

# PSYB10 MIDTERM 2

## Version 1

DO NOT TURN THIS PAGE UNTIL YOU ARE INSTRUCTED TO DO SO!

### **IMPORTANT INSTRUCTIONS:**

1. Before you begin, you **must** completely bubble in your 9-digit student ID number in the “Identification Number” section on your scantron sheet, your first name, and your last name, or your exam will **not** be counted.
2. Under the “Special Codes” section to the right of the “Identification Number” section, you **must** bubble in a “1” to indicate that you have Version 1. If you do not complete this section, your exam will **not** be counted.
3. There are 7 pages of questions labelled 1 through 7 in the upper right hand corner. Immediately when you are told to begin, make sure you have each of the pages labelled 1 - 7. If you are missing any of the pages labelled 1 - 7, then alert an invigilator **now** to get a new exam.
4. Only the scantron sheet will be scored. Answers that are written in this test booklet but not transferred to the scantron sheet will not be considered valid.

**Multiple Choice (3 points each)**

**Directions:** Read each question below and decide on the correct answer choice. On your scantron sheet, **completely** fill in the bubble that corresponds to your answer choice.

1. According to interdependence theory, what factors lead to high commitment?
  - A. High satisfaction, low quality of alternatives, high investment
  - B. High satisfaction, high quality of alternatives, low investment
  - C. High satisfaction, low quality of alternatives, low investment
  - D. High satisfaction, high quality of alternatives, high investment
  - E. Low satisfaction, low quality of alternatives, high investment
  
2. Kathy paints her face blue and silver, dons a silver wig, and goes to a big football game. During the game, she engages in stamping and rhythmic clapping with others. At the end of the game, many people charge the field and trample some people to death. Kathy personally trampled at least two people. What social psychology phenomenon can explain this behaviour?
  - A. Deindividuation
  - B. Social Norms
  - C. Social Facilitation
  - D. Group Polarization
  - E. Tragedy of the Commons
  
3. From what you know about liking, why should the 494 students in PSYB10 like Prof. Page-Gould more after each lecture?
  - A. Similarity
  - B. Mere-exposure
  - C. Propinquity
  - D. Reciprocity
  - E. Scarcity
  
4. The psychology department calls together a task force on the curriculum for specialist in psychology. John Bassili, a strong and directive leader, heads the task force team, which is comprised of Profs. Page-Gould, Inzlicht, Dion, and Fournier (all social and personality psychology faculty). Prof. Bassili emphasizes that it is important for the group to all agree on the final outcome. The group meets multiple times for hours, such that all members are highly invested in the group. Prof. Page-Gould repeatedly censures any professors that offer suggestions that diverge from the group's general orientation. The professors all believe that they have the moral high-ground when it comes to choosing the best curriculum, because they fought their way up the academic ladder and, by golly, they know what a curriculum should be. They do not solicit any other departments to ask about standard curriculum for psychology specialists, because they assume that no other institution can be as elite as U of T. The final curriculum proposed is comprised almost exclusively of social psychology courses, and cognitive faculty in the department complain to the Dean. After investigating the situation, the Dean concludes that there was some serious Group Think at play. Prof. Bassili has to defend the group against this accusation. Which of the following characteristics of the situation can Prof. Bassili use to argue that the group was NOT influenced by Group Think?
  - A. Intense time investment of the group members
  - B. Prof. Page-Gould's role as the mindguard
  - C. Not soliciting other departments for example curricula
  - D. The belief among group members that they know what is correct
  - E. The cohesiveness of the faculty's areas of research

5. Jack and Thuy have been best friends since they were little kids. They grew up as next door neighbors, both loved to play soccer and video games, and are both a little lazy. They ended up going to the same high school and university, because they didn't want to be separated. Although they are both heterosexual and male and female, they do not have romantic feelings for each other. All the same, their friendship is intensely strong, and they expect that they will always be best friends. Given what you know about self-expansion and close relationships, what can you assume about Jack?

- A. He is slightly slower to say that "lazy" describes him than he is to say "Soccer Player " describes him
- B. He associates women with his sense of self
- C. He will eventually distance himself from Thuy when he forms a new romantic relationship
- D. It takes him a long time to say "soccer player" is non-self descriptive
- E. He would not explicitly endorse the trait of "lazy" as being self-descriptive

6. According to the two-factor theory of emotion, what are the two steps that lead to the experience of emotion?

- A. Arousal then Appraisal
- B. Appraisal then Arousal
- C. Action then Appraisal
- D. Appraisal then Action
- E. Action then Arousal

7. According to the James-Lange Theory of emotion, why does a caveman become afraid when he is confronted by a bear?

- A. The caveman becomes aroused by the bear
- B. Because bears are scary, yo!
- C. Seeing the bear increases generalized stress
- D. Because the caveman knows that he should be afraid of the bear
- E. The caveman does not feel a specific fear pattern

8. Which of the following is not one of the 6 basic emotions?

- A. Surprise
- B. Anger
- C. Happiness
- D. Disgust
- E. Hate

9. Which of the following cultural proverbs is supported by the propinquity effect?

- A. Opposites attract
- B. Birds of a feather flock together
- C. Absence makes the heart grow fonder
- D. To know her is to love her
- E. Out of sight equals out of mind

10. Mount Saint Vincent University in Halifax, NS is a prominent university that was historically only for women. In 1967, men were admitted as students for the first time. Imagine it is 1967, and you are a man who wants to go to university to find a well-educated wife. Beyond academic choice, what social process explains why it would be a good idea for you to attend Mount Saint Vincent to find a wife?

- A. Scarcity
- B. Propinquity
- C. Reproductive Investment
- D. Quality of Alternatives
- E. Reciprocity

11. The vigilance for and focus on rejection among people who are high in rejection sensitivity represents a key aspect of which adult attachment style?

- A. Dismissive Avoidant
- B. Fearful Avoidant
- C. Disorganized
- D. Anxious-Ambivalent
- E. Secure

12. Dissent:

- A. Impacts behaviour through implicit social influence
- B. Explicitly impacts behaviour
- C. Is an inevitable consequence of social groups
- D. Occurs when all members of a group band behind a scandalous concept
- E. Alters behaviour through public compliance

13. Homosexuality in animals is:

- A. Something that affects the overall polygamous or monogamous orientation of the species
- B. Associated with a disproportionate number of males in a population
- C. A partnership formed for the purpose of reproduction
- D. Seen only among higher-order mammals like primates
- E. Associated with a disproportionate number of females in a population

14. You are a typical participant in a study on the relationship-protecting properties of positive illusions. After reading a fake article from Psychology Today that argues relationships strengthen relationships, how do you view your partner?

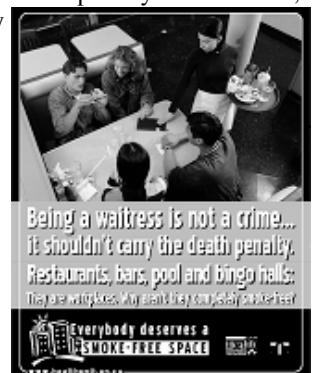
- A. As a gentle person
- B. Better than you view yourself
- C. Better than your partner views himself/herself
- D. As a person who enjoys a good fight
- E. Your idealized belief that your partner does not initiate fights is maintained in the face of this "news"

15. Jordan and Modupe go to Canada's Wonderland for a first date. After even the first few minutes, Jordan is pretty sure that he doesn't want a second date with Modupe. What should Jordan do to minimize the likelihood that Modupe will be attracted to him?

- A. Get dropped from 230 ft in the sky by riding the Drop Tower
- B. Make a lot of eye contact
- C. Go for a relaxing boat ride on Swan Lake
- D. Get Modupe to pay for all their snacks and drinks
- E. Go for a ride on the Behemoth roller coaster

16. The anti-smoking ad on the right says, "Being a waitress is not a crime ... it shouldn't carry the death penalty. Restaurants, bars, pool and bingo halls: They are workplaces. Why aren't they completely smoke-free? Everybody deserves a smoke-free space." How does this anti-smoking ad work?

- A. Moralization
- B. Mere-Exposure
- C. Door-in-the-Face
- D. Social Proof
- E. Contagion



17. Dr. Khatib conducts a study where he makes people very angry while they are connected to physiological measurement equipment. First, the participants are strapped into a chair and connected to the physiological devices. During this time, the experimenter is very rude to the participants. The key manipulation comes when an hour has passed, and the study is only supposed to be one hour long. In total, participants are kept 1 hour and 45 minutes, and the experimenter not only doesn't listen to the participants' demands to leave, but also treats them very rudely the entire time and acts as if their time is not valued. The data that come out of this are beautiful: The angrier participants are, the greater an increase in blood pressure, heart rate, strength of the heart beat, and flow of blood to the peripheries. There was no change in respiration rate, however. Participants who were in the control condition did not show any of these physiological effects. What can Dr. Khatib infer from these data if he is to make an appropriate psychophysiological inference?

- A. He has found the physiological anger pattern
- B. Participants in the anger condition were more intensely physiologically aroused than those in the control condition
- C. Blood pressure and heart rate are key components of the anger response
- D. Anger can be identified by increased heart rate, blood pressure, strength of heart beat, and blood flow to the peripheries
- E. Respiration is not involved in the experience of anger

18. According to classic evolutionary approaches to human mate selection, why should monetary resources be more attractive to women than to men?

- A. Money allows for greater time for mating
- B. Social status (indicated by monetary resources) yield greater social opportunities for a child
- C. Poverty lowers the survival rate of a child
- D. Women have a greater need to advance their position in society through wealth
- E. Social power is key for parents' survival

19. Gaurav is a member of the choir in the drama club. The drama club is very serious, in that they only choose pieces that involve complex songs requiring a great deal of muscle control, mastery of harmonics, and attentional control. He always sings the pieces with the other members of the choir. There are no individual microphones set up on stage; instead there are two microphones set up at either edge of the choir's bleachers on stage (Gaurav stands right in the middle of the group). Given what you know about social loafing and social facilitation, how will Gaurav perform on this difficult task when he is on stage in front of a packed theatre?

- A. He will sing similarly to how he does in practice
- B. He will sing worse than he does in practice
- C. He will sing better than he does in practice
- D. His performance will be inhibited if the audience is visible, but improved if he cannot see the audience
- E. He would perform better if he were behind a screen

20. Below you see 5 images of a male and a female of the same species. Which of these animals are monogamous?



21. Mingmei is really attracted to Ian, and it's possible that Ian likes her, because he pays a lot of attention to her and tries to talk to her one-on-one frequently. She decides to use a "hard-to-get" strategy by not acting too interested in him when they are hanging around with their mutual friends (who are evenly split between men and women), discussing the many men who flirt with her whenever he's around, and acting very nonchalant and uninterested when they talk through instant messenger. Why is this strategy doomed to fail?

- A. Consistency
- B. Cost/Ratio Analysis
- C. Mere-Exposure
- D. Reciprocity
- E. Scarcity

22. Zamira and Malcolm are in a long-term close romantic relationship. Zamira is working hard to do well her first semester of graduate school. Malcolm currently doesn't have any special circumstances; he has a low-stress-but-highly-enjoyable 9-to-5 job, so he gets plenty of rest, eats well, and has plenty of time to exercise and hang out with his friends. To help out Zamira, he makes dinner for her 3 nights in a row while she is desperately trying to finish up her term paper so that she will have more time to work on the paper. Assuming that Zamira and Malcolm have a communal orientation to their relationship, what must Zamira do in return to keep the equity of their relationship in balance?

- A. Pay for the ingredients that Malcolm puts together
- B. Make dinner for 3 nights after she submits her paper
- C. Refuse to accept the dinners Malcolm made
- D. Nothing
- E. Repay him with a massage or another comparable favour

23. Andy reads in the Toronto Sun that a youngster was protesting the war in Afghanistan and refused to co-operate when RMCP officers tried to have him move into a designated protesting area. The young man was said to have made an obscene gesture to police and challenged their authority to tell him to move. Andy is filled with a feeling of \_\_\_\_\_ and decides this youngster acted morally wrong.

- A. Contempt
- B. Anger
- C. Hate
- D. Fear
- E. Disgust

24. Quite unfortunately, your friend Aña is rather poor and very ugly. She is concerned that she will never have a satisfying, long-term relationship. However, now that you are taking social psychology, you have very good news for Aña! Which of the following concepts should give Aña hope that she can enjoy a satisfying relationship that will last forever?

- A. Mere-Exposure
- B. Matching Hypothesis
- C. Averageness of Attractiveness
- D. Self-expansion
- E. Interdependence Theory

25. The effect where there is a rapid transmission of emotion or behaviour through a crowd explains:

- A. Group Cohesiveness
- B. Public Compliance
- C. Normative Social Influence
- D. Mass Psychogenic Illness
- E. Social Facilitation

26. Sammie and Josephine have been roommates for a few weeks. Josephine invites a lot of friends over for a party, and they begin to pass around a joint of cannabis. Sammie has never smoked cannabis before and is not sure what she should do. She decides that it is okay to smoke the joint, because she doesn't want to cause a scene and disrupt the good atmosphere of the party. How would you classify Sammie's decision?

- A. Peer pressure
- B. Contagion
- C. Decision is based on the 3<sup>rd</sup> specific stage of Kohlberg's moral development
- D. Implicit social influence
- E. Public compliance without private acceptance

27. How did Ekman provide evidence that the 6 basic emotions are universal?

- A. Demonstrated that cultural variations in emotions are still experienced by other cultures
- B. Showed participants pictures of people from other cultures making emotional expressions and asked them which picture matched how the protagonist of an emotional story would feel
- C. Examined cultural artifacts for presence of 6 basic emotions
- D. Demonstrated that all cultures have words for the 6 basic emotions
- E. Showed participants pictures of people from other cultures making emotional expressions and asked them to come up with a word that matched the face

28. Which facial muscle differentiates a real smile from a fake smile?

- A. Orbicularis Oris
- B. Orbicularis Oculi
- C. Currogator Supercilli
- D. Zygomaticus Major
- E. Buccinator

29. Which of the following relationships is LEAST likely to end with the two partners breaking up?
- Sally views Bob exactly as he views himself; she has no positive illusions about his character.
  - Rachel and Ayawamat have a calm relationship where they never fight because they follow a normal routine. When they do go out, they always go to the same restaurant. They do not like to try new things together.
  - Jacob keeps nagging Kiri to stop leaving her wet boots on their wood floor. Kiri is somewhat tired of this, so she simply says, "Uh huh" and "Sure, sure" whenever Jacob mentions it to her.
  - Lisa has lost her job at the local GM factory, and so Judy has to pick up the slack, money-wise, because their two-income household just became a 1-income household. They find themselves arguing about money quite a lot, and they are having sex less often.
  - Hyunh and Tho are in an argument, and Hyunh rolls her eyes when Tho tells her he wishes she would not criticize him as much.
30. According to social impact theory, conformity is most affected by:
- the cohesiveness of the group
  - the hierarchical position of the influencer (authority)
  - the lack of any dissenters and perceived similarity of the group
  - the importance, size, and proximity of the group
  - the social power held by the persuader

### **Matching (2 points each)**

**Directions:** Name that liking strategy! A number of ways to increase liking are listed below, and named with either one letter or a combination of two letters. Below the list of liking strategies, a number of scenarios are provided. For each scenario, decide which method of increasing liking is represented. **Then on your scantron sheet, completely fill in the one or two bubbles that corresponds to your answer choice.** Yes, you should fill in two bubbles if the correct answer is denoted with two letters in the list below. If you do not bubble in your answers on your scantron, the matching section will not be counted in your final midterm mark.

- Mimicry
- Familiarity
- Misattribution of Arousal
- Coerciveness
- Proximity
- AB. Similarity
- AC. Reciprocity
- AD. Scarcity
- AE. Attractiveness

- George really likes Lisa. Since he knows she goes to the Tim Horton's in the Meeting Place every day around 9:50, he always sits in the comfy black chairs in the Meeting Place reading a book from 9:45 to 10:15.
- John wants to maximize his mating opportunities, so he is always nice to any female that is nice to him.
- Yeon is randomly assigned to room with Tom, even though his hobbies and interests are more similar to Rick who lives down the hall. Yeon and Tom become the best of friends.
- Jennifer wants to increase other people's perceptions of her intelligence and social skills. She plucks her eyebrows to make them look high, opens her eyes wide, and always displays a big smile.
- Sandra thinks Azule is very cool, and wants Azule to like her. She wears the same clothes as Azule, watches the same TV shows, and expresses interests in the same things.