Chapter 6 Quiz

Name: __________________________  Date: _____________

___ 1. In a study by Hofling and colleagues (1966), 22 hospital nurses were telephoned by an unknown physician and ordered to administer an obvious drug overdose. Results showed that
   A) most would not act on the order unless the caller named a familiar physician as reference.
   B) most nurses refused to comply unless given the order in writing.
   C) less experienced nurses complied but more experienced ones challenged the order.
   D) all but one proceeded to comply without delay.

___ 2. In calling sports decisions, umpires and referees rarely change their decisions as a result of a player's objection. This may be an example of how
   A) status produces psychological reactance.
   B) a we-they feeling has evolved between professional sports players and officials.
   C) the umpire or referee seeks to maintain emotional distance from players.
   D) public commitment reduces susceptibility to social influence.

___ 3. Ahmed generally likes to go home to visit his family during vacation. However, after his father tells him that he must be home during spring vacation, Ahmed decides to remain at college. We can probably best understand Ahmed's behavior in terms of
   A) reaction formation.
   B) regression.
   C) psychological reactance.
   D) self-serving bias.

___ 4. Group members who feel attracted to the group are more responsive to its influence. This fact illustrates the impact of __________ on conformity.
   A) unanimity
   B) status
   C) cohesiveness
   D) co-morbidity

___ 5. The degree to which personality predicts our behavior is ____ related to the degree to which social influences predict our behavior.
   A) positively
   B) negatively
   C) somewhat
   D) not at all
6. Conformity that involves publicly acting in accord with an implied or explicit request while privately disagreeing is called
   A) obedience.
   B) acceptance.
   C) conformity.
   D) compliance.

7. Although you didn't like it when you first saw it alone, you go to the same movie with a friend for a second time. After she raves about it, you decide that it wasn't so bad after all. Your interpreting events differently after hearing your friend's opinion is called
   A) norm formation.
   B) conformity.
   C) obedience.
   D) none of the above.

8. If we were to conclude that Milgram's obedient participants were particularly hostile and aggressive people, we would be
   A) making a correct inference.
   B) committing the fundamental attribution error.
   C) ignoring the power of behavior to shape attitudes.
   D) ignoring the strength of positive internal dispositions.

9. According to the text, Asch's experiments lacked _____ but did possess _____.
   A) experimental realism; mundane realism
   B) mundane realism; experimental realism
   C) validity; reliability
   D) reliability; validity

10. Ancient astronomers who observed the stars occasionally saw a star that seemed to move very abruptly. This is probably an example of
    A) the autokinetic effect.
    B) the inoculation effect.
    C) astronomical impact theory.
    D) normative social influence.
Answer Key

1. D  
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2. D  
   Page: 231
3. C  
   Page: 239
4. C  
   Page: 231
5. B  
   Page: 236
6. D  
   Page: 209
7. A  
   Page: 221
8. B  
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9. B  
   Page: 214
10. A  
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