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Introduction to Social Psychology: A European Perspective
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Test Bank Answers

Chapter 1: Introducing Social Psychology Historically

1. psychology
2. individuo-centred
3. socio-centred
4. individualism
5. Hedonism
6. positivism
7. evolutionary
8. Völkerpsychologie
9. crowd psychology
10. 1900
11. scientific experiments
12. social issues and context
13. field theory
14. cognitive
15. 1966
16. social
17. laboratory-oriented
18. social influence
19. scientific knowledge
20. social representations

Chapter 2: Evolutionary Social Psychology

1. natural selection
2. reproductive
3. evolutionary psychology

4. fitness
5. adaptation
6. altruistic
7. coefficient of relatedness
8. relatives
9. beneficiary
10. one natural and one step-parent
11. competition
12. parental investment
13. parental strategies
14. maximizing the number of offspring fathered
15. male jealousy
16. polyandry
17. reproductive health
18. developmental instability
19. retaliation
20. take risks

Chapter 3: Developmental Social Psychology

1. developmental
2. socialization
3. Mutuality
4. video-recording
5. Attachment
6. secure base
7. Strange Situation
8. anxious / avoidant
9. grammatical structures
10. rules
11. speech accommodation
12. linguistic input
13. decentre
14. socio-cognitive conflict
15. zone of proximal development
16. theory of mind
17. Extended identity

18. affective orientation

Chapter 4: Methodology

1. methods
2. theory
3. hypotheses
4. random allocation of subjects
5. external validity
6. natural everyday life
7. experiments
8. factorial
9. validity
10. independent
11. the correlation of the score of the item with the total score
12. the combined effect of the two independent variables differs from the sum of their two main effects
13. representative
14. confederate
15. debriefing
16. the control group
17. internal validity
18. demand characteristics
19. reliable
20. mediating

Chapter 5: Social Cognition

1. processes
2. accessibility
3. incoming stimuli
4. resources
5. prior knowledge
6. inferred
7. equivalent
8. most typical

9. overall impression
10. goals
11. rules of thumb
12. similarity
13. illusory correlation
14. subtype
15. 'mood congruency'
16. associative network
17. when processing capacity is sufficient
18. positive ingroup and negative outgroup behaviour
19. correlations
20. category

Chapter 6: Emotion

1. inferred
2. physiological arousal
3. diffuse origin
4. communicates
5. synchronized
6. flexibility
7. situation
8. naturally occurring
9. cognitive appraisal
10. secondary
11. transactional
12. goals and values
13. increase
14. universal
15. display rules
16. physiological
17. minor
18. reduce
19. proprioceptive feedback
20. ethical

Chapter 7: Attribution Theory and Research

1. explanations of behaviour
2. naive scientist
3. internal
4. happiness
5. covariation
6. configuration
7. causal schema
8. normative
9. reciprocal
10. internal, stable and global
11. errors and biases
12. fundamental attribution error
13. biases
14. methodological precision
15. reaction time
16. success and failure
17. dysfunctional
18. non-contingency
19. relationship
20. external causes

Chapter 8: Attitudes

1. affect
2. P likes O, O dislikes X, P likes X
3. normative response
4. knowledge
5. self-monitoring
6. perceived behavioural control
7. ambivalence
8. sufficiency principle
9. consistency
10. classical
11. message-learning
12. the cognitive response approach

13. central
14. decrease
15. heuristic
16. argument quality
17. psychological reactance
18. incentives
19. intrinsic to extrinsic
20. low reward, personal responsibility, negative consequences

Chapter 9: Prosocial Behaviour

1. free choice
2. empathy
3. kin selection
4. affect-priming
5. interpersonal guilt
6. Bad mood
7. internal locus
8. egoistically
9. 'oneness'
10. fails
11. exchange
12. altruistic
13. prosocial
14. donor's distress
15. normative
16. fair
17. diffused
18. pluralistic ignorance
19. evaluates costs and benefits of
20. negative

Chapter 10: Aggressive Behaviour

1. intended

2. naturally selected.
3. consequence of
4. reduction
5. a readiness for
6. weapons
7. overt actions
8. arousal
9. strengthened
10. social modelling
11. increases
12. family members
13. Victimization
14. evaluative
15. perspective-specific
16. attributes responsibility for
17. justifiably
18. information processing
19. irrational
20. Emergent norm theory

Chapter 11: Social Interaction

1. Negotiation
2. competition
3. interdependence structure
4. Mixed-motive
5. third best
6. social traps
7. zero-sum
8. motivation
9. problem-solving
10. transformation
11. experimental games
12. value orientation
13. Trust
14. verbal communication
15. High satisfaction

16. distributive justice
17. discontinuity
18. Structural
19. Mediation
20. team-games

Chapter 12: Affiliation, Attraction and Close Relationships

1. company
2. threatening
3. Social Comparison theory
4. heart-rate
5. informational support
6. they give the same as they get out
7. contagion
8. loneliness
9. mortality
10. propinquity
11. attitudes
12. friendship
13. similar interests
14. Passionate love
15. preferences for intimacy
16. attractiveness
17. resources
18. intimacy
19. Social Comparison theory
20. commitment

Chapter 13: Social Influence in Small Groups

1. social influence
2. majority influence
3. optical illusion
4. ambiguous

5. unanimously
6. normative influence
7. liked
8. conversion
9. behavioural style
10. compliance
11. validation
12. single process
13. minority
14. polarized
15. differentiate
16. mutual persuasion
17. is not conceptualized
18. social context
19. Groupthink
20. agentic shift

Chapter 14: Group Performance

1. potential
2. more or less conscious reductions in the motivation to do one's very best on behalf of the group
3. members' motivation
4. difficult or unfamiliar
5. arousing
6. arousal
7. production blocking
8. improves
9. More participants in an additive task to not necessarily lead to proportionately higher group activity
10. identifiable
11. indivisible conjunctive
12. conjunctive, non-divisible tasks
13. brainstorming
14. production blocking
15. nominal
16. Status differences

17. large-scale category membership
18. wheel
19. decentralized
20. Interaction process

Chapter 15: Intergroup Relations

1. intergroup
2. interpersonal
3. prejudice
4. authoritarian
5. societal norms
6. scapegoats
7. relative
8. social categories
9. incompatible
10. exerted little influence on
11. discrimination
12. ingroup favouritism
13. self-esteem
14. differentials
15. unstable
16. disidentify
17. an inferior
18. superordinate
19. a single group
20. contact

Chapter 16: Health Psychology

1. prospective
2. perceived susceptibility
3. self-efficacy
4. qualitatively different
5. transtheoretical

6. incentive structure
7. Defence
8. Critical life events
9. Stress
10. Stress experiences increase the risk
11. Structural
12. Epidemiology
13. buffering
14. response efficacy
15. personal vulnerability
16. preparation stage
17. Folkman
18. anger
19. precaution adoption process model
20. a boring job

Chapter 17: Social Psychology in Organizations

1. work psychology
2. Content
3. social justice
4. salary
5. commitment
6. Functional
7. depersonalization
8. In-role
9. no strong link
10. benchmark
11. self-referenced
12. goal orientation
13. equity
14. burnout
15. exchange
16. correctability
17. productive
18. inherited
19. transformational

20. situation