Chapter 14: From Affect to Social Cognition

1. This chapter is titled "From Affect to Social Cognition." What aspect of affect is particularly discussed regarding its influence on cognition?
   a. Preference.
   b. Emotion.
   c. Evaluation.
   d. Mood.

2. According to research on moods and helping, those in a positive mood will be encouraged to help others when _____ is/are salient. Those in negative moods will be encouraged to help others when _____ is/are salient.
   a. Rewards, guilt.
   b. Guilt, rewards.
   c. Other's good fortunes, one's own good fortunes.
   d. Both A and C.

3. Which of the following types of moods have been shown to most often facilitate helping behavior?
   a. Negative moods, likely because people will turn to helping behavior to make themselves feel better.
   b. Positive moods, likely because people want to maintain their positive mood by helping others.
   c. Neutral moods, likely because people are more attuned to the needs of others.
   d. All of the above.

4. Which of the following best describes objective self-awareness?
   a. People recalling positive material in positive moods and sometimes recalling negative material in negative moods.
   b. The experience of the self as the target of other's perceptions, often experiencing the self as failing to live up to ideal standards.
   c. One's understanding of who one should be.
   d. People coping with threats to their self-worth by endorsing other, unrelated aspects of themselves, thereby addressing self-enhancement needs.

5. Tammy's father taught her the chords to his favorite feel-good song when she was in a bad mood one day. The next day, he asks her to play the song, and Tammy, who is still in a bad mood, cannot remember the chords. Her dad, a social psychologist, assures her that she will remember the chords when she is in a good mood. Her father's assumption aligns with which concept?
   a. Mood state-dependent memory.
   b. Mood-congruent memory.

    c.   The fundamental attribution error.

    d.   Negative state-relief hypothesis.

6. Which of the following demonstrates the mood manipulation in the Velten procedure?

    a.   Hypnosis.

    b.   Assuming positive or negative facial expressions.

    c.   Reading mood-relevant sentences.

    d.   Listening to mood-laden music.

7. In the affect infusion model, affect has little or no influence on which of the following processing modes?

    a.   Processing with direct access to prior judgment.

    b.   Substantive processing.

    c.   Motivated processing.

    d.   Both A and C.

8. Which of the following groups reliably demonstrates negative mood congruence?

    a.   Cheerful people.

    b.   Depressed people.

    c.   Extraverts.

    d.   All of the above.

9. Anna taught Joshua how to draw a horse one day when Joshua was sad. A few days later, Joshua can't recall how to recreate the drawing, but Anna suspects that the next time he is feeling sad, Josh will remember how to draw a horse. Anna's idea exemplifies which of the following memory phenomena:

    a.   Mood state-dependent memory.

    b.   Mood-congruent memory.

    c.   The fundamental attribution error.

    d.   Negative state-relief hypothesis.

10. Mood affects judgment, but even a person in a good mood will not have overly positive judgments:

    a.   Of unattractive people.

    b.   Of criminals.

    c.   When they are highly involved in a situation.

    d.   All of the above.

11. Which of the following offers an example of how negative mood affects judgment?

    a.   People judge others according to positive applicable traits more when in a negative mood.

    b.   Negative moods increase the perceived likelihood of future negative events.

c. A negative mood can lead people to perceive themselves as having greater social support than they actually have.

d. All of the above.

12. Which of the following emotions involves an approach orientation, optimism, risk seeking, relatively pleasant judgments when appraising the future, and a facilitation of automatic prejudices?

a. Anger.

b. Disgust.

c. Fear.

d. Sadness.

13. Research shows that for people high in _____, disgust leads to more severe moral judgments.

a. Intuition.

b. Private body consciousness (PBC).

c. Offline cognition.

d. Experimental demand.

14. The effects of mood on judgment are more reliably observed in adults than in children,

a. True.

b. False.

15. What is an illusory correlation?

a. Simulations that increase the perceived likelihood of a potential outcome.

b. Simulations that reduce the perceived likelihood of a potential outcome.

c. Expecting a relationship between two variables when none actually exists.

d. The statistical fact that extreme events will, on average, be less extreme when reassessed later.

16. Activation of which of the following brain areas is implicated with emotional-bodily states during decision-making activities (perhaps what we call "gut feelings")?

a. The amygdala.

b. The insula.

c. The cerebellum.

d. The hippocampus.

17. What is a key factor described in the text that influences individual differences in emotional reactivity?

a. Early life experiences.

b. Later life experiences.

c. Current friendships.

d. All of the above.

18. Mood affects decision-making. According to research presented in the chapter, those in a positive mood are more likely to:

    a. Focus on details, neglecting the big picture.

    b. Correct their stereotypes when unmotivated.

    c. Take more risks if the possible losses are small.

    d. Both B and C.

19. Which of the following is most likely to facilitate creative thinking and rapid decision-making?

    a. Positive mood.

    b. Anger.

    c. Moral intuitions.

    d. Negative mood.

20. What does the affect-as-information approach posit?

    a. People sometimes demonstrate emotional responses to a person who resembles a significant other.

    b. Affective valence tells the self how it should evaluate a stimulus, even when the affect has an irrelevant source.

    c. One can fit a specific occasion, instance, or behavior to a more general prior concept.

    d. People attempt to identify what factors give rise to what outcomes by inferring other people's dispositions and mental states from their behavior and its causes.

21. Troy is sitting outside of the library and sees Sam on his scooter far away near the next building. When Sam falls off his scooter, Troy thinks, "Sam is so clumsy, poor guy." But Troy doesn't realize that Sam hit a huge, indiscernible crack in the sidewalk, causing him to fall. Troy's thinking exemplifies:

    a. The false consensus effect.

    b. Affective transference.

    c. The negative state-relief hypothesis.

    d. The fundamental attribution error.

22. Mood's effect on persuasion varies depending on levels of the individual's:

    a. Involvement.

    b. Cognitive activity.

    c. Entitativity.

    d. Both A and B.

23. Which scholar proposed the separate-systems view of affect and cognition?

    a. Joseph P. Forgas.

    b.   Klaus Fiedler.

    c.   Robert B. Zajonc.

    d.   Alice M. Isen.

24. Which of the following supports the separate-systems view?

    a.   The mere exposure effect.

    b.   People can know how they feel about an object before they can recognize it.

    c.   Affective judgments are difficult to verbalize.

    d.   All of the above.

25. For which of the following does the mere exposure effect NOT occur reliably?

    a.   Meaningful words.

    b.   Drawings.

    c.   Polygons.

    d.   Photographs.

26. The mere exposure effect is stronger for supraliminal than for subliminal presentation.

    a.   True.

    b.   False.

27. An argument for the cognitive underpinnings of the mere exposure effect offers the mechanism of:

    a.   Schema activation.

    b.   Affective judgments.

    c.   Evaluative content.

    d.   All of the above.

28. One theory described in the text proposed two meanings of cognition: $cognition_1$ _____, and $cognition_2$ _____.

    a.   Refers to heuristic processing, refers to substantive processing.

    b.   Involves all mental activity, is intellective knowledge acquisition.

    c.   Is intellective knowledge acquisition, involves all mental activity.

    d.   Is intellective knowledge acquisition, refers to heuristic processing.