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**Social Psychology CH 14 Clicker Questions**

1. John F. Kennedy’s Bay of Pigs failure was caused in large part by
2. Brainstorming
3. Group cohesion
4. Groupthink
5. Deindividuation
6. Diffusion of responsibility
7. Solomon Asch is most famous for his research on
8. Conformity
9. Obedience
10. Compliance
11. Cohesion
12. Polarization
13. The Stanford Prison experiment was a prime example of which of the following concepts?
14. Conformity
15. Compliance
16. Obedience
17. Cohesiveness
18. Identification
19. According to the theory of cognitive dissonance, attitudes are changed because:
20. We are rewarded by society when our beliefs coincide with the majority.
21. Logical arguments compel us to alter our attitudes.
22. Emotionally persuasive arguments motivate us to change our thought process.
23. A state of tension motivates us to change our cognitive inconsistencies by making our beliefs more consistent
24. When our beliefs and behaviors are too similar it causes an unpleasant psychological state of tension.
25. A person who agrees to a small request initially is more likely to comply with a larger demand later. This describes which phenomenon?
26. Door-in-face effect
27. Foot-in-door effect
28. Low-ball technique
29. High-ball technique
30. Door-in-foot technique
31. In Milgram’s experiment, subjects who gave large shocks rationalized that they were *not* personally responsible for their actions. This raises questions about our willingness to commit inhumane acts as a result of :
32. Coercive power
33. Expert influence
34. Obedience to authority
35. Conformity to group pressure
36. Individual compliance
37. Which of the following was a factor in determining the degree of obedience in Milgram’s series of experiments?
38. Distance between the teacher and the learner
39. Tone of voice of the teacher
40. Whether or not the teacher was male or female
41. Whether or not the teacher was expert in his or her field
42. The age of the teacher
43. In a situation in which an individual is having a seizure on the street, helping could be inhibited by which of the following concepts?
44. Groupthink
45. Social comparison theory
46. Risky shift
47. Diffusion of responsibility
48. Compliance
49. When making a “fundamental attribution error,” we tend to overestimate the importance of \_\_\_\_\_\_\_\_\_\_\_\_when judging the behaviors of others.
50. Situational factors
51. Personal factors
52. Gender
53. Intelligence
54. Age
55. Through his experiments, Solomon Asch was able to demonstrate that
56. People will always conform in a group setting
57. Obedience to authority is determined by the perceived power of the authority figure.
58. Size of majority does not influence how many people will conform
59. Compliance occurs in large groups.
60. Lack of unanimity greatly reduces the pressure to conform.
61. One reason why many groups have some form of initiation rites and rituals is to have
62. Group norms
63. Deindividuation
64. Group cohesion
65. Task-oriented groups
66. Socially oriented groups
67. The Lapierre experiment proved that
68. People’s behavior usually corresponds with their attitudes.
69. People’s attitudes do not necessarily reflect their behavior
70. People tend to lie when asked to fill out a survey
71. People are obedient in front of any person of authority.
72. Most people conform because of fear of embarrassment.
73. Mary rewrote her paper at the suggestion of her professor, even though she did not agree with the suggestions. This is an example of
74. Obedience
75. Conformity
76. Compliance
77. Diffusion
78. Cognitive dissonance
79. Which of the following scenarios is an example of deindividuation?
80. Cindy finds that working in her group brings high levels of performance compared to students who work alone.
81. Mindy forms a study group because she wants academic help. Social support, and motivation.
82. Amy has a poor running performance in competition; she performs even worse in front of a larger crowd.
83. Torrie honks her horn loudly for quite a while because she has little chance of being personally identified.
84. Jamie does not help the girl being attacked because the other bystanders are taking little action.
85. When group discussions change individuals’ judgments, it is known as
86. Risky shift
87. Groupthink
88. Group polarization
89. Social comparison
90. Group cohesion
91. Which of the following examples best illustrates a way to avoid groupthink from occurring?
92. Choose a group captain to make all the final decisions.
93. Allow the group’s members the freedom to express differing opinions.
94. Have every group member come in with a specific idea to bring to the table.
95. Only allow one person in the group to speak at a time.
96. Make the group socially oriented before making any final decisions.
97. After Jean was told by one of her professors that she would never succeed in law school, she stopped reading and completing her assignments. Eventually Jean did drop out of law school. This is an example of
98. Self-fulfilling prophecy
99. Self-serving bias
100. Social loafing
101. Groupthink
102. Diffusion of responsibility
103. In the presence of the largest crowd she has ever seen, Heather gives her finest piano performance. This is an example of
104. Group cohesion
105. Deindividuation
106. Group polarization
107. Social inhibition
108. Social facilitation