

TEST BANK



Applied Social Psychology

SECOND EDITION

Understanding and Addressing Social and Practical Problems

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Chapter 2 Test

Social Psychological Theory

1. Which of the following is NOT one of the steps in the scientific process?
- A. creating specific hypotheses
 - B. observation
 - C. theory development
 - D. laboratory research

ANS: D Section of Chapter = The Scientific Process

2. The first step of the scientific process is _____.
- A. creating a hypothesis
 - B. developing a theory
 - C. observation
 - D. designing a research study

ANS: C Section of Chapter = The Scientific Process

3. For social psychologists, the observation stage of the scientific process may consist of
- A. reviewing existing research evidence.
 - B. a single vivid incident from everyday life.
 - C. both (a) and (b).
 - D. neither (a) nor (b).

ANS: C Section of Chapter = The Scientific Process

4. A(n) _____ is a set of interrelated hypotheses concerning a particular phenomenon.
- A. psychological law
 - B. theory
 - C. observation
 - D. operational definition

ANS: B Section of Chapter = The Scientific Process

5. _____ is the process of moving from the specific to the general.
- A. Deduction
 - B. Reasoning
 - C. Induction
 - D. Theory development

ANS: C Section of Chapter = The Scientific Process

6. The majority of social psychological theories are constructed by
- A. inferring general principles from observing specific instances.
 - B. modifying already existing theories in psychology.
 - C. developing specific concepts from general principles.
 - D. none of the above.

ANS: A Section of Chapter = The Scientific Process

7. Which of the following statements is false?
- A. Hypotheses are not a critical component of theories.
 - B. A hypothesis can be developed through deduction.
 - C. A hypothesis can be tested through interventions.
 - D. A hypothesis is a prediction about the relationship between variables.

ANS: A Section of Chapter = The Scientific Process

8. The fourth step in the scientific process is _____.
- A. publicizing results
 - B. hypothesis testing
 - C. modifying the theory
 - D. none of the above

ANS: B Section of Chapter = The Scientific Process

9. Which of the following is NOT a function of a theory?
- A. to guide intervention
 - B. to provide organization
 - C. to aid education
 - D. to give direction in research

ANS: C Section of Chapter = Theory in Social Psychology – Functions of Social Psychological Theories

10. One function of a theory is to provide organization. This function is most related to the _____ component of the scientific process.

- A. theory development
- B. hypothesis testing
- C. observation
- D. creating specific hypotheses

ANS: C Section of Chapter = Theory in Social Psychology – Functions of Social Psychological Theories

11. One function of a theory is to provide direction. This function is most related to the _____ component of the scientific process.

- A. creating a research study
- B. hypothesis testing
- C. theory development
- D. observation

ANS: B Section of Chapter = Theory in Social Psychology – Functions of Social Psychological Theories

12. One function of a theory is to guide intervention. This function is most related to _____.

- A. observation
- B. creating hypotheses
- C. application
- D. none of the above

ANS: C Section of Chapter = Theory in Social Psychology – Functions of Social Psychological Theories

13. Social psychological theories differ from each other in terms of

- A. scope.
- B. range.
- C. both (a) and (b).
- D. neither (a) nor (b).

ANS: C Section of Chapter = Theory in Social Psychology – Characteristics of Social Psychological Theories

14. The _____ of a theory refers to the number of different human behaviors that the theory attempts to explain.

- A. range
- B. scope
- C. parsimony
- D. depth

ANS: B Section of Chapter = Theory in Social Psychology – Characteristics of Social Psychological Theories

15. Many social psychological theories attempt to explain one way of thinking or behaving that is relevant in a number of different situations. One example is cognitive dissonance theory. This theory is a _____ theory.

- A. grand
- B. mid-level
- C. mini
- D. parsimonious

ANS: B Section of Chapter = Theory in Social Psychology – Characteristics of Social Psychological Theories

16. _____ theories attempt to explain a particular human behavior when faced with a particular set of circumstances.

- A. Broad
- B. Social psychological
- C. Mid-level
- D. Mini

ANS: D Section of Chapter = Theory in Social Psychology –
Characteristics of Social Psychological Theories

17. The _____ of a theory refers to whether the theory predicts the behavior of only a specific group of people or all human beings.

- A. parsimony
- B. range
- C. scope
- D. depth

ANS: B Section of Chapter = Theory in Social Psychology –
Characteristics of Social Psychological Theories

18. Testability refers to the idea that a good theory is capable of being _____ .

- A. studied
- B. quantified
- C. disproved
- D. measured

ANS: C Section of Chapter = Theory in Social Psychology –
Characteristics of Social Psychological Theories

19. _____ refers to the idea that a theory should use the fewest possible number of propositions to explain the phenomenon in question.

- A. Parsimony
- B. Frugality
- C. Testability
- D. Scope

ANS: A Section of Chapter = Theory in Social Psychology –
Characteristics of Social Psychological Theories

20. Central to cognitive dissonance theory is the idea that human beings are motivated to maintain _____ among their cognitions.

- A. accuracy
- B. reasonableness
- C. comfort
- D. consistency

ANS: D Section of Chapter = Cognitive Dissonance Theory – Description

21. _____ is said to exist when two cognitions are psychologically inconsistent with each other.

- A. Belief hypocrisy
- B. Disagreement
- C. Cognitive dissonance
- D. None of the above

ANS: C Section of Chapter = Cognitive Dissonance Theory - Description

22. A key element of cognitive dissonance theory is the proposition that people will reduce dissonance in the _____ way possible.

- A. easiest
- B. fastest
- C. most logical
- D. most popular

ANS: A Section of Chapter = Cognitive Dissonance Theory – Description

23. In terms of the functions of a theory, cognitive dissonance theory is one of the best social psychological theories with regard to

- A. organizing what psychologists know about human consistency.
- B. providing direction for research.
- C. developing interventions.
- D. providing insight into reactions to natural disasters such as earthquakes.

ANS: B Section of Chapter = Cognitive Dissonance Theory - Direction

24. According to cognitive dissonance theory, which of the following is an example of a dissonance situation?

- A. insufficient justification
- B. postdecisional dissonance
- C. effort justification
- D. all of the above

ANS: D Section of Chapter = Cognitive Dissonance Theory - Direction

25. Postdecisional dissonance is said to occur

- A. after you realize you have made a bad decision.
- B. when you had to choose between two attractive alternatives.
- C. when you are unable to make up your mind about something.
- D. if you make a decision without weighing the facts.

ANS: B Section of Chapter = Cognitive Dissonance Theory - Direction

26. You have decided to buy a new car and narrow your choice down to two equally attractive alternatives. You finally decide on one, but when you get home you start to worry about whether you made the best decision. According to Festinger's cognitive dissonance theory, what will you most likely do?
- A. Go back to the car dealership and get the other car instead.
 - B. Try to distract yourself from the conflicting thoughts.
 - C. Ask a trusted friend for their opinion.
 - D. Decide that the car you chose was clearly the better of the two.

ANS: D Section of Chapter = Cognitive Dissonance Theory - Direction

27. Salespeople who employ the low-ball technique are taking advantage of the implications of _____ .
- A. postdecisional dissonance
 - B. insufficient justification
 - C. effort justification
 - D. bad taste

ANS: A Section of Chapter = Cognitive Dissonance Theory - Direction

28. In a situation in which you have put a high degree of effort into attaining a goal which you then come to feel may not have been worth all the effort, according to cognitive dissonance theory you are most likely to
- A. reevaluate the amount of effort you put in and judge it to be less than it really was.
 - B. reevaluate the goal you attained and convince yourself it was in fact worth it.
 - C. decide to put less effort into attaining goals in the future.
 - D. both (a) and (b).

ANS: B Section of Chapter = Cognitive Dissonance Theory - Direction

29. In a situation where you tell a lie with very little external justification, according to cognitive dissonance theory you are most likely to
- A. feel guilty, because lying is wrong.
 - B. apologize and tell the truth to reduce feelings of guilt.
 - C. tell the truth the next time you are in a similar situation to make up for lying in the past.
 - D. convince yourself you weren't really lying by changing your opinion regarding what you did lie about.

ANS: D Section of Chapter = Cognitive Dissonance Theory - Direction

30. Elliot Aronson modified Festinger's cognitive dissonance theory in his proposal of self-consistency dissonance theory. The main idea of Aronson's modification is
- A. some people's personalities cause them to be reliably consistent or inconsistent.
 - B. some people are prone to higher degrees of dissonance than others in certain situations.
 - C. people experience dissonance when they act in ways they see as reflecting poorly on themselves.
 - D. none of the above.

ANS: C Section of Chapter = Cognitive Dissonance Theory - Direction

31. With regard to research on cognitive dissonance theory, it has been shown that
- A. there are differences in people's levels of preference for consistency.
 - B. there are cultural differences in beliefs about the importance of attitude-behavior consistency.
 - C. even people with a low preference for consistency have been found to change their attitudes to match their behaviors.
 - D. all of the above.

ANS: D Section of Chapter = Cognitive Dissonance Theory - Summing Up Cognitive Dissonance Theory

32. Janis developed the theory of _____ by analyzing poor policy decisions by American presidents in relation to such events as the escalation of the Vietnam War and the Watergate cover up.
- A. groupthink
 - B. frustration-aggression
 - C. group polarization
 - D. realistic conflict

ANS: A Section of Chapter = Groupthink – Description

33. _____ refers to the deterioration of mental efficiency, reality testing, and moral judgment that results from in-group pressures.
- A. Stereotype threat
 - B. Public compliance
 - C. Groupthink
 - D. Group polarization

ANS: C Section of Chapter = Groupthink – Description

34. Which of the following is one of the conditions that must exist in order for groupthink to occur?
- A. low group cohesiveness
 - B. lack of pressure on the group to make a decision
 - C. structural problems in the group
 - D. none of the above

ANS: C Section of Chapter = Groupthink – Description

35. Which of the following is NOT a symptom of groupthink?

- A. rationalization
- B. positive illusions
- C. stereotyped views of outsiders
- D. illusions of invulnerability

ANS: B Section of Chapter = Groupthink – Description

36. The symptoms of groupthink lead to a process of defective decision making which can include

- A. failure to examine the risks.
- B. poor information search.
- C. failure to consider possible alternative courses of action.
- D. all of the above.

ANS: D Section of Chapter = Groupthink – Description

37. With regard to the theory of groupthink, which of the following is NOT true?

- A. It cannot be directly tested due to its complexity.
- B. It requires an analysis of all the members of the group and not just the individual members.
- C. Some of the variables included in the original model may not influence group decision making as originally believed.
- D. It has generated less research than has cognitive dissonance theory.

ANS: A Section of Chapter = Groupthink – Description

38. The textbook (Chapter 2) lists the Challenger and the Columbia space shuttle tragedies as examples of what social psychological theory?

- A. fundamental attribution error
- B. groupthink
- C. investment model
- D. public compliance

ANS: B Section of Chapter = Groupthink – Description

39 Which of the following is true regarding strategies to prevent groupthink?

- A. They are too complex to be utilized effectively.
- B. They are neglected in terms of management training in public and private organizations.
- C. They will become even more necessary as the use of groups in the workplace increases.
- D. They are unnecessary as long as people are made aware of the dangers of groupthink.

ANS: C Section of Chapter = Groupthink – Intervention