

**Chapter 2**  
**The Person and the Situation**  
**Total Assessment Guide (T.A.G.)**

<b>Topic</b>	<b>Question Type</b>	<b>Remember the Facts</b>	<b>Understand the Concepts</b>	<b>Apply What You Know</b>	<b>Analyze It</b>
2.1 The Person	Multiple Choice	1, 2, 3, 5, 8, 9, 10, 17, 31, 48, 52, 53, 54, 58, 62	4, 6, 12, 15, 19, 21, 24, 25, 26, 28, 33, 35, 36, 39, 40, 41, 43, 44, 47, 50, 51, 59, 61	7, 14, 16, 18, 20, 22, 23, 27, 29, 30, 32, 37, 38, 45, 49, 55, 56, 57, 60, 63	11, 13, 34, 42, 46
	Short Answer	109	110, 114	111	112
	Essay		120	124, 125	119, 121, 122, 123
2.2 The Situation	Multiple Choice	74, 77	65, 67, 68, 70, 71, 72, 75, 78, 80, 81, 86, 88	64, 66, 69, 73, 76, 79, 82, 83, 85, 87, 89, 90, 91	84
	Short Answer		115	116, 117	
	Essay				126
2.3 The Person and the Situation Interact	Multiple Choice	96	92, 95, 97, 98, 102, 106, 107, 108	99, 100, 101, 103, 104, 105	93, 94
	Short Answer			118	
	Essay			128	127

## Chapter 2 The Person and the Situation

---

### Multiple Choice Questions

1) According to Martin Luther King Jr.'s sister, he was a(n) \_\_\_\_\_.

- A) ordinary man
- B) extraordinary man
- C) man destined for success
- D) hard working, special man.

Answer: A

Learning Objective: None

Topic: Introduction

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.

2) The driving force that moves people toward their desired outcomes is known as \_\_\_\_\_.

- A) motivation
- B) personality
- C) situational influence
- D) activation

Answer: A

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.

3) When the police want to know why someone has committed a crime, they often look for the perpetrator's \_\_\_\_\_.

- A) motive
- B) personality
- C) intelligence
- D) activation

Answer: A

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.

4) Which statement is true regarding motivation?

- A) Motivation is not necessary for survival.
- B) Motivation is the energy that drives social behavior.
- C) Motivation is unrelated to social behavior.
- D) Motivation usually refers to short-term goals.

Answer: B

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.

5) A desired outcome is a \_\_\_\_\_.

- A) goal
- B) subgoal
- C) motive
- D) exemplar

Answer: A

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

6) Something that you wish to accomplish is a \_\_\_\_\_, whereas \_\_\_\_\_ are steps toward achieving that larger outcome.

- A) goal; subgoals
- B) subgoal; goals
- C) motive; goals
- D) exemplar; motives

Answer: A

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

7) Kendra wants to get a good grade in her social psychology course. She joins a study group that has several successful students in it. According to your textbook, Kendra's use of this study group to increase her chances to achieve social and economic status is known as a(n) \_\_\_\_\_.

- A) goal
- B) subgoal
- C) motive
- D) exemplar

Answer: B

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.

8) A high-level goal that is fundamental for social survival is a \_\_\_\_\_.

- A) norm
- B) subgoal
- C) subordinate goal
- D) motive

Answer: D

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

9) According to your text, desires to gain status and protect family members from harm are \_\_\_\_\_.

- A) goals
- B) subgoals
- C) subordinate goals
- D) motives

Answer: D

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

10) According to your text, the process of consciously focusing on aspects of our environment or ourselves is \_\_\_\_\_.

- A) attention
- B) motivation
- C) automaticity
- D) suppression

Answer: A

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

11) Which statement is accurate regarding attention?

- A) We can pay attention to a large amount of information at one time.
- B) Attention is a limited resource.
- C) Automatizing tasks limits our attention.
- D) The more we attend to one task, the more we will be able to attend to other tasks.

Answer: B

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

12) The ability of a behavior or cognitive process to operate without conscious guidance once it is put into motion is known as \_\_\_\_\_.

- A) attention
- B) automaticity
- C) motivation
- D) mindlessness

Answer: B

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

13) Which statement is accurate regarding automaticity?

- A) Automaticity can help us to efficiently move toward our goals.
- B) Automaticity always causes us to make mistakes.
- C) Automaticity is a conscious process.
- D) Mindlessness causes automaticity.

Answer: A

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

14) Mitsuko drives to work without giving much attention or thought to the process of driving her car. She starts the car, shifts gears, and changes lanes without consciously planning these actions. This is an example of \_\_\_\_\_.

- A) low self-monitoring
- B) mindfulness
- C) automaticity
- D) willpower

Answer: C

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Moderate

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

15) In the Langer et al. (1978) study of people in line to use a copy machine, participants allowed someone to go ahead of them even when that person gave an excuse that didn't make sense. This study was a demonstration of \_\_\_\_\_.

- A) the social facilitation effect
- B) social cognition
- C) the automaticity of social behavior
- D) the strategy of ingratiation

Answer: C

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.

16) Takashi is playing on his phone while in line at the food store waiting to pay for a few things that he picked up. A stranger with a similar number of items approaches Takashi and asks to get in front of him in line because he has to pay for his groceries. Takashi allows him to get ahead in line. This is an example of \_\_\_\_\_.

- A) low self-monitoring
- B) mindlessness
- C) attitude flexibility
- D) weak willpower

Answer: B

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

17) We sometimes engage in \_\_\_\_\_ as an attempt to overcome counterproductive impulses.

- A) self-efficacy
- B) attention
- C) automaticity
- D) thought suppression

Answer: D

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.



18) Which statement is true regarding what happens when you try not to think about pink elephants?

- A) It is more difficult to think of pink elephants when asked to do so later.
- B) Your thoughts are frequently interrupted by images of pink elephants.
- C) You will think more about white elephants.
- D) You will think more about pink objects other than elephants.

Answer: B

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

19) Which of the following is something that goal pursuit sometimes requires?

- A) mindlessness
- B) explanations
- C) automaticity
- D) willpower

Answer: D

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

20) Suppose that Broderick is trying not to think about his ex-girlfriend. What is the most likely result of Broderick's attempt to control his thoughts in this way?

- A) Broderick will constantly be in a negative mood.
- B) Broderick will strengthen his immune system as a result of attempted thought suppression.
- C) Broderick will strengthen his willpower and successfully avoid thinking about his ex-girlfriend.
- D) Broderick will think about his ex-girlfriend even more than he would have otherwise.

Answer: D

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

21) Visual images, smells, sounds, tastes, and touches are examples of \_\_\_\_\_.

- A) sensory memories
- B) exemplars
- C) beliefs
- D) schemas

Answer: A

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Knowledge: Our View of the World

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

22) When Cole smells an apple scented candle, images of holidays with his Nana, who used to bake apple pies, quickly rush into his mind. This example illustrates \_\_\_\_\_.

- A) personal memory
- B) thought suppression
- C) schematic memory
- D) sensory memory

Answer: D

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Knowledge: Our View of the World

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

23) Kelley (1950) found that students who expected a warm substitute teacher formed a favorable impression of him, whereas students who expected a cold substitute teacher formed a negative impression of him, even though the lecture was the same for both groups. What was the reason given for this result?

- A) Students in the “cold” condition didn’t know what condition they were in.
- B) Chronic accessibility was different for different students.
- C) Students were primed with different expectations, which led to different interpretations of the teacher’s actions.
- D) Different self-knowledge led to different interpretations of the teacher’s actions.

Answer: C

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Knowledge: Our View of the World

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.

24) Knowledge of a specific episode, event, or individual that constitutes an example of a category is a(n) \_\_\_\_\_.

- A) script
- B) stereotype
- C) exemplar
- D) schema

Answer: C

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Knowledge: Our View of the World

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

25) Oprah Winfrey and Jeff Bezos might be considered \_\_\_\_\_ of the category “business smart.”

- A) stereotypes
- B) exemplars
- C) schemas
- D) primers

Answer: B

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Knowledge: Our View of the World

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.

26) A mental representation capturing the general characteristics of a particular class of episodes, events, or individuals is known as a(n) \_\_\_\_\_.

- A) sensory memory
- B) exemplar
- C) belief
- D) schema

Answer: D

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Knowledge: Our View of the World

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

27) Stacey believes that most car salespersons are dishonest. This belief is part of Stacey's \_\_\_\_\_ car dealerships.

- A) schema for
- B) sensory memory about
- C) intuition for
- D) affordance against

Answer: A

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Knowledge: Our View of the World

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.

28) The process of activating knowledge or goals—of making them ready for use—is known as \_\_\_\_\_.

- A) priming
- B) stereotyping
- C) self-regulation
- D) schematizing

Answer: A

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Knowledge: Our View of the World

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

29) Thinking of your pet dog and then being reminded of the other pets that you have had over the years and then starting to think about how old you were and where you lived at the time, is an example of \_\_\_\_\_.

- A) priming
- B) stereotyping
- C) self-regulation
- D) schematizing

Answer: A

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Knowledge: Our View of the World

Difficulty Level: Moderate

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

30) Sitting in her social psychology class, Ingrid thinks a lot about how she can make herself more attractive to other people. At the dinner table, Ingrid thinks a lot about how she needs to get a better-paying job. The different thoughts that came to mind in class and at home are the result of \_\_\_\_\_.

- A) situational priming
- B) chronic accessibility
- C) attitude adjustment
- D) implanted expectations

Answer: A

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Knowledge: Our View of the World

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.

31) \_\_\_\_\_ is the state of being easily activated, or primed, for use.

- A) Exemplar mapping
- B) Negative stereotyping
- C) Sensory memory
- D) Chronic accessibility

Answer: D

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Knowledge: Our View of the World

Difficulty Level: Easy

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

32) Because they have contact with law-breakers on a daily basis, many police officers have a representation of law-breakers constantly activated in their minds. This is an example of \_\_\_\_\_.

- A) exemplar mapping
- B) negative stereotyping
- C) sensory memory
- D) chronic accessibility

Answer: D

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Knowledge: Our View of the World

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.

33) \_\_\_\_\_ are evaluations of particular people, objects, events, or ideas.

- A) Attitudes
- B) Emotions
- C) Moods
- D) Exemplars

Answer: A

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

34) Which statement is accurate regarding attitudes?

- A) Attitudes can be favorable or unfavorable evaluations.
- B) Attitudes are only favorable evaluations.
- C) Attitudes are only unfavorable evaluations.
- D) Attitudes involve physiological components.

Answer: A

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.

35) \_\_\_\_\_ are feelings such as guilt, fear, or happiness.

- A) Attitudes
- B) Emotions
- C) Moods
- D) Exemplars

Answer: B

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

36) How do social psychologists differentiate emotions from attitudes?

- A) Emotions do not have an evaluative component.
- B) Emotions possess a physiological arousal component.
- C) Emotions are not as complex as attitudes.
- D) Emotions are not as intense as attitudes.

Answer: B

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.



37) Which of the following people shows an example of an attitude?

- A) Jacci, who believes that all things happen for a reason
- B) Erik, who behaves poorly at his birthday party
- C) Simon, who asks his teacher for help
- D) Kara, who prefers vanilla over chocolate ice cream

Answer: D

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology; 1.2 Develop a working knowledge of the content domains of psychology.

38) Which of the following people shows an example of a mood?

- A) Judy, who believes that “the early bird gets the worm”
- B) Karla, who has been unhappy for a few weeks
- C) Kyle, who asks his friends to play soccer with him
- D) Jesse, who prefers to wear black pants every day

Answer: B

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology; 1.2 Develop a working knowledge of the content domains of psychology.

39) Relatively long-lasting feelings are called \_\_\_\_\_.

- A) attitudes
- B) beliefs
- C) moods
- D) physiological responses

Answer: C

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Easy

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

40) Feelings that are less focused and longer lasting than emotions, and which color all our experiences, are known as \_\_\_\_\_.

- A) attitudes
- B) beliefs
- C) moods
- D) physiological responses

Answer: C

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

41) Researchers use \_\_\_\_\_ to gather information about blood pressure, heart rate, and sweating.

- A) self-reports
- B) fMRIs
- C) physiological measures
- D) Rorschach ink blot tests

Answer: C

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

42) Which statement about physiological measures is accurate?

- A) Different people exhibit different biological responses to the same emotional state.
- B) Physiological measures are only influenced by emotional processes.
- C) Self-reports are the best physiological measures because they give information about how a person thinks he or she feels.
- D) Researchers have discovered physiological patterns that map perfectly to emotion.

Answer: A

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.

- 43) Watching people's facial expressions and looking at people's behavior are \_\_\_\_\_.
- A) methods of self-perception
  - B) indirect measures of emotion
  - C) ways of measuring self-esteem
  - D) ineffective ways of measuring mood

Answer: B

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

- 44) The fact that people from many different cultures agree on which facial expressions reflect particular emotions is evidence that \_\_\_\_\_.
- A) facial expressions are heavily influenced by culture
  - B) facial expressions of emotion are probably learned from those around us
  - C) there are gender differences in the expression of facial emotion
  - D) there probably is a genetic component to the facial expression of emotion

Answer: D

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

45) Which example best illustrates the influence of culture on feelings?

- A) Utku Eskimos rarely express anger, whereas members of a Bedouin tribe of western Egypt frequently express anger.
- B) Japanese people and Americans both express sadness at a funeral.
- C) Members of cultures from all over the world agree on which facial expressions reflect happiness, sadness, and fear.
- D) People are more likely to express similar feelings in a strong situation.

Answer: A

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

46) Which statement is accurate?

- A) Members of all cultures experience similar emotions.
- B) Members of all cultures interpret emotional facial expressions similarly.
- C) Members of cultures from all over the world vary on which facial expressions reflect happiness, sadness, and fear.
- D) All people are more likely to express similar feelings in a strong situation.

Answer: D

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

47) Rashad misses a meeting with his professor and feels very guilty. He misses a meeting he had with a car salesman and doesn't give it a second thought. Why did Rashad feel differently about two equivalent actions?

- A) He has been classically conditioned to not like salespeople.
- B) It was someone else's fault that he missed the meeting with the salesman.
- C) The salesman probably didn't care about the missed meeting.
- D) His appraisal of the action was different in the two situations.

Answer: D

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

48) The process of imaging alternative versions of actual events is called \_\_\_\_\_.

- A) counterfactual thinking
- B) rationalization
- C) downward social comparison
- D) self-perception processes

Answer: A

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

49) In tryouts for the football team, Gary finishes 31st out of 150 people who tried out. The top 30 finishers made the team, so Gary feels that he just missed the cut. He's extremely disappointed, even more disappointed than his friend who finished 125th. Most likely, Gary feels worse than his friend because of \_\_\_\_\_.

- A) counterfactual thinking
- B) rationalization
- C) downward social comparison
- D) self-perception processes

Answer: A

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

50) Which statement about emotions is true?

- A) They are generally irrational responses to situations.
- B) They alert us when something isn't normal.
- C) They can prevent us from acting quickly to avoid a dangerous situation.
- D) Different emotions typically accompany the same situation at different times.

Answer: B

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

51) Fredrickson and colleagues (2003) investigated how Americans coped with the shock of September 11, 2001. They found that more resilient Americans \_\_\_\_\_.

- A) experienced fewer negative emotions like fear and anger than less resilient Americans did
- B) denied or suppressed experiencing negative emotions
- C) experienced as many negative emotions as less resilient Americans but also experienced positive emotions like hope and pride
- D) were less emotional overall than less resilient Americans

Answer: C

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

52) Our views and beliefs about ourselves make up our \_\_\_\_\_.

- A) reflected appraisal
- B) self-concept
- C) exemplary self
- D) self-esteem

Answer: B

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Introducing the Self

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

53) Your attitude toward yourself is your \_\_\_\_\_.

- A) ought self
- B) self-concept
- C) self-esteem
- D) reflected appraisal

Answer: C

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Introducing the Self

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

- 54) The term “multiple selves” refers to \_\_\_\_\_.
- A) the mental disorder sometimes called multiple personalities
  - B) the idea that a person’s self changes over time
  - C) the idea that people have ought, actual, and collective selves
  - D) the idea that people have both self-esteem and self-concept

Answer: C

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Introducing the Self

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

- 55) When traveling overseas, Luis thinks about being an American. He is thinking about \_\_\_\_\_.

- A) his reflected appraisal process
- B) his ought self
- C) a collective self
- D) his self-esteem

Answer: C

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Introducing the Self

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.



56) You cross the finish line of a race and the first thing you do is to look ahead to see how many people finished in front of you, and then you look behind to see how many people you beat. You are gathering information for your \_\_\_\_\_ via the use of \_\_\_\_\_.

- A) self-schema; self-perception
- B) self-perception; reflected appraisal
- C) self-concept; social comparison
- D) self-esteem; competition

Answer: C

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Introducing the Self

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology. ;1.3 Describe applications that employ discipline-based problem solving.

57) While Jennifer was growing up, her mother constantly told her that she needed to watch her weight. As an adult, Jennifer thinks of herself as overweight because of \_\_\_\_\_.

- A) the multiple self-process
- B) social comparison
- C) the reflected appraisal process
- D) her collective self with her mother

Answer: C

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Introducing the Self

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

58) The process by which people observe their own behavior to infer their own internal characteristics is known as \_\_\_\_\_.

- A) self-perception
- B) reflected appraisal
- C) self-regulation
- D) self-presentation

Answer: A

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Introducing the Self

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

59) The self-perception process involves inferring one's own characteristics by \_\_\_\_\_.

- A) observing one's own behavior
- B) comparing oneself to others
- C) imagining what others think of us
- D) putting oneself in a category

Answer: A

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Introducing the Self

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

60) Nira spends a rainy Saturday watching drag racing on TV. Later, she reflects on her behavior and thinks, “I must really like drag racing since I spent so much time watching it on TV.” Nira has learned about herself via \_\_\_\_\_.

- A) the self-presentation process
- B) reflected appraisal
- C) the self-perception process
- D) the self-regulation process

Answer: C

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Introducing the Self

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

61) In a study by Burger and Caldwell (2003), one group of college students signed a petition encouraging an end to homelessness, one group signed the petition and received \$1, and, as members of a third group signed the petition, each was told that he or she was “someone who cares about people in need.” Two days later all of the participants were asked to volunteer at a homeless shelter during the upcoming weekend. The researchers found that the \_\_\_\_\_ group volunteered the most because they \_\_\_\_\_.

- A) petition only; changed their self-perceptions
- B) petition and payment group; changed their self-perceptions
- C) petition and labeled group; changed their self-perceptions
- D) petition and payment group; were paid \$1

Answer: C

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Introducing the Self

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.

62) The process through which people select, monitor, and adjust their strategies in an attempt to reach their goals is \_\_\_\_\_.

- A) self-perception
- B) reflected appraisal
- C) self-regulation
- D) self-presentation

Answer: C

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Introducing the Self

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

63) You are trying to find someone to study with at the local coffee shop. You invite your friend Ryan, but he has plans. You then decide to ask your friend Lia, who says she can go but first she must run some errands. You would rather not run errands but do not want to study alone, so you decide to help Lia with the errands so that she can then study with you. This is an example of \_\_\_\_\_.

- A) self-perception
- B) reflected appraisal
- C) self-regulation
- D) self-presentation

Answer: C

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Introducing the Self

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

- 64) Which statement about the design of your living space is accurate?
- A) A poorly designed space can negatively affect your motivation.
  - B) A well-designed house will not affect psychologically health.
  - C) Changing the layout of a living space cannot affect social interaction.
  - D) The design of your living space will not affect your motivation.

Answer: A

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: The Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

- 65) Social psychologists consider the people we meet during the day and the fact that we live in a democratic society as examples of \_\_\_\_\_.

- A) irrelevant stimuli
- B) unique experiences
- C) situations
- D) observations

Answer: C

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: The Situation

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

66) You decide to spend your spring break among the huge crowds in a beach town. Your roommate decides to rent a cabin with three close friends. According to social psychological research, which of the following is most likely to happen?

- A) After spring break, your roommate will feel more stressed than you will.
- B) You will experience more stress during spring break than your roommate will.
- C) You will have more fun during spring break than your roommate will.
- D) There will be no difference between your spring break experience and that of your roommate.

Answer: B

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: The Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

67) Baum and Davis (1980) found that changing the arrangement of a dorm floor impacted

- A) the number of friendships among students that lived there
- B) the grades of students who lived there
- C) the reading skills of students who lived there
- D) the noise experienced by the students who lived there

Answer: A

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: The Situation

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

68) The threats and opportunities that other people and situations provide to you are called \_\_\_\_\_.

- A) attunements
- B) affordances
- C) social comparisons
- D) expectations

Answer: B

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Persons as Situations: Mere Presence, Affordances, and Descriptive Norms

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

69) You walk down the dorm hallway on a Saturday night and discover from the empty rooms that nearly everyone has gone out instead of studying. Your dorm mates have created a(n) \_\_\_\_\_ that may affect your behavior.

- A) descriptive norm
- B) bad habit
- C) affordance
- D) injunctive norm

Answer: A

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Persons as Situations: Mere Presence, Affordances, and Descriptive Norms

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology. ;1.3 Describe applications that employ discipline-based problem solving.

70) A descriptive norm gives you information about \_\_\_\_\_.

- A) how you ought to act in a situation
- B) what is expected of you by those in authority
- C) what most people actually do in a situation
- D) what actions are possible in a situation

Answer: C

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Persons as Situations: Mere Presence, Affordances, and Descriptive Norms

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

71) Which statement about descriptive norms is accurate?

- A) They can influence whether or not we cooperate with one another.
- B) They give us information about how we ought to act.
- C) Sometimes they are not reflected in what people really believe or how they act.
- D) They do not affect our behaviors.

Answer: C

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Persons as Situations: Mere Presence, Affordances, and Descriptive Norms

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

72) Pluralistic ignorance occurs when \_\_\_\_\_.

- A) a person is not sure of the injunctive norm
- B) there is no descriptive norm in a situation
- C) the descriptive norm is not consistent with people's actual beliefs
- D) people actively pressure others into acting against their beliefs

Answer: C

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Persons as Situations: Mere Presence, Affordances, and Descriptive Norms

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.



73) Tamara was sitting in a lecture class totally bewildered and confused. She wanted to ask her professor to explain, but, as she looked about the room, it appeared that the other students understood everything. As a result, she withheld her question, not realizing that others were as confused as she was. This is an example of \_\_\_\_\_.

- A) a descriptive norm
- B) pluralistic ignorance
- C) an injunctive norm
- D) a scripted situation

Answer: B

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Persons as Situations: Mere Presence, Affordances, and Descriptive Norms

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

74) An injunctive norm \_\_\_\_\_.

- A) indicates what people should or should not do
- B) indicates what other people actually do
- C) is an explicit rule about how to behave, such as a law
- D) exerts little control over people's behavior

Answer: A

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Rules: Injunctive Norms and Scripted Situations

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

75) Research on injunctive norms for behaviors (e.g., talking, fighting) in different situations (e.g., a dorm lounge, church) showed that \_\_\_\_\_.

- A) most behaviors were only enacted in limited situations
- B) weak situations severely limit what kinds of behaviors are allowed
- C) the acceptability of a behavior depended on the situation
- D) in most situations it doesn't matter how a person acts

Answer: C

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Rules: Injunctive Norms and Scripted Situations

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.

76) As you leave home to return to campus from your holiday break, your mother says to you, "Study hard, get good grades, try to keep the partying under control." She is conveying \_\_\_\_\_ to you.

- A) a descriptive norm for behavior in college
- B) an injunctive norm for behavior in college
- C) her pluralistic ignorance of behavior in college
- D) a situational norm for behavior in college

Answer: B

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Rules: Injunctive Norms and Scripted Situations

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

77) A list of events that happen in a predictable order in a particular situation is known as a(n) \_\_\_\_\_.

- A) norm
- B) affordance
- C) proscription
- D) script

Answer: D

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Rules: Injunctive Norms and Scripted Situations

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

78) According to research, when people went about getting a date in the 1980s, they tended to follow a certain sequence of steps (e.g., noticing each other, finding out about one another, beginning a conversation, etc.). This common representation of a sequence of events is known as \_\_\_\_\_.

- A) a script
- B) a schema
- C) an exemplar
- D) a self-schema

Answer: A

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Rules: Injunctive Norms and Scripted Situations

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.

79) Erica walks into a restaurant with a friend. There is no one to seat them, so they find a table. The waitress strolls out, sits down at the table with them, chats for a while, and then hands them the bill. Erica and her friend are shocked because \_\_\_\_\_.

- A) their affordances changed so suddenly
- B) they thought the restaurant wasn't very busy
- C) they were uncertain of the descriptive norms in the situation
- D) their script for a restaurant was violated

Answer: D

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Rules: Injunctive Norms and Scripted Situations

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

80) A strong situation is one that \_\_\_\_\_.

- A) allows many options for appropriate behavior
- B) is usually not scripted
- C) has very obvious injunctive norms
- D) does not have clear descriptive norms

Answer: C

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Strong Versus Weak Situations

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

81) A situation that is usually scripted, allows few options for appropriate behavior, and has obvious injunctive norms is described as \_\_\_\_\_.

- A) a descriptively normative situation
- B) a weak situation
- C) an ambiguous situation
- D) a strong situation

Answer: D

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Strong Versus Weak Situations

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

82) While at the beach, Hideki spent some time sunning himself, then joined a volleyball game, and, later, played water tag. This beach is an example of a(n) \_\_\_\_\_.

- A) weak situation
- B) strong situation
- C) scripted situation
- D) violated situation

Answer: A

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Strong Versus Weak Situations

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

83) Most of Siek Toon's friends are her cousins; she spends lots of time with her family and thinks that her relatives strongly influence the way she behaves. This is probably due to the fact that Siek Toon comes from \_\_\_\_\_.

- A) a pluralistic culture
- B) an individualistic culture
- C) a collectivistic culture
- D) a foreign culture

Answer: C

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Culture

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

84) Members of \_\_\_\_\_ cultures tend to prioritize their own goals over those of the group, whereas members of \_\_\_\_\_ cultures tend to place the group's concerns over their own.

- A) pluralistic; individualistic
- B) individualistic; collectivistic
- C) collectivistic; individualistic
- D) individualistic; pluralistic

Answer: B

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Culture

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

85) José comes from Guatemala, a culture that is collectivistic in nature. Which of the following is a cultural affordance that is most likely to be provided to José?

- A) the knowledge that he can grow up to be whatever he wants to be
- B) a wide range of choices about how to behave
- C) the ability to relate well to others and take their perspective
- D) many opportunities to exert control over others

Answer: C

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Culture

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

86) Cultural norms based on getting along with others, seeking peace, and not standing out from a crowd are consistent with \_\_\_\_\_/

- A) collectivistic cultures
- B) independent cultures
- C) individualistic cultures
- D) directivist cultures

Answer: A

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Culture

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

87) Candela subscribes to norms that emphasize independence, fending for oneself, and achieving whatever heights one aspires to. Candela is most likely from \_\_\_\_\_.

- A) a collectivistic culture
- B) a traditional culture
- C) an individualistic culture
- D) a pluralistic culture

Answer: C

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Culture

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

88) According to Asch's famous "line judging" studies on conformity, what is true about conformity and culture?

- A) People from individualistic cultures almost never conform.
- B) People from collectivistic cultures conform even more than people from individualistic cultures.
- C) Conformity does not differ across cultures.
- D) People from individualistic cultures conform even more than people from collectivistic cultures.

Answer: B

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Culture

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.



89) Julie hears her daughter screaming while she is playing with friends, a behavior that is strictly forbidden. Julie is from an individualistic culture. How is she most likely to reprimand her daughter?

- A) “If you keep acting like that, no one will like you!”
- B) “If you keep acting like that, people will make fun of you!”
- C) “If you keep acting like that, I’m not going to like you anymore!”
- D) “If you keep acting like that, you’re going to lose your allowance!”

Answer: D

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Culture

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

90) How do cultural scripts affect your expectation of what a family meal would be like in an individualistic culture versus a collectivistic culture??

- A) You would expect the Japanese meal to be less scripted.
- B) You would expect the Japanese meal to be more scripted.
- C) You would expect no difference in the scripts, since the situation is the same.
- D) The expectations of scripting would depend on your expectations of the family meal.

Answer: B

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Culture

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

91) The festive atmosphere surrounding Berawan funeral ceremonies in Borneo, compared to the quiet and reserved atmosphere of most American funeral ceremonies, demonstrates \_\_\_\_\_.

- A) that the Berawan people don't take death seriously
- B) that Americans are relatively quiet and reserved people
- C) cultural differences in the content of scripts
- D) that Americans do not celebrate death properly

Answer: C

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Culture

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

92) An important type of person–situation interaction is \_\_\_\_\_.

- A) similar people behave differently in the same situation
- B) similar people behave similarly in different situations
- C) different people behave similarly in the same situation
- D) different people behave differently in the same situation

Answer: D

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Topic: The Person and the Situation Interact

Difficulty Level: Difficult

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

93) Which statement describes a way in which the person and the situation interact to affect social behavior?

- A) People can't change their situations.
- B) Situations can change people.
- C) Different situations do not change how people behave.
- D) People respond in different ways to the same situation.

Answer: B

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Topic: Different Persons Respond Differently to the Same Situation

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

94) In research by Bartholow, Sestir, and David (2005), students who were either relatively experienced or inexperienced with violent video games were asked to play either a violent or a nonviolent video game. Afterward, all of the students participated in pairs in a competitive task in which they could blast each other with loud noises. The researchers found that \_\_\_\_\_

- A) experienced players were more aggressive after playing a violent video game than after playing a nonviolent one.
- B) inexperienced players were more aggressive than experienced players no matter which video game they played.
- C) inexperienced players were more aggressive after playing a violent video game than after playing a nonviolent one.
- D) the violence of the video game had no effect on aggression levels.

Answer: C

Learning Objective: 2.3 Explain the different types of person-situation interactions.

Topic: Different Persons Respond Differently to the Same Situation

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.

95) In the Bartholow et al. (2005) study on aggression and violent video games, students who were relatively experienced and those who were inexperienced responded differently to competition because \_\_\_\_\_.

- A) the experienced participants were older than the inexperienced participants
- B) the two groups of participants interpreted their competitors' behavior in different ways
- C) the inexperienced participants did not like the competitive task as much as the experienced ones
- D) the inexperienced participants were more confused by the competitive task

Answer: B

Learning Objective: 2.3 Explain the different types of person-situation interactions.

Topic: Different Persons Respond Differently to the Same Situation

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.

96) The extent to which a person and a situation are compatible is known as \_\_\_\_\_.

- A) the situational constraint
- B) a person–situation interaction
- C) person–situation fit
- D) systematic situational variation

Answer: C

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Topic: Situations Choose the Person

Difficulty Level: Easy

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

97) According to your textbook, why was Michael Ovitz, a dynamic deal maker, such a bad corporate administrator?

- A) There was a poor person–situation fit.
- B) He did not possess enough knowledge about the entertainment industry.
- C) His employees did not trust him.
- D) He was collectivistic, whereas the situation was individualistic.

Answer: A

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Topic: Situations Choose the Person

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

98) In a demonstration of the importance of person–situation fit, Chatman et al. (1999) showed that business school graduate students who had a “successful young manager” personality \_\_\_\_\_.

- A) got more job offers
- B) consistently earned smaller salaries
- C) changed jobs more frequently
- D) couldn’t get hired

Answer: A

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Topic: Situations Choose the Person

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

99) John goes through fraternity rush. He initially picks two fraternities he likes, but at the end of the week, only one of the two wants him as a member, so he joins that fraternity. This is an example of \_\_\_\_\_.

- A) a person changing the situation
- B) a situation choosing the person
- C) a situation changing the person
- D) different people reacting differently to the same situation

Answer: B

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Topic: Persons Choose Their Situations

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

100) Individuals who are bicultural find that their internalized cultures “take turns” influencing their behavior. According to your textbook, the determination of which culture to follow is at least partially dependent on \_\_\_\_\_.

- A) the person’s mood
- B) which goal they are focused on
- C) the situation
- D) how they perceive themselves

Answer: C

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Topic: Different Situations Prime Different Parts of the Person

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

101) Sam is half Catholic and half Jewish. Tuesday he sees a crucifix and starts thinking he ought to go to confession. Wednesday, he sees a menorah and thinks he ought to start shopping for Chanukah. For Sam, \_\_\_\_\_.

- A) different situations prime different parts of the person
- B) different people change his situation
- C) the same situation primes different parts of the person
- D) different situations prime different norms

Answer: A

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Topic: Different Situations Prime Different Parts of the Person

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

102) Participants in the Bargh, Chen, and Burrows (1996) study who were exposed to rude words \_\_\_\_\_.

- A) were less likely to subsequently interrupt a conversation
- B) were more likely to subsequently interrupt a conversation
- C) were in a worse mood than those exposed to polite words
- D) were less likely to want to participate in another study

Answer: B

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Topic: Different Situations Prime Different Parts of the Person

Difficulty Level: Difficult

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.

103) A group of friends is playing a relaxed game of touch football. Bill, an extremely competitive guy, asks whether he can join in, and soon the game turns into a rough game of tackle football. This is an example of the way in which \_\_\_\_\_.

- A) people choose situations
- B) the situation can change the person
- C) situations choose people
- D) the person can change the situation

Answer: D

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Topic: Persons Change the Situation

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

104) A fussy infant who does not like to be held leads a normally affectionate parent to be distant and emotionally uninvolved. This is an example of \_\_\_\_\_.

- A) a person choosing a situation
- B) a situation changing a person
- C) a situation choosing a person
- D) an environment changing a situation

Answer: B

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Topic: Situations Change the Person

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

105) Identical twin sisters Kellie and Kendell chose to attend different universities. When they reunited for the holidays, they were surprised at how different they seem to be after just one semester. This is an example of \_\_\_\_\_.

- A) a person choosing a situation
- B) a situation changing a person
- C) a situation choosing a person
- D) an environment changing a situation

Answer: B

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Topic: Situations Change the Person

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

106) The process by which a culture teaches a person about beliefs, customs, habits, and language is known as \_\_\_\_\_.

- A) socialization
- B) conditioning
- C) learning
- D) self-perception

Answer: A

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Topic: Situations Change the Person

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

107) Martin Luther King Jr. wanted African Americans treated with respect and loved his grandmother so much he tried to kill himself on finding out she was dead. These are defined in your textbook as characteristics of the \_\_\_\_\_.

- A) person
- B) situation
- C) influence of person on the situation
- D) era King was socialized in

Answer: A

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Topic: Revisiting the Enigma of an Ordinary and Extraordinary Man

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

108) A crowd that demanded nothing less than a spectacular performance was an influence of \_\_\_\_\_ on Martin Luther King Jr.'s behavior.

- A) the political climate
- B) the situation
- C) the person
- D) emotion

Answer: B

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Topic: Revisiting the Enigma of an Ordinary and Extraordinary Man

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

### Short Answer Questions

109) Define motives and goals, and provide an example of each.

Answer: Motives are high-level goals that are fundamental to social survival. Goals are desired outcomes or things one wants to accomplish. Someone is motivated to earn money for food, but a goal would be to eat at the fanciest restaurants.

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Moderate

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

110) Briefly explain the rebound effect related to thought suppression.

Answer: Thoughts that one attempts to suppress often become more prevalent in that person's thoughts once he or she is no longer guarding against them.

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Motivation: What Drives Us

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.3 Describe applications that employ discipline-based problem solving.



111) Define attitude, and provide an example.

Answer: An attitude is a favorable or unfavorable evaluation of a person, object, event, or idea. Someone may really like or dislike a person or place.

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

112) Define mood and emotion, and explain how they are different.

Answer: A mood is a relatively long-lasting feeling that is diffuse and not directed toward a particular target. An emotion is a relatively intense feeling characterized by physiological arousal and complex cognitions. Moods are more diffuse and emotions are more intense and are associated with physiological arousal.

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology. ;1.3 Describe applications that employ discipline-based problem solving.

113) Define counterfactual thinking, and provide an example.

Answer: Counterfactual thinking is the process of imagining alternative, “might have been” versions of actual events. For example, a person who was not selected for a part in a play that they tried out for may keep thinking about what he or she might have done differently when trying out for the part.

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Feelings: Attitudes, Emotions, and Moods

Difficulty Level: Moderate

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

114) Where does our self-concept (our “self-schema”) come from?

Answer: Our self-concept is a mental representation capturing our views and beliefs about ourselves. It comes from our self-perception, reflected appraisal, and social comparison.

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Introducing the Self

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

115) According to research on college campuses, which social factors affect binge drinking?

Answer: Binge drinking is in part a result of some students’ misperceptions of other students’ beliefs about drinking, descriptive norms, and pluralistic ignorance.

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations.

Topic: Persons as Situations: Mere Presence, Affordances, and Descriptive Norms

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

116) Define injunctive norm, and provide an example of an injunctive norm in the classroom.

Answer: An Injunctive norm is a norm that describes what is commonly approved or disapproved in a situation. A classroom example might be that students shouldn’t talk while the professor is talking.

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Rules: Injunctive Norms and Scripted Situations

Difficulty Level: Moderate

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

117) Describe the features of a strong situation, and provide an example.

Answer: Strong situations tend to afford a narrower range of possibilities and threats for the people in them, tend to have clear descriptive and injunctive norms, and are oftentimes scripted. A college class is an example of a strong situation.

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Rules: Injunctive Norms and Scripted Situations

Difficulty Level: Moderate

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.;

1.3 Describe applications that employ discipline-based problem solving.

118) Provide an example that illustrates how “different situations prime different parts of a person.”

Answer: The person and the situation interact in various ways to influence what we think, feel, and do. For example, someone may feel very shy at a small party but behave differently at a club.

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Topic: The Person and the Situation Interact

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.;

1.3 Describe applications that employ discipline-based problem solving.

### Essay Questions

119) How is attention related to motivation and goals?

Answer: A good answer would include the following key points:

1. Motivation is the energy that moves people toward their goals.
2. Achieving goals sometimes requires considerable attention.
3. With practice, however, strategies for reaching some goals can become automatized, enabling us to devote our limited amount of attention to other tasks.

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: The Person

Difficulty Level: Moderate

Skill Level: Analyze It

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.;

1.3 Describe applications that employ discipline-based problem solving.

120) What are three components of the person that influence social behavior?

Answer: A good answer would include the following key points:

1. The three components of the person are motivation, knowledge, and feelings.
2. Motivation is the force that moves people toward desired outcomes. Knowledge involves schemas, which are mental representations capturing the general characteristics of a particular class of episodes, events, or individuals. Knowledge involves exemplars: mental representations of specific episodes, events, or individuals.
3. Feelings are composed of attitudes, moods, and emotions.

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: The Person

Difficulty Level: Moderate

Skill Level: Understand the Concepts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

121) Define automaticity and attention, and explain how they are related.

Answer: A good answer would include the following key points:

1. Automaticity is the ability of a behavior or cognitive process to operate without conscious guidance once it's put into motion.
2. Attention is the process of consciously focusing on aspects of our environment or ourselves.
3. Automatic processes do not require significant attentional resources once they have been initiated.

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: The Person

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

122) Define attitude, mood, and emotion. Provide an example of each. Explain why feelings are important.

Answer: A good answer would include the following key points:

1. An attitude is a favorable or unfavorable evaluation of a person, object, event, or idea. A person may really like one person and dislike another.
2. A mood is a relatively long-lasting feeling that is diffuse and not directed toward a particular target. An example of a mood is feeling happy that you do not have to take the final in a class.
3. An emotion is a relatively intense feeling characterized by physiological arousal and complex cognitions. An example of an emotion is feeling love for your partner.
4. Feelings are important because they can alert us when something isn't normal. They can help us make rapid approach/avoidance decisions. Positive emotions can help reduce the physical stress caused by negative events in our lives and help us develop better coping strategies.

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: The Person

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

123) Describe three ways in which feelings are measured. What are the pros and cons of each method?

Answer: A good answer would include the following key points:

The three ways feelings are measured are self-report, observation, and physiological measures.

1. A pro to self-report is that people know best what they are feeling and a con is that people may not want or be able to report their true feelings.
2. A pro to observing behavior is that it avoids the problems with self-report but the con is that behavior can be controlled to mask emotions, and people with the same emotion may not exhibit the same facial expressions.
3. A pro to physiological measures, such as blood pressure, heart rate, and so on, is that these responses are often more difficult to control than overt behaviors, but a con is that people may have different biological responses to the same emotions.

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: The Person

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.; 2.4 Interpret, design and conduct basic psychological research.

124) What is counterfactual thinking? How can counterfactual thinking help influence our emotional responses to a particular outcome?

Answer: A good answer would include the following key points:

1. Counterfactual thinking is the process of imagining alternative, “might have been” versions of actual events.
2. If an event’s counterfactual outcome is more positive or happier than the actual outcome, we may feel sad. If the counterfactual outcome is more negative or sadder, we may feel happy.

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: The Person

Difficulty Level: Difficult

Skill Level: Apply What I Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

125) Name and define three ways in which we acquire self-knowledge. Provide an example of each.

Answer: A good answer would include the following key points:

1. Social comparison is the process by which people come to know themselves by comparing their abilities, attitudes, and beliefs with those of others. An example is Logan feeling like he is a good student because he gets the same grades as the “smart kids” in school.
2. The reflected appraisal process is the process by which people come to know themselves by observing or imagining how others view them. For example, Elizabeth starts to think she is a great singer after everyone comments positively on the video of her singing that she posted on social media.
3. Self-perception is the process by which people observe their own behavior to infer internal characteristics such as traits, abilities, and attitudes. For example, Paul starts to think he is a good parent after thinking about how he handled his toddler’s meltdown in the grocery store.

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Topic: Introducing the Self

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

126) What are descriptive norms? What are injunctive norms? How do they differ?

Answer: A good answer would include the following key points:

1. Descriptive norms define what is commonly done in a situation.
2. Injunctive norms describe what is approved or disapproved in a situation.
3. The difference between descriptive and injunctive norms is that the former refers to what is done and the latter refers to what ought or ought not to be done.

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Topic: Persons as Situations: Mere Presence, Affordances, and Descriptive Norms; Rules: Injunctive Norms and Scripted Situations

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

127) How does culture influence circumstances and vice versa?

Answer: A good answer would include the following key points:

1. Culture can influence the circumstances we're in and how these circumstances influence us.
2. Individualistic cultures socialize members to view themselves as individuals and to prioritize their personal goals.
3. Collectivistic cultures socialize their members to view themselves as members of the larger social group and to place the group's concerns before their own.

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Topic: The Person and the Situation Interact

Difficulty Level: Difficult

Skill Level: Analyze It

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.

128) Name and describe all the ways in which the person and the situation interact.

Answer: A good answer would include the following key points:

1. Different people respond differently to the same situation.
2. Situations choose the people who enter them; not everyone can be in situations of their choice.
3. People can often choose which situations to enter, and they pick situations that they believe provide the best opportunities to reach their goals.
4. Different situations prime different goals, beliefs, and feelings in each person's repertoire.
5. People change their situations.
6. Situations change people.

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Topic: The Person and the Situation Interact

Difficulty Level: Difficult

Skill Level: Apply What You Know

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.; 1.2 Develop a working knowledge of the content domains of psychology.; 1.3 Describe applications that employ discipline-based problem solving.



## Revel Quiz Questions

The following questions appear at the end of each module and at the end of the chapter in Revel for *Social Psychology: Goals in Interaction*, 7e.

### End of Module Quiz 2.1: The Person

EOM Q2.1.1

Knowledge of a specific episode, event, or individual is a(n) \_\_\_\_\_, whereas a(n) \_\_\_\_\_ is knowledge of the general characteristics of a particular class of episodes, events, or individuals.

- a) exemplar; schema
- b) schema; exemplar

Consider This: Martin Luther King Jr. is an exemplar of a nonviolent activist. 2.1

Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

- c) exemplar; primed knowledge

Consider This: Martin Luther King Jr. is an exemplar of a nonviolent activist. Priming is

the process of activating knowledge or goals. 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

- d) schema; primed knowledge

Consider This: Martin Luther King Jr. is an exemplar of a nonviolent activist. Priming is

the process of activating knowledge or goals. 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Answer: a

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOM Q2.1.2

\_\_\_\_\_ are long-lasting feelings that are diffuse and not directed toward particular targets; \_\_\_\_\_ are relatively intense feelings that involve physiological arousal and complex cognitions; favorable or unfavorable evaluations of particular people, objects, events, or ideas are known as \_\_\_\_\_.

a) Moods; emotions; attitudes

b) Emotions; moods; attitudes

Consider This: Emotions are feelings such as fear, joy, anger, and guilt. When we're in a bad mood, everything about the morning seems gray. Saying you like double fudge ice cream sundaes would be expressing an attitude. 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

c) Moods; attitudes; emotions

Consider This: Emotions are feelings such as fear, joy, anger, and guilt. When we're in a bad mood, everything about the morning seems gray. Saying you like double fudge ice cream sundaes would be expressing an attitude. 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

d) Attitudes; moods; emotions

Consider This: Emotions are feelings such as fear, joy, anger, and guilt. When we're in a bad mood, everything about the morning seems gray. Saying you like double fudge ice cream sundaes would be expressing an attitude. 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Answer: a

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOM Q2.1.3

Which of the following is an example of self-regulation?

- a) sticking to your diet by not ordering dessert at a restaurant
- b) impressing a potential date by mentioning your high-status job

Consider This: *Self-regulation* is the process through which people select, monitor, and adjust their strategies in an attempt to reach their goals. *Self-presentation* is the process through which we try to control the impressions people form of us. 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

- c) dressing in a professional suit for an important interview

Consider This: *Self-regulation* is the process through which people select, monitor, and adjust their strategies in an attempt to reach their goals. *Self-presentation* is the process through which we try to control the impressions people form of us. 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

- d) adding a new profile picture to social media that shows you with your many friends to show others how popular you are

Consider This: *Self-regulation* is the process through which people select, monitor, and adjust their strategies in an attempt to reach their goals. *Self-presentation* is the process through which we try to control the impressions people form of us. 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Answer: a

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Difficulty Level: Easy

Skill Level: Understand the Concepts

## End of Module Quiz 2.2: The Situation

EOM Q2.2.1

A(n) \_\_\_\_\_ norm describes what is commonly done in a situation, whereas a(n) \_\_\_\_\_ norm describes what is commonly approved or disapproved in a situation.

- a) descriptive; injunctive
- b) descriptive; associative

Consider This: Descriptive norms describe, injunctive norms prescribe. 2.2 Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

- c) injunctive; descriptive

Consider This: Descriptive norms describe, injunctive norms prescribe. 2.2 Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

- d) injunctive; associative

Consider This: Descriptive norms describe, injunctive norms prescribe. 2.2 Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Answer: a

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOM Q2.2.2

Which of the following represents a “strong” situation?

- a) a funeral
- b) a friend’s house party

Consider This: Strong situations tend to afford a narrower range of opportunities and threats for the people in them. Does a party typically involve strong limits on your choices? 2.2

Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

- c) spending time alone in your garage

Consider This: Strong situations tend to afford a narrower range of opportunities and threats for the people in them. Does being by yourself typically involve strong limits on your choices? 2.2

Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

- d) attending a picnic in a park

Consider This: Strong situations tend to afford a narrower range of opportunities and threats for the people in them. Does a picnic typically involve strong limits on your choices? 2.2

Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Answer: a

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Difficulty Level: Easy

Skill Level: Understand the Concepts

EOM Q2.2.3

\_\_\_\_\_ cultures socialize members to view themselves as individuals and prioritize personal goals, whereas \_\_\_\_\_ cultures socialize members to view themselves as members of the larger social group and prioritize the group's concerns.

- a) Individualistic; collectivistic
- b) Collectivistic; individualistic

Consider This: Examples of individualistic cultures would be the United States, Australia, and Great Britain. Examples of collectivistic cultures would be Guatemala, South Korea, and Taiwan. 2.2 Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

- c) Hedonistic; collectivistic

Consider This: The text does not discuss hedonistic cultures. Examples of individualistic cultures would be the United States, Australia, and Great Britain. Examples of collectivistic cultures would be Guatemala, South Korea, and Taiwan. 2.2 Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

- d) Individualistic; hedonistic

Consider This: The text does not discuss hedonistic cultures. Examples of individualistic cultures would be the United States, Australia, and Great Britain. Examples of collectivistic cultures would be Guatemala, South Korea, and Taiwan. 2.2 Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Answer: a

Learning Objective: 2.2 Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Difficulty Level: Easy

Skill Level: Understand the Concepts

### End of Module Quiz 2.3: The Person and the Situation Interact

#### EOM Q2.3.1

Which of these is an example of a situation choosing the person?

- a) A law school applicant gets rejected from his first-choice college.
- b) A student spends the night in the library rather than at a friend's party.

Consider This: Some situations, such as sports teams, limit enrollment—not everyone gets in. 2.3 Explain the different types of person–situation interactions.

- c) A woman decides to start a family after finishing college.

Consider This: Some situations, such as sports teams, limit enrollment—not everyone gets in. 2.3 Explain the different types of person–situation interactions.

- d) A man attends a concert the Sunday night before school starts.

Consider This: Some situations, such as sports teams, limit enrollment—not everyone gets in. 2.3 Explain the different types of person–situation interactions.

Answer: a

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Difficulty Level: Easy

Skill Level: Understand the Concepts

#### EOM Q2.3.2

A person thinks more individualistically after viewing an American flag, but thinks more collectivistically after viewing a Chinese flag. This is an example of what?

- a) Different situations prime different parts of the person.
- b) Different persons respond differently to the same situation.

Consider This: The situations we're in bring to mind goals and beliefs that influence how we think, feel, and behave. 2.3 Explain the different types of person–situation interactions.

- c) Persons change the situation.

Consider This: The situations we're in bring to mind goals and beliefs that influence how we think, feel, and behave. 2.3 Explain the different types of person–situation interactions.

- d) Persons choose their situations.

Consider This: The situations we're in bring to mind goals and beliefs that influence how we think, feel, and behave. 2.3 Explain the different types of person–situation interactions.

Answer: a

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOM Q2.3.3

Which of these is an example of a situation changing the person?

- a) A person who grew up in New York City moves to a rural area and learns to be strongly connected to a small-town community.
- b) A person starts a community garden to strengthen the community's social ties and health.

Consider This: Socialization is the process through which a culture teaches its members about its beliefs, customs, habits, and languages. 2.3 Explain the different types of person–situation interactions.

- c) A person contributes to her community by volunteering at an animal shelter.

Consider This: Socialization is the process through which a culture teaches its members about its beliefs, customs, habits, and languages. 2.3 Explain the different types of person–situation interactions.

- d) A person begins riding his bike more as a means to save gas money and reduce carbon emissions.

Consider This: Socialization is the process through which a culture teaches its members about its beliefs, customs, habits, and languages. 2.3 Explain the different types of person–situation interactions.

Answer: a

Learning Objective: 2.3 Explain the different types of person–situation interactions.

Difficulty Level: Moderate

Skill Level: Understand the Concepts



## Chapter Quiz: The Person and the Situation

### EOC Q2.1

The text describes a study in which students were asked: “May I use the Xerox machine, because I have to make copies.” This study demonstrated \_\_\_\_\_.

- a) automaticity
- b) collectivism

Consider This: This study illustrated the consequences of people’s unthinking responses to situations; it did not demonstrate collectivism. 2.1: Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

- c) individualism

Consider This: This study illustrated the consequences of people’s unthinking responses to situations; it did not demonstrate individualism. 2.1: Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

- d) need for structure

Consider This: This study illustrated the consequences of people’s unthinking responses to situations; it did not demonstrate need for structure. 2.1: Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Answer: a

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Difficulty Level: Easy

Skill Level: Apply What You Know

EOC Q2.2

Mia's grandmother often discusses how Franklin Roosevelt signed the New Deal during the Great Depression. Psychologists call someone's knowledge about a specific event or person \_\_\_\_\_, whereas knowledge about a class of events or people (such as politicians in general) is called \_\_\_\_\_.

- a) an exemplar; a schema
- b) schematic; episodic

Consider This: The correct answer for the first blank refers to knowledge of a particular episode, event, or individual. 2.1: Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

- c) a schema; an exemplar

Consider This: A schema refers to a more generalized set of knowledge. 2.1: Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

- d) individualist; collective

Consider This: The terms individualist and collective in this chapter refer to how cultures socialize their members. 2.1: Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Answer: a

Learning Objective: 2.1: Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Difficulty Level: Moderate

Skill Level: Apply What You Know

EOC Q2.3

\_\_\_\_\_ increases the chance that relevant knowledge will be accessible to us when we need it.

a) Priming

b) Sensory memory

Consider This: The correct answer reflects the fact that circumstances may bring specific types of information to the forefront of our awareness. 2.1: Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

c) Instinctive knowledge

Consider This: The correct answer reflects the fact that circumstances may bring specific types of information to the forefront of our awareness. 2.1: Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

d) Willpower

Consider This: The correct answer reflects the fact that circumstances may bring specific types of information to the forefront of our awareness. 2.1: Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Answer: a

Learning Objective: 2.1: Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Difficulty Level: Easy

Skill Level: Remember the Facts

EOC Q2.4

Victoria Medvec, Scott Madey, and Thomas Gilovich's (1995) experiment about happiness after Olympic performances described in your text illustrates which of the following concepts?

- a) counterfactual thinking
- b) pluralistic ignorance

Consider This: This experiment illustrates athletes taking part in "what might have been" thinking. Pluralistic ignorance is when people in a group misperceive the beliefs of others because everyone acts inconsistently with their beliefs. 2.1: Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

- c) reflected appraisal process

Consider This: This experiment illustrates athletes taking part in "what might have been" thinking. The reflected appraisal process is the process through which people come to know themselves by observing or imagining how others view them. 2.1: Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

- d) socialization

Consider This: This experiment illustrates athletes taking part in "what might have been" thinking. Socialization is the process whereby a culture teaches its members about its beliefs, customs, habits, and language. 2.1: Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Answer: a

Learning Objective: 2.1: Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOC Q2.5

\_\_\_\_\_ is our attitude toward ourselves, whereas \_\_\_\_\_ is a mental representation of our views and beliefs about ourselves.

- a) Self-esteem; self-concept
- b) Self-concept; self-perception

Consider This: Self-concept refers to the knowledge we possess about ourselves, and self-perception is a process of observing one's own behavior to gain self-knowledge. 2.1: Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

- c) Self-esteem; reflected appraisal

Consider This: Self-esteem refers to our attitude toward ourselves, but reflected appraisal is a process of gaining self-knowledge by observing or imagining how others view us. 2.1: Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

- d) Self-concept; reflected appraisal

Consider This: Self-concept refers to the knowledge we possess about ourselves, and reflected appraisal is a process of gaining self-knowledge by observing or imagining how others view us. 2.1: Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Answer: a

Learning Objective: 2.1 Understand the following distinctions: motives versus goals, automatic versus conscious goal pursuits, exemplars versus schemas, priming versus chronic accessibility, self-concept versus self-esteem.

Difficulty Level: Moderate

Skill Level: Analyze It

EOC Q2.6

A(n) \_\_\_\_\_ norm describes what is commonly approved or disapproved in a situation, whereas a(n) \_\_\_\_\_ norm describes what is commonly done in a situation.

- a) injunctive; descriptive
- b) descriptive; injunctive

Consider This: Descriptive norms communicate what people typically do, whereas injunctive norms communicate what people should (and should not) do. 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

- c) descriptive; collectivistic

Consider This: Descriptive norms describe what is commonly done in a situation, whereas collectivism describes a type of culture that socializes members to prioritize the group's concerns over individual desires. 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

- d) conjunctive; descriptive

Consider This: "Conjunctive" is not a term used to describe a social norm; descriptive norms describe what is commonly done in a situation. 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Answer: a

Learning Objective: 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Difficulty Level: Difficult

Skill Level: Analyze It

EOC Q2.7

Psychologists call the opportunity or threat offered by a situation a(n) \_\_\_\_\_.

a) affordance

b) schema

Consider This: Schemas are abstract concepts, not the opportunities and threats that people and situations provide. 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

c) exemplar

Consider This: Exemplars are particular examples of categories, not the opportunities and threats that people and situations provide. 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

d) heuristic

Consider This: Heuristics are rules of thumb, not the opportunities and threats that people and situations provide. 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Answer: a

Learning Objective: 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Difficulty Level: Easy

Skill Level: Remember the Facts

EOC Q2.8

Julia notices that she is the only one wearing a dress to her classes, so she starts wearing jeans, even though she knows that wearing a dress is completely acceptable and there is neither an implicit nor an explicit rule against it. Her decision reflects adherence to a(n) \_\_\_\_\_ norm.

- a) descriptive
- b) injunctive

Consider This: Injunctive norms are rules that define what is typically approved or disapproved of in a given situation. There is no implicit or explicit rule here, only a desire to match what other people are doing. 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

- c) schematic

Consider This: There is no such thing as a schematic norm. The correct answer refers to information about what most people commonly do in a situation. 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

- d) cultural

Consider This: A cultural norm would refer to a more general set of rules about how a group of people should behave, but in this case the correct answer refers to information about what most people commonly do in a situation. 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Answer: a

Learning Objective: 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Difficulty Level: Moderate

Skill Level: Apply What You Know



EOC Q2.9

While court is in session, no one is supposed to speak while the judge is talking, even though many people break this rule. The official rule, as opposed to what people actually do, is called

\_\_\_\_\_.

a) an injunctive norm

b) a cultural norm

Consider This: A cultural norm would refer to a more general set of rules about how a group of people should behave across a number of situations, but in this case the correct answer refers to rules about what is typically approved or disapproved of in a very particular situation. 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

c) a descriptive norm

Consider This: A descriptive norm gives information about what is commonly done, but in this case the correct answer refers to rules about what is typically approved or disapproved of in a situation. 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

d) the judge's standards

Consider This: The judge's standards may be relevant, but in this case there is a norm that dictates actions that are or are not approved of in this situation. 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Answer: a

Learning Objective: 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Difficulty Level: Moderate

Skill Level: Apply What You Know

EOC Q2.10

Anaya was born in India but has grown up in the United States. While her parents still hold many aspects of the Indian culture close, Anaya embraces aspects of American culture like focusing on goals that are specific to her. What culture is Anaya being socialized in?

- a) individualistic
- b) weak

Consider This: Cultures are not typically categorized as “weak” or “strong”; the correct answer relates to collectivism and individualism. 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

- c) strong

Consider This: Cultures are not typically categorized as “weak” or “strong”; the correct answer relates to collectivism and individualism. 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

- d) collectivistic

Consider This: In this example, it seems that Anaya’s parents are still connected to India’s collectivist culture, yet Anaya seems to be socialized differently due to growing up in the United States. 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Answer: a

Learning Objective: 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Difficulty Level: Moderate

Skill Level: Analyze It

EOC Q2.11

The sequence of events that is supposed to happen when you get to class, including finding a seat, taking out your notebook, and waiting for the instructor to start lecturing, fits which of the following definitions?

- a) a script
- b) an injunctive norm

Consider This: The correct answer refers to a list of events that happen in a predictable order. 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

- c) a normative plot-line

Consider This: The correct answer refers to a list of events that happen in a predictable order. 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

- d) an affordance

Consider This: The correct answer refers to a list of events that happen in a predictable order. 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Answer: a

Learning Objective: 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Difficulty Level: Easy

Skill Level: Understand the Concepts

EOC Q2.12

As described in the text, some evidence exists that excessive drinking on college campuses reflects the process of \_\_\_\_\_.

- a) pluralistic ignorance
- b) attentional overload

Consider This: The correct answer refers to the phenomenon in which people in a group misperceive the beliefs of others because everyone acts inconsistently with their beliefs.  
2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

- c) automaticity

Consider This: The correct answer refers to the phenomenon in which people in a group misperceive the beliefs of others because everyone acts inconsistently with their beliefs.  
2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

- d) excessive individualism

Consider This: The correct answer refers to the phenomenon in which people in a group misperceive the beliefs of others because everyone acts inconsistently with their beliefs.  
2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Answer: a

Learning Objective: 2.2: Summarize the different types of situational influence, and discuss the distinctions between strong versus weak situations and individualistic versus collectivistic cultures.

Difficulty Level: Easy

Skill Level: Understand the Concepts

EOC Q2.13

The text describes a study that found that playing violent video games increased participants' subsequent aggression on unrelated tasks, but only for participants who were unaccustomed to playing violent video games. This study was discussed to illustrate which type of person–situation interaction?

a) Different people respond differently to the same situation.

b) person–situation fit

Consider This: Person–situation fit refers to the extent to which a person and situation are compatible; the study did not demonstrate person–situation fit. 2.3: Explain the different types of person–situation interactions.

c) Situations choose the person.

Consider This: The study did not illustrate this particular type of person–situation interaction. 2.3: Explain the different types of person–situation interactions.

d) People choose their situations.

Consider This: The study did not illustrate this particular type of person–situation interaction. 2.3: Explain the different types of person–situation interactions.

Answer: a

Learning Objective: 2.3: Explain the different types of person–situation interactions.

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOC Q2.14

Wayne and Debbie hear a window break in their home in the middle of the night. Debbie remains in bed and calls 911 while Wayne unthinkingly grabs a bat and heads downstairs to confront the burglar. Which type of person–situation interaction best describes their different reactions?

a) Different people respond differently to the same situation.

b) People choose their situations.

Consider This: Wayne and Debbie did not choose to have their home burglarized. 2.3: Explain the different types of person–situation interactions.

c) Situations change the person.

Consider This: The different responses of Wayne and Debbie do not indicate that this situation fundamentally changed them as persons. 2.3: Explain the different types of person–situation interactions.

d) person–situation fit

Consider This: This answer refers to the extent to which a person and situation are compatible. Given the nature of one's likely response to being burglarized, it is unlikely that this example demonstrates a high level of fit. 2.3: Explain the different types of person–situation interactions.

Answer: a

Learning Objective: 2.3: Explain the different types of person–situation interactions.

Difficulty Level: Difficult

Skill Level: Apply What You Know

EOC Q2.15

Jennie, a lawyer, is considered merciless and curt when in the courtroom. At home, everybody calls her “Sweet Jennie” as she never raises her voice and is considered to be shy. The difference in her behavior illustrates \_\_\_\_\_.

- a) different situations prime different parts of the person
- b) cultural influences on behavior

Consider This: Culture usually refers to influences at a broader level than single situations.

2.3: Explain the different types of person–situation interactions.

- c) how a person changes the situation

Consider This: The description of Jennie does not discuss how she changes her situation, but rather describes how differently she acts depending on the situation. 2.3: Explain the different types of person–situation interactions.

- d) the relatively stronger influence of descriptive as opposed to injunctive norms

Consider This: Descriptive norms refer to what most people do in a given situation, not to individual differences in behavior. 2.3: Explain the different types of person–situation interactions.

Answer: a

Learning Objective: 2.3: Explain the different types of person–situation interactions.

Difficulty Level: Moderate

Skill Level: Apply What You Know