1. Wohl and Enzle's research on gambling has found that throwing the dice or spinning the wheel increases people's confidence. This nicely illustrates the
   A) illusory correlation.
   B) illusion of control.
   C) representative heuristic.
   D) availability heuristic.

2. You attend a party where you do not know anyone, but expect that people will be friendly. Your expectation results in your behaving warmly and sociably. Your behavior, in turn, leads to other people being friendly to you. This situation can best be described by what concept in social psychology?
   A) the illusory correlation
   B) the representativeness heuristic
   C) the availability heuristic
   D) behavioral confirmation

3. The persistence of one's initial concepts, as when the basis for one's belief is discredited but an explanation of why the belief might be true survives, is called ____ by social psychologists.
   A) rationalization
   B) belief persistence
   C) attitude consistency
   D) belief perseverance

4. While waiting to cross the street you witness a man running a red light—causing a three-car accident. Just after it happens, the man who ran the stoplight gets out of the car to talk to you. He tells you that the light was yellow. Later you tell police that you remembered the light being yellow, not red, when the man went through the intersection. This scenario illustrates
   A) priming effect.
   B) confirmation bias.
   C) belief perseverance.
   D) the misinformation effect.
5. You are consistently late to your psychology class, because the biology class you have immediately before it is in a building on the other side of campus. You are concerned that your professor doesn't think you are a serious student because of your chronic tardiness, so you inform him or her of why you are always late. You can now safely conclude that your professor makes what type of attribution of your behavior?
   A) motivational
   B) dispositional
   C) situational
   D) b and c

6. Which of the following is an effective remedy for the overconfidence bias?
   A) Get people to think about why their judgments might be wrong.
   B) Delay feedback regarding the accuracy of their judgments.
   C) Inform people about the overconfidence bias.
   D) None of the above—there is no remedy.

7. Beauvois and Dubois (1988) have found that middle-class individuals are ______ less advantaged people to assume that people's behaviors have internal explanations, that is, that individuals get what they deserve.
   A) less likely than
   B) more likely than
   C) just as likely as
   D) none of the above

8. Forgas and his colleagues' research on “mood infusion” found that participants' judgments of their own videotaped behaviors were more positive if, while they watched the videotape, they were
   A) in a good mood.
   B) with a stranger.
   C) distracted.
   D) depressed or anxious.

9. According to a study by Burger and Pavelich (1994), voters were more likely to attribute the outcome of an election to _____ the day after a presidential election, and to _____ a year after the election.
   A) the poor weather on election day; the candidate's oral presentation skills
   B) the candidate's oral presentation skills; the poor weather on election day
   C) the candidate's personal traits and positions; the nation's economy
   D) the nation's economy; the candidate's personal traits and positions
10. Jumping in your seat as a result of an unexpected scene in a movie is what type of thinking?
   A) controlled processing
   B) automatic processing
   C) internal processing
   D) intentional processing
Answer Key

1. B
2. D
3. D
4. D
5. C
6. A
7. B
8. A
9. C
10. B