Chapter 8 – Accuracy and Efficiency in Social Interference

1. Which of the following is a pragmatic reason why rationality was often assumed in social cognition research?

   a. Inferential research frequently assumes that inferences are goal-directed

   b. Inferential research often assumes that agents have no free-will

   c. Both of the above

   d. None of the above

2. Which of the following models offers a reference point for comparison to aid in understanding the strategies used by the social perceiver?

   a. A descriptive model

   b. An inferential model

   c. A statistical model

   d. A normative model

3. Behavioral decision theory can be best described as which of the following kinds of models?

   a. A statistical model

   b. An inferential model

   c. A normative model

   d. A descriptive model

4. Which of the following is NOT a reference point against to which social information is often compared in social cognition research?

   a. Expected utility theory

   b. The law of large numbers

   c. Correlational computations

   d. Experts' intuitions

5. Which of the following is a reason why social inference may fail to match normative models?

   a. Social perceivers operate under efficiency pressures

   b. Social perceivers have multiple goals

   c. Social perceivers operate under accuracy pressures

   d. All of the above

6. What does the term cognitive miser refer to?

a. The limited capacity of people to process information, which leads them to rely on heuristics

b. The motivated processing of information based on interactive goals that organize cognitive strategies

c. The limited capacity of people to process information, which leads them to rely on counterfactual thinking and reasoning

d. The motivated processing of information based on static goals that organize cognitive strategies

7. When could characterizing information on the basis of preexisting theories lead to inaccurate assessments?

a. When an individual is wary of believing that their preexisting theories are based on raw data

b. When the data to be considered overrules the preexisting theories

c. When the preexisting theories are suspect

d. None of the above

8. Which of the following best describes the las of large numbers?

a. Big groups working together come to conclusions that approximate nominal models more closely than small groups

b. Large samples are more reliable to make population inferences

c. Tasks with a larger number of trials lead individuals to rely more on heuristics

d. Tasks with a small number of trials lead individuals to rely more on heuristics

9. Which of the following is a potential pitfall at the moment of sampling information to make accurate inferences?

a. Sample estimates can be thrown off by extreme cases

b. Social perceivers often underestimate the importance of sample size

c. People do not pay enough attention to biased samples

d. All of the above

10. Which of the following cases is most likely?

a. The offspring of two extremely tall parents will be taller than the parents

b. The offspring of two extremely tall parents will be as tall as the parents

c. The offspring of two extremely tall parents will be less tall than the parents

d. Cannot be determined from the data above

11. The phenomenon when inferences become less extreme when nondiagnostic information is presented alongside diagnostic information is called:

a. Regression towards the mean

b. The dilution effect

c. The diagnosticity bias

d. Motivated inference

12. If you are interested in having a friend to more accurately process social information about a problem you are facing, which of the following strategies could you follow to help

a. Tell them that you will later ask them to justify their predictions

b. Tell them that they should trust their instincts

c. Do not tell them anything, allow them to come to conclusions freely

d. None of the above

13. When is the dilution effect likely to occur?

a. When prior theories about the meaning of the initial information are weak

b. When nondiagnostic information is typical and not extreme

c. When nondiagnostic information is not provided

d. None of the above

14. Which of the following is the name of a perspective on the consequences of inferential error and biases?

a. Introspective access

b. Laboratory byproduct

c. Linear model

d. Law of large numbers

15. Which of the following authors proposed that people have little to awareness of the external elements influencing their behavior, thus possessing little introspective access to their cognitive processes?

a. Watson & Skinner

b. Nisbett & Wilson

c. Tversky & Kahneman

d. Dawes & Gladwell

16. Which of the following statements is most accurate, according to Dawes and colleagues?

a. When integrating information to reach a decision using a constant decision rule, a

computer will most likely outperform a person

    b. Clinical judgment is superior to actuarial or statistical inferences when reaching a diagnostic

    c. People do not use as many cues as they think they are using, but they usually weigh the cues in the way they believe they do

    d. Clinical judges should never choose the information needed to reach a clinical decision

17. "Thin slices of behavior" refers to which of the following:

    a. The quality of judgments is dependent on how familiar the topic is

    b. People can reach accurate judgments within seconds

    c. Both A and B

    d. None of the above

18. Sometimes, a person who wishes to express her love for another will present the target with a list of reasons underlying her affection. Based on the research in this chapter, which of the following best describes a possible consequence of this introspection?

    a. The relationship between the loving feelings and subsequent behavioral decisions would be disrupted

    b. Arbitrary aspects of the relationship would become more salient

    c. This introspection could increase inconsistency in related judgments and behaviors

    d. All of the above

19. According to Dijksterhuis, which of the following decisions would be most likely to benefit by a careful consideration of pros and cons?

    a. Which graduate school to attend

    b. Which car to buy

    c. Which computer keyboard to buy

    d. Which person to marry

20. Many young people without children perceive the prevalence of young children crying in public and think, "My (future) kids would never behave so badly - I will be a much better parent than those other people!" This sort of thinking could best be seen as an example of which of the following?

    a. Illusory correlations

    b. Thin slicing

    c. Motivated reasoning

d. Illusion of control

21. Which of the following is NOT a reason why assumptions of rationality have endured in social cognition research on human inferential processes?

a. Research has shown that people follow primarily rational inference processes

b. Research assumes inferences to be goal-directed, motivating the social perceiver to utilize rational inference processes

c. Normative models provide reference points against which researchers can compare social inferences

d. None of the above

22. If a friend of yours had to make a rapid, accurate inference, which of the following would be the *least* helpful?

a. Making a "pros" and "cons" list

b. Having seen several examples related to the judgment

c. Having a lot of expertise in a domain

d. None of the above

23. Which of the following is an element of the lens model proposed by Brunswik to explain observer inferences?

a. Cue reliability

b. Cue utilization

c. Structural achievement

d. Both A and B

24. Inferences serve which of the following purposes:

a. Accuracy needs

b. Efficiency needs

c. Motivational needs

d. All of the above

25. Neuroeconomics can be described as studying which of the following topics?

a. The accuracy-efficiency tradeoff

b. The role of motivation in inference

c. Both A and B

d. None of the above

26. Which of the following brain areas reviewed in the chapter are involved in economic

decisions?

    a. The posterior cingulate cortex

    b. The cerebellum

    c. The visual cortex

    d. The serotonin system

27. The midbrain dopamine system may be critical for which of the following?

    a. Value assessment

    b. Signaling errors in reward prediction

    c. Updating goal states

    d. All of the above

28. Which of the following systems may be involved in the generation of learning signals?

    a. The norepinephrine system

    b. The dopamine system

    c. The serotonin system

    d. The medial prefrontal cortex

29. Which of the following is a topic in which neuroeconomics has integrated predictions from social cognition research?

    a. The distinction between automatic and controlled processing

    b. The distinction between linear and nonlinear computer models

    c. The distinction between consequential, laboratory byproduct, and heuristic superior perspectives

    d. The distinction between accountability and the dilution effect