

Chapter 1: Introduction to Social Psychology + Lectures

01. The basic assumption of Reinforcement Theory is that [voluntary] behavior is a function of its:
- (a) rewards
 - (b) punishments
 - (c) consequences
 - (d) consistency with cognitions

Answer = C Source: Lecture/Discussion

Appendix: Research Methods in Social Psychology + Lectures

02. Which type of research methodology has a high risk of encountering ethical problems because such studies often don't get informed consent before the data are collected?
- (a) survey
 - (b) laboratory experiment
 - (c) field study
 - (d) archival research

Answer = C REF: p. 450

Chapter 2: Socialization through the Life Course

03. Grading a course on several surprise or "pop" quizzes utilizes which schedule of reinforcement?
- (a) fixed-interval
 - (b) variable-interval
 - (c) fixed-ratio
 - (d) variable-ratio

Answer = B REF: p. 37

Chapter 3: Self and Self-Presentation

04. Attempts to define apparently questionable conduct (e.g., inappropriate statements or behaviors) as less offensive than they were perceived by others are called
- (a) aligning actions
 - (b) ingratiation
 - (c) identity degradation
 - (d) cooling out

Answer = A REF: p. 98

Chapter 4: Social Perception and Cognition

05. When we attribute a behavior to a factor that is both present when the behavior occurs and absent when the behavior fails to occur, we are applying the
- (a) fundamental attribution error
 - (b) principle of trait centrality
 - (c) complexity-extremity effect
 - (d) principle of covariation

Answer = D REF: p. 135