required to attain a specific goal is termed.....

- (a) healthy orientation (b) self-protection motivation
- (c) self-efficacy (d) self-deception

4. Stage models of health behaviour change assume that individuals go through a sequence of stages.

- (a) precautionary (b) qualitatively different
 - (c) increasingly healthier (d) transitory
- b)

5. The model of behaviour change integrates constructs from diverse theories of psychotherapy.

- (a) transtheoretical
 - (b) integrative
 - (c) metatheoretical
 - (d) precaution adoption process
6. Modification of the is a strategy to influence behaviour by increasing the costs of undesirable behaviour or decreasing the costs of desirable behaviour.
- (a) belief structure
 - (b) evaluative structure
 - (c) processing motivation
 - (d) incentive structure
7. motivation reflects the desire to hold attitudes and beliefs that are consistent with existing central attitudes and values.
- (a) Self-efficacy
 - (b) defence
 - (c) protection
 - (d) control
8. represent major changes in an individual's life and lead to the same bodily changes observed as a result of tissue damage.
- (a) Critical decisions
 - (b) Early separation experiences
 - (c) Critical life events
 - (d) Daily hassles
9. is the condition that arises when individuals perceive the demands of a situation as challenging or exceeding their resources and endangering their well-being.
- (a) Aggression
 - (b) Stress
 - (c) Anger
 - (d) Depression
10. Which of the following statements is incorrect?
- (a) Optimism helps people to cope with major life events.
 - (b) Increases in tobacco tax result in a decrease of smoking behaviour.
 - (c) Bereavement has been associated with an increased risk of mortality.
 - (d) Stress experiences increase the risk of colds in individuals exposed to a saline solution.
11. measures of social support reflect the social integration of individuals.
- (a) Functional
 - (b) Structural
 - (c) Instrumental
 - (d) Quantitative
12. refers to the study of the distribution and determinants of health-related states or events in specified populations.
- (a) Epidemiology
 - (b) Morbidity
 - (c) Biopsychosociology
 - (d) Immunology

13. The hypothesis suggests that the positive effects of social support depend on the level of stress the individual is exposed to.
- (a) direct effect
 - (b) buffering
 - (c) mediating
 - (d) biological process
14. Which of the following factors is a determinant of coping appraisal according to the revised version of the protection motivation theory?
- (a) response efficacy
 - (b) rewards of the maladaptive response
 - (c) perceived severity
 - (d) vulnerability
15. According to the analysis presented in chapter 16, which is the crucial factor in determining whether a fear-arousing communication arouses defence motivation or accuracy motivation?
- (a) protection motivation
 - (b) severity of health threat
 - (c) argument quality
 - (d) personal vulnerability
- 16 . According to the transtheoretical model, individuals who indicate that they intend to change their behaviour within the next six months, but are not yet committed to taking specific actions are said to be in the
- (a) precontemplation stage
 - (b) action stage
 - (c) contemplation stage
 - (d) preparation stage
17. According to the research reviewed in chapter 16, which of the following authors has been a major contributor to the development of cognitive stress theory?
- (a) Selye
 - (b) Folkman
 - (c) Weinstein
 - (d) Rogers
18. Which of the following factors would be unlikely to affect the extent of stress experienced in a stressful situation?
- a) coping resources
 - b) appraisal processes
 - c) optimism
 - d) anger
19. Which of the following models is a stage model of health behaviour change?
- (a) dual process model of persuasion
 - (b) protection motivation theory
 - (c) precaution adoption process model
 - (d) health belief model

20. Which of the following events would not be stressful according to the conceptualization underlying the 'Social Readjustment Rating Scale' of Holme and Rahe?

- (a) a vacation
- (b) death of a close family member
- (c) a boring job
- (d) trouble with the boss

MCQs for Chapter 17: Social Psychology in Organizations

Nico W. VanYperen and Evert Van de Vliert

1. Which of these four basic subdisciplines of psychology is not a fundamental building block of organizational psychology?

- (a) social psychology
- (b) developmental psychology
- (c) work psychology
- (d) physiological and cognitive psychology

2. theories of work motivation assume that factors intrinsic to the individual direct and sustain behaviour.

- (a) Process
- (b) Content
- (c) Goal-setting
- (d) Productive conflict

3. Which of the following theories postulates that perceptions of distributive and procedural fairness are important work motivators?

- (a) social justice
- (b) social work
- (c) social motivation
- (d) social conflict

4. Which of the following is not an organizational outcome ?

- (a) turnover
- (b) organizational commitment
- (c) job satisfaction
- (d) salary

5. Organizational is generally defined as the relative strength of an individual's identification with and involvement in a particular organization.

- (a) attractiveness
- (b) commitment
- (c) identification
- (d) orientation

6. turnover occurs when poor performers leave an organisation.

- (a) In-role
- (b) Dysfunctional
- (c) Extra-role
- (d) Functional

7. In addition to emotional exhaustion and reduced personal accomplishment, what characterises burnout?
- (a) deindividuation (b) depersonalization
(c) depression (d) disgust
8. behaviour refers to aspects of job performance that are explicitly expected and rewarded.
- (a) Normative (b) Extra-role
(c) Informational (d) In-role
9. Research has demonstrated that exists between job satisfaction and in-role job performance.
- (a) a positive correlation (b) a causal link
(c) a negative correlation (d) no strong link
10. When a company rates itself against others with better business practices in order to identify factors that will enable it to perform as well as or better than competitors, it is said to
- (a) brainstorm (b) benchmark
(c) compete (d) other orientate
11. Ego-orientated goals are.....
- (a) self-referenced (b) other-referenced
(c) learning-oriented (d) salary-oriented
12. Studies of individuals' imply that a learning climate affects intrinsic work motivation.
- (a) goal orientation (b) normative evaluation
(c) performance standards (d) procedural justice
13. According to the rule, fairness exists whenever the ratio of the individual's outcomes to inputs is perceived to be equal to the ratio of comparison targets.
- (a) fair distribution (b) communal
(c) distributive justice (d) equity
14. Which of the following is a long-term effect of inequity?

(a) anger (b) boredom (c) burnout (d) conflict

15. In what sort of relationship do two parties understand that equal benefits are given and received?

(a) exchange (b) communal (c) equitable (d) reciprocal

16. One of six procedural rules to define the criteria of procedural justice is the rule, which states that opportunities to modify decisions should exist.

(a) ethicality (b) consistency (c) correctability (d) accuracy

17. In conflict theory, the level of tension is curvilinearly related to the individual's capacity to use information and solve conflict.

(a) functional (b) information-utilization
(c) problem-solving (d) productive

18. At the beginning of the twentieth century, the so-called 'great man' leadership theories asserted that leadership qualities were

(a) acquired (b) male (c) inherited (d) situational

19. A leader is seen by followers as endowed with exceptional personal qualities and as working to change needs and thinking.

(a) transformational (b) transcendental (c) great (d) motivational

20. In contingency theories of leadership, the most effective way to lead depends on the

(a) leader's characteristics (b) followers' characteristics
(c) situation (d) organizational structure