

## Chapter 15: Behaviour and Cognition

1. \_\_\_\_\_ is/are variously defined as the array of knowledge, plans, and strategies that people use in social interactions, but sometimes just as specific social, expressive, and communicative skills.
  - a. Embedded attitudes.
  - b. Self-regulation.
  - c. Social intelligence.
  - d. Implementation mindsets.
2. \_\_\_\_\_ includes facts about situations and people, and \_\_\_\_\_ includes how we categorize, judge, and infer, solve problems, and perform actions.
  - a. Concept knowledge, rule knowledge.
  - b. Rule knowledge, concept knowledge.
3. People construct situations that meet personal goals. During the initial motivation phase, people engage in a(n):
  - a. Implementational mindset.
  - b. Deliberative mindset.
4. Volition involves the consideration of when and how to act. When engaging in volition, one is engaging the:
  - a. Implementational mindset.
  - b. Deliberative mindset.
5. Don is walking into a conference hall with the goal of finding a specific booth to discuss his idea for a start-up with a potential partner. As he walks toward the booth, he passes several important individuals in his area of business who he would typically want to meet and talk to, but instead he is oblivious to the people he is passing as he continues toward the booth. Don's behavior demonstrates:
  - a. The deliberative mindset.
  - b. Planning fallacy.
  - c. The multiple-act criterion.
  - d. Goal-shielding.
6. If an external force were to disrupt the motivational phase of planning one's behavior in a given situation, which of the following is most likely to result?
  - a. Decreased sensitivity to cues that indicate when a behavior is appropriate.
  - b. Greater deliberation before making a careful, motivated action.
  - c. Heightened sensitivity to social influences.
  - d. Difficulty selecting an appropriate goal for the situation.

7. In the morning, Adam writes a list of material he needs to read by the end of the day in preparation for an upcoming exam. He only manages to read half of the intended material though. Adam exhibited:
  - a. A false consensus effect.
  - b. A planning fallacy.
  - c. An interruption.
  - d. Naïve realism.
8. We pursue goals automatically due to:
  - a. Years of practice responding to cues that are rapidly, effortlessly, and unconsciously processed.
  - b. Being in a familiar situation.
  - c. Having expertise in a given domain.
  - d. All of the above.
9. Even though you are very tired and want to go home, you need to run some errands, so you intend to drive from your office to the grocery store before heading home. Instead, you find yourself pulling into the driveway of your house, wondering, "how did I get here?" This is an example of which of the following?
  - a. Automatic goal pursuit.
  - b. Nonconscious cognitive deliberation.
  - c. Goal-mediated congruency effects.
  - d. All of the above.
10. Which of the following is NOT a demonstration of people's nonconscious mimicry:
  - a. Unconsciously evaluating a person in a condescending manner.
  - b. The activation of mirror neurons in your brain.
  - c. Having muscle twitches that reflect the action sequences you observe another person doing.
  - d. Unconsciously crossing your arms when the person you are talking to crosses their arms.
11. What is an example of behavior influencing cognition?
  - a. Jackie is primed with words relating to the elderly. Afterward, she walks more slowly than those who weren't primed with the elderly.
  - b. After hours of studying in the basement of the library, Jackson takes a walk outside and feels reenergized.
  - c. Henrietta is induced to walk around like an elderly person (with a cane, back bent forward slightly, walking slowly). She then attributes more elderly-characteristics to targets that she evaluates.
  - d. After Dev successfully rides a bike, the memory for the motions never leaves his mind.

12. Bailey has negative attitudes toward the elderly. After being primed with the elderly stereotype, she walks faster than usual. This demonstrates a(n):
- Assimilation effect.
  - Contrast effect.
  - Prevention focus.
  - Promotion focus.
13. Participants are primed with the stereotype of singers or the exemplar of Whitney Houston before participating in a freestyle singing activity. Those primed with Whitney Houston do a far worse job in the activity than those primed with the stereotype of singers. What explains this phenomenon:
- Those primed with Whitney Houston demonstrated an assimilation effect.
  - Those primed with Whitney Houston exhibited too much effort in the singing activity, exhausting their vocal chords.
  - Those primed with Whitney Houston engaged in a social comparison, which discouraged them in the subsequent singing activity.
  - Both A and C.
14. In goal-pursuit, a \_\_\_\_\_ involves aspiration.
- Promotion focus.
  - Prevention focus.
15. Goal-attainment brings a sense of security in one with a \_\_\_\_\_.
- Promotion focus.
  - Prevention focus.
16. Under a prevention focus, which of the following is most likely to result from successful goal attainment?
- Feelings of calm.
  - Feelings of joy.
  - Feelings of disappointment.
  - None of the above.
17. Goal-directed behavior primarily implicates a brain area in which of the following lobes of the brain?
- The temporal lobe.
  - The frontal lobe.
  - The parietal lobe.
  - The occipital lobe.

18. Which of the following refers to measuring behavior's consistency with an attitude, trait, or cognition by using several instances of the relevant action?
- Social intelligence.
  - The theory of reasoned action.
  - The multiple act-criterion.
  - Action identification.
19. Which of the following proposes that beliefs and norms together determine behavioral intentions, which predict behavior?
- Theory of mind.
  - Theory of reasoned action.
  - Multiple act-criterion.
  - Self-perception theory.
20. Embedded attitudes:
- Are tied to other beliefs that we hold.
  - Are formed from direct experiences.
  - Are more strongly related to behavior than less embedded attitudes.
  - Both A and C.
21. When an attitude reflects vested interest, it:
- Is consistent with one's goals and values.
  - Is more likely to influence behavior when the relevant values are made salient.
  - Contributes to high attitude-behavior consistency.
  - All of the above.
22. Which of the following refers to the phenomenon of considering (and constructing) rationale underlying one's attitudes, often with little bearing on their actual origins?
- Analyzing reasons.
  - Action identification.
  - Theory of reasoned action.
  - Self-monitoring.
23. \_\_\_\_\_ is behavior engaged in for its own sake.
- Instrumental behavior.
  - Emergent action.
  - Behavioral confirmation.
  - Consummatory behavior.

24. Which of the following is NOT a maintenance indicator.

- a. Familiarity.
- b. Time to enact.
- c. Valence.
- d. Complexity.

25. Which of the following is true of action identification?

- a. Action identification affects our attributions of actions as caused by the situation (at high levels of identification) or caused dispositionally (at low levels of identification).
- b. Action sequences that a person develops experience in will come to be identified at a higher level than if they have little experience with the action sequence.
- c. Actions identified at lower levels show greater flexibility.
- d. All of the above.

26. A \_\_\_\_\_ shows less situational variability in their behavior.

- a. High self-monitor.
- b. Low self-monitor.

27. A \_\_\_\_\_ remembers more about the people they interact with.

- a. High self-monitor.
- b. Low self-monitor.

28. Which of the following is a strategy of impression management that involves saying positive things about a target other?

- a. Ingratiation.
- b. Self-promotion.
- c. Self-handicapping.
- d. Behavioral matching.