Chapter 1: Introduction

1. The algebraic model is an example of which of the following original social cognition approaches?
   a. The Gestalt approach
   b. The elemental approach
   c. The holistic approach
   d. The naive psychology approach

2. Gestalt Psychology can be best described as utilizing which of the following methods to study the social world?
   a. Phenomenology
   b. Neuropsychology
   c. Computer simulations
   d. Genetic analyses

3. Which of the following examples provides the best illustration of the difference between the elemental and the Gestalt approach?
   a. The perception of a painting’s features (color, technique, etc.) vs. the perception of the painting as a whole
   b. The perception of individual notes in a song vs. the perception of lines in a drawing
   c. The physiological response to a visual stimulus vs. the psychological experience of an auditory stimulus
   d. The perception of a bowl of grapes vs. the perception of a cause-effect relationship when someone cuts off some of the grapes and changes the appearance of the bowl.

4. When a person is described as both “deceitful” and “friendly,” which of the following would best fit with the configural model of person perception?
   a. The combination of a positive trait and a negative trait lead to an overall neutral impression
   b. The perceiver re-interprets “friendly” as calculating or sly, making the traits fit well together into a single impression
   c. The negative-warmth characteristic of “deceitful” carries more weight, overshadowing any other descriptions
d. The high-warmth characteristic of “friendly” carries more weight, overshadowing any other descriptions

5. Which of the following social cognition pioneers were most directly influenced by Gestalt psychology?
   a. Wilhelm Wundt and Hermann Ebbinghaus
   b. Edward L. Thorndike and B. F. Skinner
   c. Kurt Koffka and Wolfgang Kohler
   d. Solomon Asch and Kurt Lewin

6. Which of the following best describes a “psychological field“?
   a. The individual's perception of their social environment
   b. An objective description of a person's environment by uninvolved observers
   c. An objective descriptions of a person's environment by the researcher
   d. The individual's cardiovascular responses to their social environment

7. The total psychological field is determined by which of the following pairs of factors?
   a. The person and the situation
   b. Cognition and Motivation
   c. Both a and b
   d. Neither a nor b

8. When psychologists say that behaviorists treated the mind as a black box, what do they mean?
   a. Behaviorists believed that cognitive processes did not exist
   b. Behaviorists believed that even if cognitive processes exist, only overt and observable acts were valid objects of scientific study
   c. Behaviorists believed that cognition could only be scientifically studied through introspection
   d. Behaviorists believed that cognitive processes could only be studied through advanced instruments such as functional magnetic resonance imaging

9. Which of the following sequences best describes the social cognition approach to the study of the cognitive features of a social decision?
   a. Person > Stimulus > Response
   b. Stimulus > Response
c. Stimulus > Person > Response  
d. Stimulus > Response > Person

10. Which of the following models of social thinker is most strongly supported by recent research in social cognition?  
a. Naive scientist  
b. Activated actor  
c. Cognitive miser  
d. Motivated tactician

11. Which of the following is a theoretical example of a consistency seeker model of social cognition?  
a. Cognitive dissonance theory  
b. Attribution theories  
c. Dual-process models  
d. Neuropsychological models

12. Which of the following researchers emphasized human behavior as a result of the dynamic equilibrium among multiple, often-conflicting psychological forces?  
a. Wilhelm Wundt  
b. Kurt Lewin  
c. Hermann Ebbinghaus  
d. Edmund Gestalt

13. Which of the following best describes mentalism?  
a. The belief in the importance of cognitive representations  
b. The belief that social cognition can provide important insights into social problems  
c. The belief that the human mind is a black box that cannot be scientifically studied  
d. The belief that introspection is the only valid method to study the mind

14. What is meant by “mental chemistry,” according to the British elemental tradition?  
a. Mental concepts are “elements,” which can be “bonded” to other concepts through (typically repeated) associations  
b. Different concepts have different properties, and can create entirely new concepts when added together
c. Cognition can result in combinations of thoughts which trigger other cognitions, like a chemical chain reaction
d. Associating one concept with another typically happens instantly and powerfully, like a chemical bond

15. Which of the following is NOT a feature of social cognition approaches?
   a. Cross-fertilization
   b. Mentalism
   c. Instrumental learning
   d. Neither a nor c

16. Which of the following is an example of cross-fertilization in social cognition?
   a. The impact of social cognition research on social policies
   b. Social cognition's commitment to process analysis
   c. The development of theories of mental representations
   d. The adoption of methods such as reaction times to study social phenomena

17. For which of the following views of social cognition is the concept of repetition important?
   a. The holistic approach
   b. Behaviorism
   c. The information processing approach
   d. The elemental approach

18. Which of the following illustrates a way in which people are different from inanimate objects as stimuli?
   a. People are intentional causal agents and objects are not
   b. Unlike most objects, people's traits are non-observable attributes
   c. Other people are more similar to the self than objects are
   d. All of the above

19. If a researcher is interested in studying the effect of positive and negative social stimuli on smiling and frowning, which of the following neuroscience techniques would be most useful?
   a. Electroencephalography
   b. Electromyography
c. Electrodermal responses
d. Functional magnetic resonance imaging

20. Which of the following records voltage fluctuations on the scalp in order to detect neural activity?
   a. Transcranial magnetic stimulation
   b. Electrodermal responses
   c. Electroencephalography
   d. Functional magnetic resonance imaging

21. Which of the following psychological responses has the hormone Cortisol been most strongly tied to?
   a. Stress
   b. Positive arousal
   c. Sadness
   d. Aggressiveness

22. Which of the following has the face fusiform area been shown to respond to?
   a. Objects in a person's area of expertise
   b. Threatening stimuli
   c. Pleasant stimuli
   d. Novel objects

23. One recent shift in attitude research and in social psychology has been away from ______ approaches and toward examinations of ______.
   a. Outcome-oriented, process
   b. Process-oriented, process
   c. Experimental, longitudinal studies

24. The superior temporal sulcus is most closely associated with which of the following?
   a. Memory storage and recall
   b. Extreme emotions
   c. Social processes
   d. Category recognition
25. What does the letter R in the acronym WEIRD, defining most subjects of psychology studies, stand for?
   a. Randomly assigned
   b. Rich
   c. Republican
   d. Randomly selected

26. Which of the following is one of the most widely studied cultural differences in conceptions of the self between Westerners and East Asians?
   a. Independence vs. Interdependence
   b. Elemental vs. Holistic
   c. Social vs. cognitive
   d. Naive scientists vs. motivated tacticians

27. What does the term "theory of mind" refer to?
   a. Perceiving an entity as having intentions and personality
   b. The belief in the importance of cognitive representations
   c. The different theories about whether the mind could be scientifically studied
   d. None of the above