1. Following the U.S. Supreme Court's 1954 decision to desegregate schools, the percentage of European-Americans favoring integrated schools more than doubled. This is an example of how
   A) attitudes influence behavior when they are specific to the behavior being examined.
   B) attitudes influence behavior when they are potent.
   C) moral attitudes feed moral actions.
   D) moral actions feed moral attitudes.

2. A variation of the foot-in-the-door technique that is often used by car dealers, because it typically results in people complying with higher and higher requests, is called the _____ technique.
   A) foot-in-the-door
   B) low-ball
   C) compliance
   D) conformity

3. Sarah has always strongly believed that it is wrong to steal. But after she steals a bottle of nail polish from the drugstore, her attitude toward stealing becomes significantly less harsh. What best accounts for her shift in attitude?
   A) cognitive dissonance theory
   B) self-perception theory
   C) reinforcement theory
   D) role-playing theory

4. Self-affirmation theory would predict that when Marcus is ridiculed on the campus basketball court for his lack of skill at the sport, he is most likely to
   A) continue trying to succeed on the court.
   B) begin talking about the “A” he received on an exam that day.
   C) stop playing basketball.
   D) talk about how he is also not very good at baseball.

5. A set of norms that defines how people in a given social position ought to behave is what social psychologists call a(n)
   A) attitude.
   B) behavior.
   C) role.
   D) stereotype.
6. Attitudes toward the general concept of “safe sex” poorly predict specific HIV prevention strategies, because whether people use condoms is more likely to depend on their opinions regarding the costs and benefits of using a condom. This is an example of what explanation for why attitudes do not always predict behavior?
   A) when social influences on what we say are minimal
   B) when other influences on behavior are minimal
   C) when attitudes specific to the behavior are examined
   D) when attitudes are potent

7. Jeremy loses his former interest in doing arithmetic after his teacher promises him $1 for each problem he solves correctly. Which theory best explains Jeremy's loss of interest in arithmetic?
   A) self-perception theory
   B) cognitive dissonance theory
   C) self-presentation theory
   D) self-monitoring theory

8. Impression management is to ________ as cognitive dissonance is to ________.
   A) overjustification; insufficient justification
   B) Bem; Festinger
   C) self-monitoring; self-presentation
   D) self-presentation; self-justification

9. Which theory explains our conclusion that we must be nervous because we feel shaky – all while forgetting we just had two cups of strong coffee?
   A) self-presentation theory
   B) self-consistency theory
   C) cognitive dissonance theory
   D) self-perception theory

10. According to your text, ______ is the term Batson and colleagues (2002) have used to described the tendency to appear moral while avoiding the costs of doing so.
    A) behavioral inconsistency
    B) moral cowardice
    C) moral hypocrisy
    D) attitude behavior discrepancy
Answer Key

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