

## Chapter 15: Behaviour and Cognition

1. c. Social intelligence
2. a. Concept knowledge, rule knowledge
3. b. Deliberative mindset
4. a. Implementational mindset
5. d. Goal-shielding
6. d. Difficulty selecting an appropriate goal for the situation
7. b. A planning fallacy
8. d. All of the above
9. a. Automatic goal pursuit
10. a. Unconsciously evaluating a person in a condescending manner
11. c. Henrietta is induced to walk around like an elderly person (with a cane, back bent forward slightly, walking). She then attributes more elderly-characteristics to targets that she evaluates
12. b. Contrast effect
13. c. Those primed with Whitney Houston engaged in a social comparison, which discouraged them in the subsequent singing activity
14. a. Promotion focus
15. b. Prevention focus
16. a. Feelings of calm
17. b. The frontal lobe
18. c. The multiple act-criterion
19. b. Theory of reasoned action
20. d. Both A and C
21. d. All of the above
22. a. Analyzing reasons
23. d. Consummatory behaviour
24. c. Valence
25. 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
26. b. Low self-monitor
27. a. High self-monitor
28. a. Ingratiation