**Quiz #3**



**Chapters 7 & 8**

*Select the option that best answers each question (2 pts each).*

1. The ways in which people are affected by the real or imagined presence of others is called

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| a. | social influence. |
| b. | psychological reactance. |
| c. | pluralistic ignorance. |
| d. | the autokinetic effect. |

2. As he was about to enter the mall, Evan was approached by someone and asked to wear a small green ribbon on his shirt to show his support for the “Save the Squirrels” campaign. Evan wasn’t quite sure that squirrels were actually endangered, but he agreed to wear the ribbon. A week later, Evan was approached again and asked to contribute $10 to help save the squirrels. Though he would have rather spent his money elsewhere, he agreed. Evan has been the victim of

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| a. | low-balling. |
| b. | the foot-in-the-door technique. |
| c. | the door-in-the-face technique. |
| d. | the that’s-not-all technique. |

3. Many participants in the social influence study conducted by \_\_\_\_\_\_ gave public responses that they privately knew to be inaccurate.

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| a. | Sherif |
| b. | Asch |
| c. | Milgram |
| d. | Zimbardo |

4. In comparison to obedience and compliance, conformity

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| a. | involves less direct pressure from others. |
| b. | occurs only in response to the behavior of a group of others. |
| c. | requires the physical presence of at least one other person. |
| d. | is more likely to produce destructive behaviors. |

5. Normative influence tends to occur primarily when people

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| a. | are uncertain regarding the correct answer to a question and therefore look to others for guidance. |
| b. | fear the negative social consequences of appearing deviant. |
| c. | are motivated to appear consistent in their feelings and behaviors. |
| d. | feel that their freedom to choose a particular course of action has been threatened. |

6. According to the dual-process approach, majorities exert influence by producing \_\_\_\_\_, whereas minorities exert influence by producing \_\_\_\_\_.

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| a. | informational influence; normative influence |
| b. | public conformity; private conformity |
| c. | reactance; obedience |
| d. | conversion; compliance |

7. As compared to conformity, compliance occurs

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| a. | only after careful deliberation. |
| b. | in response to a direct request. |
| c. | publicly, but not privately. |
| d. | as a result of less direct pressure from others. |

8. The unspoken rule dictating that we should treat others as they have treated us is called the

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| a. | social impact theory. |
| b. | norm of reciprocity. |
| c. | dual-process approach. |
| d. | golden rule. |

9. A group is defined as

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| a. | two or more people who take an identity of “we”.  |
| b. | a set of rigid boundaries and norms.  |
| c. | people engaged in a common activity with or without direct interaction.  |
| d. | a social category.  |

10. A leader who focuses his or her group on the task(s) it needs to achieve is playing a(n)

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| a. | facilitator role. |
| b. | instrumental role. |
| c. | normative role. |
| d. | expressive role. |

11. . Research suggests that which of the following people would be *most* likely to engage in social loafing?

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| a. | A woman from a collectivist culture |
| b. | A man from a collectivist culture |
| c. | A woman from an individualistic culture |
| d. | A man from an individualistic culture |

12. The tendency for groups to become more extreme in their positions following discussion is called

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| a. | group polarization. |
| b. | social loafing. |
| c. | a social dilemma. |
| d. | social facilitation. |

13. Groupthink emerges when

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| a. | the need for agreement takes priority over the desire to obtain correct information. |
| b. | group members feel that they will be unable to compensate for social loafing. |
| c. | individual benefits are in conflict with the needs of the group. |
| d. | Individual norms overwhelm group identities. |