



# Multiple Choice Answer Key & Explanations

## Social Psychology

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1. Which of the following answers best describes the attribution theory?	
A. The tendency to focus on information that confirms a person's pre-existing view	This is not the correct answer. This is confirmation bias
B. This looks at first impressions. When a person has a positive first impression of someone they will interpret other information about them in a positive way	This is not the correct answer. This is the halo effect
<b>C. Explains how a person justifies their own behaviors and the behaviors of others</b>	<b>This is the correct answer. People justify actions with situational attribution and dispositional attribution</b>
D. Look at situations in which a person overestimates how others think and act. Individuals think more people think and act like them	This is not the correct answer. This is the false consensus effect
E. Looks to see how much of a person's reason and argument is based on logic and how much is based on emotions	This is not the correct answer. This is the elaboration likelihood model

2. Lexa and Tj are playing monopoly and throughout the whole game Lexa keeps trash talking TJ. Towards the end of the game it becomes clear that TJ is going to win the game, which causes Lexa to stop trash talking and start complaining about how the game is rigged. Which of the following answers explains what happened to Lexa's thinking about the game?	
<b>A. Cognitive dissonance</b>	<b>This is the correct answer. This is when an individual's attitudes and beliefs are in conflict with their behaviors and actions</b>
B. False consensus effect	This is not the correct answer. This is when a person overestimates how other think and act
C. Just-world hypothesis	This is not the correct answer. This is the tendency for people to believe that the world is just and that things are the way they are for a reason
D. Reciprocity norm	This is not the correct answer. This is when a person does a positive or negative action and the next person does a similar action back
E. Social trap	This is not the correct answer. This is when competition in the short run reduces the long term benefit and utility



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3. While sitting in class Lexa never swears and always is focused, however, when she is hanging out with her friends she becomes more talkative and uses profanity. Which of the following answers best connects with Lexa?	
A. Reciprocity norm	This is not the correct answer. This is when a person does a positive or negative action and the next person does a similar action back
B. Social trap	This is not the correct answer. This is when competition in the short run reduces the long term benefit and utility
C. Social facilitation	This is not the correct answer. This is when a group of people are together they start to perform better
D. Deindividuation	This is not the correct answer. This is the temporary loss of a person's self-awareness
<b>E. Social inhibition</b>	<b>This is the correct answer. This is when an individual changes their behavior, comments, and/or personality to match a social setting</b>

4. Timmy believes that Australia is not a real place. After spending time online in a variety of different Facebook groups with other like minded individuals he becomes even more convinced. Eventually Timmy gets to the point that he gets angry when others contradict him and he becomes positive that Australia is a myth. Which of the following concepts has most likely happened to Timmy?	
A. Reciprocity norm	This is not the correct answer. This is when a person does a positive or negative action and the next person does a similar action back
B. In-group/out-group bias	This is not the correct answer. This is when a person is more likely to be favorable to those in the same ingroup and judge others who are not in the ingroup harshly
<b>C. Group polarization</b>	<b>This is the correct answer. This is when people's opinion, thoughts, and/or actions become more extreme in the group setting</b>
D. Deindividuation	This is not the correct answer. This is the temporary loss of a person's self-awareness
E. Social inhibition	This is not the correct answer. This is when an individual changes their behavior, comments, and/or personality to match a social setting



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5. When Binh was trying to convince his mom to get him a cell phone he stuck to the facts and tried to use logic to prove why it was a necessity for him to have a phone. Which of the following answers connects with the argument that Binh is using?	
A. Self-fulfilling prophecy	This is not the correct answer. This is when a person's beliefs lead to their fulfillment
<b>B. Central route to persuasion</b>	<b>This is the correct answer. This is when a person uses facts and logic to persuade someone</b>
C. Mere exposure effect	This is not the correct answer. This is when a person starts to feel more positive about a person or item the more they are exposed to it
D. Deindividuation	This is not the correct answer. This is the temporary loss of a person's self-awareness
E. Peripheral route to persuasion	This is not the correct answer. This is when a person uses emotions to persuade someone

6. The _____ believes that aggression comes from unconscious thoughts and tendencies that a person has.	
A. Evolutionary	This is not the correct answer. This approach believes aggression comes from a person's genes and is part of the evolutionary process
B. Biological	This is not the correct answer. This approach believes that aggression comes from electrical and chemical reactions between different brain structures
<b>C. Psychodynamic</b>	<b>This is the correct answer. This approach focuses on repressed memories and the unconscious mind</b>
D. Social	This is not the correct answer. This approach believes that aggression comes from interactions with other individuals in society
E. None of the above	This is not the correct answer, since the psychodynamic approach is correct



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7. Which of the following answers best explains game theory?	
<b>A. The study of human behavior with the focus on competitive situations in which the outcome of a person's choice impacts others</b>	<b>This is the correct answer. Game theory looks at competition between people to see what outcomes may happen</b> <b>9example: (Prisoner's dilemma)</b>
B. Unwritten rules, beliefs, and attitudes that are seen as acceptable for society will change a person's behaviors	This is not the correct answer. This answer would better match with social norms
C. Explains how a person justifies their own behaviors and the behaviors of others	This is not the correct answer. People justify actions with situational attribution and dispositional attribution
D. Look at situations in which a person overestimates how others think and act. Individuals think more people think and act like them	This is not the correct answer. This is the false consensus effect
E. Looks to see how much of a person's reason and argument is based on logic and how much is based on emotions	This is not the correct answer. This is the elaboration likelihood model

8. Which answer does not match with Milgram's obedience experiment?	
A. Participants were told they were participating in a learning study	This is not the correct answer. The participant believed they were looking into how individuals learned information
B. The study had a participant and confederate "randomly" pick roles	This is not the correct answer. The study had two roles that were "randomly" assigned. (Remember it was not really random, but the participant thought it was)
C. The participant administered shocks to the confederate if they got an another wrong	This is not the correct answer. The experiment used a shock generator in the experiment
<b>D. The study had participants broken into two groups. One group became guards and the other group became prisoners</b>	<b>This is the correct answer. This would better match with the Stanford prison experiment</b>
E. The study showed that people were more likely to listen to an authority figure even when told to do an action that went against their conscious	This is not the correct answer. The study did show how when responsibility is diffused and an authority figure tells a person to do an action they are inclined to listen



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9. Which of the following describes the difference between discrimination and prejudice correctly?	
A. Discrimination is generalizations that a person has about another person. Prejudice is actions that are taken against another person	This is not the correct answer. In this answer the response for discrimination is describing stereotypes and the answer for prejudice is describing discrimination
B. Prejudice is when a person blames another group of people for an event that they were not responsible for. Discrimination is when a person has negative opinions against a person or group	This is not the correct answer. In this answer the response for prejudice is describing a scapegoat and the answer for discrimination is describing prejudice
C. Discrimination is when a person has negative opinions against a person or group. Prejudice is actions that are taken against another person	This is not the correct answer. In this example the terms are flipped
<b>D. Prejudice is when a person has negative opinions against a person or group. Discrimination is actions that are taken against another person</b>	<b>This is the correct answer. Remember discrimination = actions and prejudice = thoughts</b>
E. Discrimination is when a person reduces their long term benefit and utility. Prejudice is when a person takes actions against a person due to their culture	This is not the correct answer. In this answer the response for discrimination is describing social traps and the answer for prejudice is describing discrimination

10. Karen was driving home from work and noticed a homeless person on the side of the street. Karen thought to herself "I bet they do not even try to succeed. If they would work hard they could easily make it." Which answer would best connect with Karen's thinking?	
A. Chameleon effect	This is not the correct answer. This is the tendency of people to mimic other people's bodily movements
<b>B. Just-world hypothesis</b>	<b>This is the correct answer. This is the tendency for people to believe that the world is just and that things are the way they are for a reason</b>
C. Consummate	This is not the correct answer. This is an attraction that has passion, intimacy, and commitment
D. Altruism	This is not the correct answer. This is when a person has concern for others well-being above their own
E. Project anger	This is not the correct answer. This is when a person who is upset about something takes that frustration and puts it on another person or object