Chapter 2 – Dual Modes in Social Cognition:

1. A cue can be considered a subliminal prime if:
   a. It does not register on the senses or on conscious awareness.
   b. The perceiver is aware of the priming cue.
   c. The perceiver is aware of the cue’s effect on their reactions to other stimuli.
   d. None of the above

2. Which of the following brain structures is implicated in detecting emotionally significant stimuli, even those presented subliminally?
   a. The basal ganglia
   b. The ventral striatum
   c. The amygdala
   d. The hippocampus

3. Which of the following areas is implicated with more reflex-like, relatively automatic forms of social cognition?
   a. The ventral medial prefrontal cortex (vmPFC)
   b. The dorsal anterior cingulate cortex (dACC)
   c. The lateral temporal cortex
   d. All of the above

4. Which of the following can be primed subliminally?
   a. Neutral Cognitions
   b. Emotions
   c. Behaviors
   d. All of the above

5. Which of the following accurately demonstrates the difference between a subliminal and a conscious prime?
   a. Subliminal primes can only involve photo cues while conscious primes can involve other cues such as words
   b. With subliminal primes, perceivers are not aware of priming effects while with conscious primes they are
   c. Both A and B
   d. Neither A nor B
6. Which of the following is an example of postconscious automaticity?
   a. Linda watches a video that flashes the word “thirst” on the screen without her being aware of it. She feels thirstier after finishing the video
   b. Paul completes a word search with terms related to intelligence and then performs better on a trivia task after
   c. Dominic watches a basketball game and tries to replicate a player’s form, thus shooting better after the game
   d. Teju practices the same lines from the script repeatedly until she is able to recite them without thinking

7. When Janine goes to college, she tends to notice how respectful her peers are toward one another and particularly toward advisors and professors. She grew up in a small town where the community emphasized respect as a positive character trait. Which of the following best characterizes Janine’s focus on respect in her social perceptions?
   a. Respect is an auto-motive for Janine
   b. Respect is a chronically accessible concept for Janine
   c. Respect is an object of Janine’s ruminations
   d. Both A and B

8. A ____________ process is any process in which the perceiver’s ____________ substantially determine(s) how the process operates.
   a. Controlled, conscious intent
   b. Conscious, ruminations
   c. Mindless, will
   d. Priming, will

9. Choose the best example of goal-dependent automaticity:
   a. For Jill, stepping onto a soccer field automatically triggers the goal of winning
   b. In the evening, Brian automatically takes to his goal of tidying up the apartment, very meticulously and consciously choosing better ways to organize his things
   c. Darrell gets into his car so he could drive home, and he follows the path home from work automatically without thinking
   d. Prianka’s daily morning goal shifts automatically between working out and reading depending on the weather that day
10. Attempting to suppress a certain thought may lead to a:
   a. Backlash effect
   b. Rebound effect
   c. New goal effect
   d. Thought backlash

11. Which of the following illustrates the appropriate order of the stages of rumination?
   a. Problem solving at lower and lower levels > initially intensified repetition of the interrupted behavior > channelized thinking > end-state thinking > trying to abandon the goal > depression from continued powerlessness
   b. Initially intensified repetition of the interrupted behavior > problem solving at lower and lower levels > channelized thinking > trying to abandon the goal > end-state thinking > depression from continued powerlessness
   c. Channelized thinking > initially intensified repetition of the interrupted behavior > problem solving at lower and lower levels > trying to abandon the goal > depression from continued powerlessness > end-state thinking
   d. Initially intensified repetition of the interrupted behavior > problem solving at lower and lower levels > end-state thinking > trying to abandon the goal > channelized thinking > depression from continued powerlessness

12. Which social psychologist coined the term *auto-motives* to refer to motives automatically cued by certain situations?
   a. John A. Bargh
   b. B. F. Skinner
   c. Eliot R. Smith
   d. Daniel M. Wegner

13. What is an example of respondent thought that is stimulus dependent?
   a. Choosing between two shirts to buy at a store
   b. Imagining who one might meet at school next year
   c. Thinking about which college to attend
   d. Watching two ducks quack at each other and imagining what they are saying to each other

14. The majority of daily thought can be described as:
   a. Operant thought
b. Respondent thought
c. Instrumental thought and problem-solving
d. Both A and C

15. Which of the following is **NOT** a method of sampling people’s thoughts?
   a. Role-play participation
   b. Experience sampling
   c. Mind-wandering
   d. Think aloud protocols

16. What makes up the bucket of motives in social cognition?
   a. Bias, understanding, competition, empathy, trait self-esteem
   b. Belonging, understanding, conformity, empathy, trusting ingroup
   c. Belonging, understanding, controlling, enhancing self, trusting ingroup
   d. Belonging, understanding, competition, enhancing self, trusting ingroup

17. Which of the following offers an example of when social understanding involves conscious effort?
   a. When one is socially motivated to be especially accurate or accountable to others
   b. When one’s social information falls below acceptable levels, leading them to gather information
   c. When one is interacting with a new place or culture and cannot assume that one’s perceptions fit the general outlook
   d. All of the above

18. If unfulfilled, which of the five frequent motives can lead to cardiovascular and immune problems comparable to those that result from cigarette smoking?
   a. Understanding
   b. Belonging
   c. Controlling
   d. Enhancing self

19. Which of the five frequent motives would spur someone to deliberately seek additional information as a way of avoiding error and feeling effective?
   a. Enhancing self
   b. Controlling
c. Understanding

d. Trusting in-group

20. This chapter emphasized the neuroactive hormone oxytocin’s role in experiences relating to:
   a. Trust
   b. Loss
   c. Pain
   d. Excitement

21. The elaboration likelihood model and heuristic-systematic model fall under which domain of social cognition?
   a. Impressions
   b. Attributions
   c. Persuasion/attitudes
   d. None of the above

22. According to the dual process model of impression formation, if you encounter a person who is relevant to your goals but you are not sufficiently involved with the person, what step do you take in impression formation following automatic identification?
   a. Nothing, you stop with the automatic identification
   b. You categorize the person using images (i.e. holistic, non-verbal patterns)
   c. You personalize the person using individually tailored concepts
   d. None of the above

23. People often rely on automatic processes when they are good enough, making ________, but people also know when to quit and move to more control processes, making ________.
   a. Category-based responses, unreliable responses
   b. Controlled judgments, attribute-based responses
   c. Attribute-based judgments, controlled responses
   d. Category-based responses, attribute-based responses

24. What do dual-mode models based on attribution have in common?
   a. They demonstrate exclusively automatic processes in interpreting attribution
   b. They contrast automatic and controlled causal attributions for behavior
   c. They demonstrate exclusively controlled processes in interpreting attribution
   d. None of the above
25. A middle-aged man enters a coffee shop and orders coffee. As he is mixing cream and sugar into his coffee, he glances at a TV screen for five seconds, seeing a news broadcast with the headline "chocolate shown to improve heart health." Seeing a doctor on the screen promoting the idea, the man accepts the chocolate finding. Which of the following best explains the man’s thinking process?

   a. The man engaged in systematic processing of the information
   b. The man individuated
   c. The man processed peripheral cues in forming his evaluation
   d. The information underwent central processing

26. Developing automatic, intuitive systems involves ________ learning while developing controlled, deliberate systems involves ________ learning.

   a. Fast, slow
   b. Slow, fast
   c. Extremely quick, ordinary
   d. None of the above

27. What is epistemic?

   a. Derived from another source
   b. Related to the original form
   c. Involving only one idea/concept
   d. Related to acquiring knowledge or understanding

28. Meta-cognition is best defined as:

   a. Attempts at understanding the order of the universe
   b. An understanding of other people’s intent
   c. A person’s beliefs about their own thinking processes
   d. All of the above