

Chapter 3

Social Cognition: How We Think about the Social World

Total Assessment Guide (T.A.G.)

Topic	Question Type	Factual	Conceptual	Applied
Introduction	Multiple Choice	1		
	Essay			
The Social Thinker	Multiple Choice	2,3,7	4,8,9,10	6
	Essay			
On Automatic Pilot: Low-Effort Thinking	Multiple Choice	11,12,13,14,19,33,38,42,64,65,67,70,80,82,84,86,87,89,97,110,111,113,116,122,123,124,131,132,135,140,154,157,161,169,174,175,177,178,179,182,183,189,190	17,20,24,25,27,29,30,31,34,35,36,39,40,41,43,44,45,49,51,52,53,57,58,66,68,69,71,72,73,74,75,81,83,85,88,93,94,95,96,98,100,106,108,109,115,117,119,120,125,128,133,138,139,142,144,117,149,151,151,152,156,159,160,164,167,170,171,172,173,176,180,184,187,188	5,15,16,18,21,22,23,26,28,32,37,46,47,48,50,54,55,56,59,60,61,62,63,76,77,78,79,90,91,92,99,101,102,103,104,105,107,112,114,118,121,126,127,129,130,134,136,137,141,143,145,146,148,153,155,158,162,163,165,166,168,181,185,186,191,192
	Essay	234,238,241	235,236,237,239,240,242,243,244	
Controlled Social Cognition: High-Effort Thinking	Multiple Choice	193,204,206,207,209,212,219,223,226,229,230,233	194,195,196,201,202,203,208,220,221,222,228,232	197,198,199,200,205,210,211,213,214,215,216,217,218,224,225,227,231
	Essay		246,247,248	245,249,250
Watson Revisited	Multiple Choice			
	Essay			

CHAPTER 3 SOCIAL COGNITION: HOW WE THINK ABOUT THE SOCIAL WORLD

Multiple Choice

Choose the one alternative that best completes the statement or answers the question.

1. Watson, the computer, won his game of *Jeopardy* against two very skilled opponents. However, he would not do very well at
- checkers
 - chess
 - poker
 - Trivial Pursuit

Answer: C

Difficulty: 1

Page(s) in Text: 47

Topic: Introduction

Skill: FACTUAL

2. _____ thinking is nonconscious, effortless, and unintentional, whereas _____ thinking is conscious, effortful, and intentional.
- Biased; accurate
 - Automatic; controlled
 - Controlled; automatic
 - Illogical; logical

Answer: B

Difficulty: 1

Page(s) in Text: 48

Topic: *The Social Thinker; On Automatic Pilot: Low-Effort Thinking*

Skill: FACTUAL

3. Psychologists distinguish between two types of cognitive processing. _____ thinking is nonconscious and unintentional, whereas _____ thinking is conscious and intentional.
- Accurate; inaccurate
 - Automatic; controlled
 - Inefficient; efficient
 - Controlled; automatic

Answer: B

Difficulty: 1

Page(s) in Text: 48

Topic: *The Social Thinker; On Automatic Pilot: Low-Effort Thinking*

Skill: FACTUAL

4. Parents seldom spend a lot of time explaining to their children how to ride a bicycle. Instead, they often get a bike with training wheels and let the children learn for themselves how to ride a bike. This is because our understanding about how to ride a bicycle is based on
- automatic thinking which is difficult to describe to someone else.
 - controlled thinking that can only be learned by experience.
 - intuition that is difficult to express in language that a child can understand.
 - personal experience that is not likely to be believed by the child.

Answer: A

Difficulty: 2
Page(s) in Text: 48
Topic: The Social Thinker
Skill: CONCEPTUAL

5. New professors often have to concentrate very hard to give a lecture, and monitor themselves carefully to make sure they're not talking too fast and that they are using appropriate and clear examples. More seasoned professors do not have to concentrate as much, and can talk clearly and engagingly, and keep an eye on students all at the same time. This example represents the transition from _____ thinking to _____ thinking as professors gain experience.
- automatic; controlled
 - unconscious; conscious
 - controlled; automatic
 - random; systematic

Answer: C

Difficulty: 2
Page(s) in Text: 48
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: APPLICATION

6. Christopher is considering breaking up with his high-school sweetheart. He spends many hours weighing the benefits and drawbacks, he asks his friends for advice, and he thinks about it further before coming to his decision. In this case, Christopher is using
- automatic thinking.
 - the representativeness heuristic.
 - controlled thinking.
 - self-fulfilling prophecies.

Answer: C

Difficulty: 2
Page(s) in Text: 48
Topic: The Social Thinker
Skill: APPLICATION

7. _____ refers to the way people select, interpret, remember, and use social information to make judgments and decisions about themselves and others.
- Social cognition
 - Schemas
 - Counterfactual thinking
 - Decision rules

Answer: A

Difficulty: 1
Page(s) in Text: 48
Topic: The Social Thinker
Skill: FACTUAL

8. In general, when people first encounter a novel situation, they tend to
- be in a state of complete confusion until they have explored extensively.
 - size up the situation quickly and effortlessly and, for the most part, correctly.
 - size up the situation quickly and effortlessly, but with frequent and extensive errors that are corrected only with experience.
 - size up the situation quickly and effortlessly, but with frequent and extensive errors that are impervious to change.

Answer: B

Difficulty: 3
Page(s) in Text: 48
Topic: The Social Thinker
Skill: CONCEPTUAL

9. The way that automatic and controlled thinking tend to work together can be best compared to a

- a. computer graphics system that relies on both bitmap (pixel by pixel) and vector (mathematically generated line) images.
- b. modern jet system that can fly on automatic pilot but also has a manual override.
- c. car that can drive in either four-wheel or two-wheel drive.
- d. deciduous tree that has leaves in spring through fall but is bare in the winter.

Answer: B

Difficulty: 3

Page(s) in Text: 48

Topic: The Social Thinker

Skill: CONCEPTUAL

10. Complete the following analogy. Nonconscious thinking: _____ :: conscious thinking: _____.
- a. biased; accurate
 - b. automatic; controlled
 - c. controlled; automatic
 - d. illogical; logical

Answer: B

Difficulty: 1

Page(s) in Text: 48

Topic: The Social Thinker

Skill: CONCEPTUAL

11. Automatic thinking tends to be all of the following except
- a. nonconscious.
 - b. effortless.
 - c. voluntary.
 - d. unintentional.

Answer: C

Difficulty: 3

Page(s) in Text: 48

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

12. According to the authors of your text, when people use automatic thinking, they tend to size up new situations
- a. slowly and inaccurately.
 - b. quickly and inaccurately.
 - c. slowly and accurately.
 - d. quickly and accurately.

Answer: D

Difficulty: 3

Page(s) in Text: 48

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

13. According to the authors of your text, automatic thinking is based on
- a. subconscious desires and impulses.
 - b. biological responses and cognitive thought.
 - c. one's sense of self and identity.
 - d. past experiences and knowledge.

Answer: D

Difficulty: 3

Page(s) in Text: 48

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

14.

We can form impressions of people we interact with rather quickly and effortlessly. We do this by engaging in an automatic analysis of our environments, based on.

- a. our past experiences and knowledge of the world.
- b. information provided by our parents.
- c. biological signals we receive from other people.
- d. rewards given to us by our friends.

Answer: C

Difficulty: 3

Page(s) in Text: 48

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

15. Which of the following is not an example of automatic thinking?
- a. forming a first impression of someone within seconds of meeting him or her
 - b. conducting a search on the Internet
 - c. having a sense of whether an object is near or far from us
 - d. driving down the highway while also carrying on a conversation

Answer: B

Difficulty: 2

Page(s) in Text: 48

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

16. Karen is so used to driving to her boyfriend's house that when she is taking her little brother to softball practice early one morning, before she is fully awake, she finds herself driving to her boyfriend's house instead. This is an example of
- a. judgmental heuristics.
 - b. counterfactual thinking.
 - c. controlled thinking.
 - d. automatic thinking.

Answer: D

Difficulty: 2

Page(s) in Text: 48

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

17. Most initial impressions of a novel situation are made using
- a. controlled thinking.
 - b. the representativeness heuristic.
 - c. counterfactual thinking.
 - d. automatic thinking.

Answer: D

Difficulty: 3

Page(s) in Text: 48

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

18. The fact that students "instantly" know the difference between a classroom and a party is an example of a(n)
- a. controlled thinking.
 - b. automatic thinking.
 - c. schema.
 - d. social cognition.

Answer: B

Difficulty: 2

Page(s) in Text: 48

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

19. _____ are the cognitive structures we use to organize our knowledge of the social world.
- Heuristics
 - Schemas
 - Cognitive filters
 - Counterfactuals
- Answer: B*
Difficulty: 1
Page(s) in Text: 49
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: FACTUAL
20. Schemas are most like which of the following?
- an experiment
 - a hypothesis
 - interjudge reliability
 - a correlation coefficient
- Answer: B*
Difficulty: 3
Page(s) in Text: 49
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: CONCEPTUAL
21. When Robin meets her friend's new roommate, she sees that she has easels and paints strewn about, and has decorated her side of the room with lots of hand-made ceramic pots and paintings. At first, Robin is most likely
- to use her "artistic" person schema and assume that her friend's roommate is free-thinking and creative.
 - not to make any assumptions about her friend's roommate's preferences and tastes.
 - to use her "artistic" person schema and focus on her friend's roommate's deviations from the schema, such as the fact that she is majoring in business.
 - to change her "artistic" person schema when she discovers that her friend's roommate is a business major.
- Answer: A*
Difficulty: 2
Page(s) in Text: 49
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: APPLICATION
22. When you meet your new roommate for the first time, he is wearing glasses, listening to classical music, and reading a copy of the *New Yorker Review of Books*. You think, "Well, maybe rooming with an intellectual this year will be good for me." You instantly categorized your roommate as an intellectual on the basis of your
- schemas.
 - memories.
 - intuitions.
 - heuristics.
- Answer: A*
Difficulty: 2
Page(s) in Text: 49
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: APPLICATION
23. Which of the following is not a typical example of the kind of knowledge that is contained in a schema? Your knowledge
- of the typical character traits and behaviors of lawyers.
 - of the first date when you spilled red punch all over your partner.
 - that fairy tales begin, "Once upon a time...."
 - that it is common to leave a 15-percent tip when dining at an eat-in restaurant.
- Answer: B*
Difficulty: 2

Page(s) in Text: 49

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

24. Schemas are most like which of the following?
- lenses through which we look at and learn about the world
 - tires on which we move about in the world
 - food which helps us stay energized to explore the world
 - pillows which help us recover from our time in the world

Answer: A

Difficulty: 3

Page(s) in Text: 49

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

25. Based on the information in this chapter, when we meet someone new, we are likely to
- consider carefully all information about him or her before forming an impression.
 - use only internal characteristics such as personality to form an impression.
 - categorize this person based on our schemas and other people we know.
 - rely on scripts to form an accurate impression.

Answer: C

Difficulty: 2

Page(s) in Text: 49

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

26. When Matilda met Joe, she instantly categorized him as a nerd because of his appearance and intense interest in technology and mathematics. Matilda's categorization is an example of her use of
- scripts.
 - schemas.
 - controlled processes.
 - base rate information.

Answer: B

Difficulty: 2

Page(s) in Text: 49

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

27. According to the authors of your text, people are likely to quickly categorize people they have just met. This is due to people's reliance on
- self-fulfilling prophecies.
 - counterfactual thinking.
 - controlled thinking
 - schemas.

Answer: D

Difficulty: 2

Page(s) in Text: 49

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

28. When most Americans walk into a fast food restaurant chain, they know they should walk up to the counter to order, pay, and pick up their food, rather than sit down and wait to be served. This knowledge of how to act in such a situation is called a
- controlled thinking.
 - stereotype.
 - counterfactual thought.
 - schema.

Answer: D

Difficulty: 2

Page(s) in Text: 49

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

29. Why do we use schemas?
- Humans are born with schemas.
 - Schemas are taught to us in our early childhood.
 - Without schemas, the world would seem inexplicable and confusing.
 - Schemas ensure that we interpret the world accurately.

Answer: C

Difficulty: 1

Page(s) in Text: 49

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

30. Korsakov's syndrome is a neurological disorder that makes sufferers unable to form new memories. The world is disorienting and incoherent to patients with this disorder, so they often confabulate and invent fictions to make the world less scary and confusing. A social psychologist might say that these patients
- invent schemas where none exist.
 - have lost their schemas.
 - can only use controlled but not automatic processes.
 - are not concerned with reducing ambiguity.

Answer: A

Difficulty: 3

Page(s) in Text: 49

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

31. Korsakov's syndrome is a neurological disorder more closely associated with abnormal psychology than with social psychology. Why would the authors of your text describe the symptoms of Korsakov's syndrome and provide Oliver Sacks's description of his encounter with a patient suffering from that disease? This discussion illustrates the
- power of schemas to create a false reality.
 - importance of schemas in helping humans make sense of their experiences.
 - hazards of holding rigid, inflexible schemas.
 - dangers of relying on heuristics to understand medical problems.

Answer: B

Difficulty: 3

Page(s) in Text: 49

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

32. Jennifer was walking along the street when she saw a man run out of a convenience store clutching on to a bag. The owner of the store runs out and shouts for the man to stop and come back. Jennifer immediately assumes that there has been a robbery, not that the man was in a hurry and forgot his change. How did she fill in this gap in her knowledge of the situation?
- She was using the base rate heuristic.
 - She considered self-fulfilling prophecies.
 - She was using racial profiling.
 - She was relying on a schema.

Answer: D

Difficulty: 2

Page(s) in Text: 49

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

33. We are most likely to rely on schemas when the situation we confront is
- arousing.
 - ambiguous.
 - exciting.
 - forgettable.

Answer: B

Difficulty: 2

Page(s) in Text: 50

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

34. Which of the following does not describe a schema?
- organizes the social world
 - fills in the gaps of the social world
 - makes sense of the social world
 - increases the accessibility of a trait

Answer: D

Difficulty: 2

Page(s) in Text: 49

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

35. Schemas are most helpful when the situation we confront is
- arousing.
 - ambiguous.
 - exciting.
 - forgettable.

Answer: B

Difficulty: 2

Page(s) in Text: 50

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

36. Which of the following is true?
- Construals use schemas to make sense of the social world.
 - Schemas use construals to make sense of the social world.
 - Construals and schemas are interchangeable concepts.
 - Construals and schemas don't relate to one another at all.

Answer: A

Difficulty: 3

Page(s) in Text: 49-50

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

37. Carol has a subtle "Mona Lisa" smile that is much harder to detect than an obvious toothy grin. Assume that before you met Carol, a mutual friend described her as warm and friendly. The first time Carol smiled at you, if you were to rely on your schemas, you would probably conclude that she is
- bored talking to you.
 - a friendly person.
 - a cool, aloof person.
 - very hard to read.

Answer: B

Difficulty: 2

Page(s) in Text: 49-50

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

38. Recall that Harold Kelley (1950) told some college students that their guest lecturer was a warm person, and others that he was a cold person. The visitor then lectured for twenty minutes, and behaved in a very arrogant way during the lecture. When students evaluated the lecturer,
- no matter what the expectation, none of the students liked the arrogant lecturer.
 - those students who expected a warm person interpreted his “arrogance” as insecurity.
 - students expecting a warm person rated the lecturer as funnier, but no less arrogant than students who expected a cold person.
 - students who expected a cold person rated the lecturer as less arrogant than students who expected a warm person.

Answer: C

Difficulty: 3

Page(s) in Text: 49-50

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

39. Recall that Harold Kelley (1950) told some college students that their guest lecturer was a warm person, and others that he was a cold person. The visitor then lectured for twenty minutes, and behaved in a very cocky, arrogant way during the lecture. All students viewed the lecturer as arrogant, but differed in their assessments of how humorous he was. These results suggest that schemas are
- modifiable.
 - more likely to be used to interpret ambiguous behaviors.
 - abandoned in the face of ambiguous behaviors.
 - specific to a particular situation.

Answer: B

Difficulty: 3

Page(s) in Text: 49-50

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

40. Recall that Harold Kelley (1950) told some college students that their guest instructor was a warm person, and others that he was a cold person. Students who were told that the guest instructor was a warm person evaluated him more positively and participated more in class discussion than did students who were told that he was cold. These results support the idea that schemas are
- universal.
 - impossible to modify.
 - especially influential when we encounter ambiguous information.
 - different, depending on the information to which we are exposed.

Answer: C

Difficulty: 2

Page(s) in Text: 49-50

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

41. Recall that Kelley (1950) told some students that a guest instructor was a warm person and others that a guest instructor was a cold person. When the instructor behaved in an arrogant way, he was rated as immodest, no matter what students were told about him at the outset. These findings suggest that
- in tense situations, we seldom rely on our schemas.
 - schemas change according to the situation they are applied in.
 - when behaviors are clear, we rely less on our schemas.
 - schemas are specific to the situation in which we find ourselves.

Answer: D

Difficulty: 3

Page(s) in Text: 49-50

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

42. Recall that Harold Kelley (1950) told some college students that their guest lecturer was a warm person, and others that he was a cold person. The visitor then lectured for twenty minutes. After the lecture, those students who expected the lecturer to be warm
- rated him higher and participated more in class discussion than those who expected him to be cold.
 - rated him higher but did not talk in class any more than those who expected him to be cold.
 - participated in class more than those who expected him to be cold, but did not rate him any differently.
 - and those who expected him to be cold did not differ in their assessments, since they both saw the same person.

Answer: A

Difficulty: 2

Page(s) in Text: 49-50

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

43. In Kelley's 1950 research about the guest lecturer, the independent variable was the
- students' impressions.
 - personality descriptions.
 - teacher's expectations.
 - bloomers.

Answer: B

Difficulty: 2

Page(s) in Text: 49-50

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

44. In Kelley's 1950 research about the guest lecturer, the dependent variable was the
- students' impressions.
 - personality descriptions.
 - teacher's expectations.
 - bloomers.

Answer: A

Difficulty: 2

Page(s) in Text: 49-50

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

45. The authors of your textbook point out that it is reasonable to use schemas to resolve ambiguity, but that this can become problematic when the schema is
- negative.
 - unclear.
 - newly developed.
 - inaccurate.

Answer: D

Difficulty: 3

Page(s) in Text: 50

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

46. The first day of class, Maria absolutely loved her new social psychology professor, but Daniel couldn't stand her. If their interpretations were influenced by schemas, in all likelihood, Maria had heard _____, whereas Daniel had heard _____.
- that the professor was great; nothing about the professor
 - nothing about the professor; that the professor was horrible
 - that the professor was great; that the professor was horrible
 - that the professor was an introvert; that the professor was an extravert

Answer: C

Difficulty: 2

Page(s) in Text: 50

Topic: On Automatic Pilot: Low-Effort Thinking
Skill: APPLICATION

47. Professor Chadwick is young and looks even younger than his years. He dresses in jeans, grubby tennis shoes, and Hawaiian print shirts. One day in the hallway, he strikes up a conversation with a student. During the conversation, the student begins to complain about the poor teaching of the faculty in the department and about the bad things he's heard about the course that Professor Chadwick teaches. Needless to say, when the student finds out he was actually talking to a professor, he feels embarrassed and avoids Professor Chadwick. What is the moral of this story?
- Students should be seen and not heard.
 - Schemas may make us efficient, but sometimes at a cost in accuracy.
 - Heuristics make us more efficient, but only if we apply them to schemas.
 - The world would be a better place if people abandoned their schemas altogether.

Answer: B

Difficulty: 3

Page(s) in Text: 50

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

48. Based on the study by Harold Kelley (1950) presented in your text, if you were to describe yourself to a blind date as being witty, how would she be most likely to view a slightly sarcastic comment you make?
- as rude
 - as insensitive
 - as being funny and witty
 - as extremely sarcastic

Answer: C

Difficulty: 2

Page(s) in Text: 49-50

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

49. When the psychologist asks, "Tell me the first thing that comes to mind," he/she is asking for the most _____ schema.
- functional
 - accessible
 - colorful
 - fulfilled

Answer: B

Difficulty: 3

Page(s) in Text: 51

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

50. Ethan and Heather see a man stumbling around as he walks down the street. Ethan, who belongs to Alcoholics Anonymous, thinks the man is drunk, but Heather, who just watched a TV special on Michael J. Fox, thinks the man has Parkinson's disease. These differing interpretations of the same behavior seem to be caused by Ethan and Heather's differences in
- accessibility.
 - current goals.
 - stereotypes.
 - self-fulfilling prophecies.

Answer: A

Difficulty: 3

Page(s) in Text: 51

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

51. The text discusses three reasons why schemas can become accessible. Which of the following is not one of these reasons?
- chronic accessibility due to past experience

- b. base rate information about a person
- c. related to a current goal
- d. temporary accessibility due to recent experiences

Answer: B

Difficulty: 3

Page(s) in Text: 51

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

52. According to the authors of your text, what are the three reasons why schemas become accessible?
- a. chronic accessibility due to experience; a current goal; priming
 - b. priming; recent experiences; current goals
 - c. chronic accessibility due to experience; priming; base rate information
 - d. priming; chronic accessibility due to experience; non-applicable information

Answer: A

Difficulty: 2

Page(s) in Text: 51

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

53. Marco is an athlete and plays three different types of sports. When he sees Emma in a track suit, he assumes that she is an athlete as well. The reason this happens is that Marco's schema is
- a. accessible because of his experience with sports.
 - b. primed by seeing Emma in the track suit.
 - c. accessible because getting her number is his immediate goal.
 - d. is primed by the representativeness heuristic.

Answer: A

Difficulty: 2

Page(s) in Text: 51

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

54. Alice goes to see a rerun of *Jaws* (a movie about a vicious shark) a few days before she takes off to Florida on spring break. On break, she finds that she is now too nervous to spend much time actually in the water, since she is convinced that anything she sees in the water is a shark. Her heightened sensitivity is due to
- a. self-fulfilling prophecy.
 - b. priming.
 - c. anchoring and adjustment.
 - d. representativeness.

Answer: B

Difficulty: 2

Page(s) in Text: 51

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

55. If you grew up in a household with a brother who was morbidly shy, you might have a different belief about a man you meet who avoids dating women than a person who grew up in a household with a brother who was gay. This difference in interpretation is due to differences in your and the other person's
- a. schemas for gay men and shy men.
 - b. prejudices against gays.
 - c. chronic accessibility of gay vs. shy schemas.
 - d. temporary priming of gay vs. shy schemas.

Answer: C

Difficulty: 3

Page(s) in Text: 51

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

56. According to the perspective presented in Chapter 3 (Social Cognition), a person who grew up in a home with an alcoholic parent who sees a man acting in a somewhat strange manner may be _____ likely to interpret this behavior as due to alcohol because of _____.
- more; chronic accessibility of an alcoholic schema
 - more; ego-defensive biases
 - less; chronic accessibility of an alcoholic schema
 - less; ego-defensive biases

Answer: A

Difficulty: 2

Page(s) in Text: 51

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

57. Chronic accessibility is to long-term exposure to a stimulus as temporary accessibility is to
- awareness.
 - positive mood.
 - priming.
 - heuristics.

Answer: C

Difficulty: 2

Page(s) in Text: 51

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

58. Priming is similar to which of the following since they both influence our behavior, even without our awareness?
- self-esteem
 - social influence
 - behaviorism
 - Gestalt psychology

Answer: C

Difficulty: 2

Page(s) in Text: 51

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

59. Fidan wrecked his dad's car. When his dad got home from work, Fidan met him at the door with a cold beer and his favorite magazine. The smell from his dad's favorite meal was wafting through the house, and his dad's favorite CD was playing. Fidan is trying to use _____ to get his father to think of him as a good, responsible son before he tells him about the car.
- representativeness heuristic
 - priming
 - controlled thinking
 - counterfactual thinking

Answer: B

Difficulty: 2

Page(s) in Text: 51

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

60. Diana currently has a goal to lose fifteen pounds by the summer, and she notices that lately her friend, Sarah, hasn't been eating much. Based on your text's discussion of how current goals can affect accessibility, how is Diana most likely to interpret Sarah's behavior?
- Sarah is ill and has no appetite.
 - Sarah has symptoms of depression.
 - Sarah must be on a diet too.

d. Sarah must not like the food.

Answer: C

Difficulty: 2

Page(s) in Text: 51

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

61. Winston is looking for a job, and he notices a man in the coffee shop wearing a tie and white shirt, working on his computer, while also flipping through the ads in the paper. Based on your text's discussion of how current goals can affect accessibility, how is Winston most likely to interpret the man's behavior?

- a. The man must be waiting on a client.
- b. The man must be depressed.
- c. The man must be looking for a job too.
- d. The man must be angry and tired.

Answer: C

Difficulty: 2

Page(s) in Text: 51

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

62. James has a goal of being able to run a marathon by next year. When he sees a woman dart out of a store and start running he immediately thinks, "Oh, she must be a runner too!" rather than, "She's a shoplifter trying to get away." Which of the following is the best explanation for why one schema was accessible rather than another?

- a. chronic accessibility due to past experience
- b. a current goal
- c. base-rate information
- d. applicability of priming

Answer: B

Difficulty: 2

Page(s) in Text: 51

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

63. You are listening to a radio broadcast which describes a person who donated a kidney to a complete stranger in need of a transplant, when the phone rings and the fireman's association asks you to make a donation. The idea of priming suggests that you will

- a. be less likely to make a donation because your self-esteem has been threatened by realizing that you will never be as saintly as the person in the story.
- b. be more likely to make a donation because you feel in a good mood after hearing the heartwarming story.
- c. be more likely to make a donation because the schema of being charitable has been made more accessible.
- d. not be affected in your likelihood of making a donation by the radio broadcast.

Answer: C

Difficulty: 2

Page(s) in Text: 51

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

64. In a study described in the textbook, participants memorized either the word *reckless* or the word *adventurous* before reading an ambiguous passage about Donald in which he was described as engaging in a number of recreational activities (e.g., driving in a demolition derby, white-water rafting) in which he had risked injury and even death. This method was used to study the concept of

- a. priming.
- b. attribution formation.
- c. representativeness.
- d. counterfactual thinking.

Answer: A

Difficulty: 1

Page(s) in Text: 51-52

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

65. Researchers had participants memorize a number of words before reading an ambiguous passage about a character named Donald. The results of this study showed that people
- who memorized any positive words about Donald, whether or not they applied to the passage, viewed him more positively.
 - who memorized positive words about Donald viewed him positively only when those words were also applicable to the passage.
 - who memorized negative words about Donald made a concerted attempt to overcome their prejudices and viewed him more positively.
 - were not affected by the positivity or negativity of the words they memorized.

Answer: B

Difficulty: 2

Page(s) in Text: 51-52

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

66. Researchers had participants memorize a number of words before reading an ambiguous passage about a character named Donald. The words participants read influenced how they interpreted Donald's somewhat ambiguous behavior. The take-home message of this study is that thoughts have to be _____ before they affect our impressions of the social world.
- either accessible or applicable
 - accessible, but not necessarily applicable
 - applicable, but not necessarily accessible
 - both accessible and applicable

Answer: D

Difficulty: 2

Page(s) in Text: 51-52

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

67. In a study described in the textbook, participants memorized either words such as *neat* or *disrespectful* before reading an ambiguous passage about Donald in which he was described as engaging in a number of recreational activities (e.g., driving in a demolition derby, white-water rafting) in which he had risked injury and even death. How did these words influence the impressions of Donald?
- They made the impression of his behavior appear more extreme.
 - They did not affect the impression of him because they were not related to his behavior.
 - They helped make the impression of Donald more sympathetic.
 - They made the impression of Donald more negative.

Answer: B

Difficulty: 1

Page(s) in Text: 51-52

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

68. In the 1977 study regarding Donald using priming, the independent variable was
- word types participants learned
 - impressions of Donald
 - teacher's expectations of students
 - bloomers' IQs

Answer: A

Difficulty: 2

Page(s) in Text: 51-52

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

69. In the 1977 study regarding Donald using priming, the dependent variable was
- word types participants learned
 - impressions of Donald
 - teacher's expectations of students
 - bloomers' IQs

Answer: B

Difficulty: 2

Page(s) in Text: 51-52

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

70. In order for priming to work successfully, thoughts need to be both
- accessible and salient.
 - chronic and experiential.
 - applicable and accessible.
 - long-term and chronic.

Answer: C

Difficulty: 2

Page(s) in Text: 52

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

71. The self-fulfilling prophecy occurs because we often
- work to revise our schemas when necessary.
 - act based on our schemas.
 - distort our perception of reality to support our schemas.
 - abandon our schemas when we're under pressure.

Answer: B

Difficulty: 2

Page(s) in Text: 52-53

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

72. "People literally create their own realities" is the basic idea behind _____.
- the representativeness heuristic
 - counterfactual thinking
 - ironic processing
 - the self-fulfilling prophecy

Answer: D

Difficulty: 2

Page(s) in Text: 53

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

73. A self-fulfilling prophecy is like a _____ you want to come true.
- independent variable
 - dependent variable
 - hypothesis
 - random sample

Answer: C

Difficulty: 2

Page(s) in Text: 53

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

74. In the self-fulfilling prophecy, a perceiver has a(n) _____ that affects the _____ of the target of perception.
- bias; emotional reaction
 - expectation; behavior
 - schema; schema
 - emotional reaction; expectation

Answer: B

Difficulty: 2

Page(s) in Text: 53

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

75. Self-fulfilling prophecies can best be described as
- someone who believes he or she can do something and does it.
 - when people inadvertently make schemas come true by the way they treat others.
 - the perseverance of a schema after it has been discredited.
 - the nonconscious processes that help us function in daily life.

Answer: B

Difficulty: 1

Page(s) in Text: 53

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

76. Warren believes that Tom is an outgoing, gregarious person. "Whom did you hang out with this weekend?" Warren asks Tom. "Tell me about all of the fun things that you have planned for the summer," Warren continues. Although Tom is usually rather quiet and reserved, he responds to Warren in an outgoing, friendly manner. This is an example of
- the perseverance effect.
 - the primacy effect.
 - reconstructive memory.
 - a self-fulfilling prophecy.

Answer: D

Difficulty: 3

Page(s) in Text: 53

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

77. Which of the following provides the best example of the self-fulfilling prophecy?
- A lawyer asks you to describe the last fight you were in and the jury now believes you have a pronounced history of aggressive behavior, even though that was your only fight.
 - A person tries to bring a shy person out of her shell by acting in a very friendly manner.
 - Due to a rumor of a stock market crash, Wall Street has a significant drop when too many people take their money out of the market.
 - You remember that your waitress friend prefers beer to wine, but mistakenly recall that your librarian friend prefers wine to beer.

Answer: C

Difficulty: 3

Page(s) in Text: 53

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

78. Allison is a very sweet, intelligent, amicable person. However, Joe hears from her ex-boyfriend that she is hard to get along with and very snobby. According to research on the self-fulfilling prophecy, Joe acts in a(n)
- neutral way toward Allison, even though he has heard bad things about her.
 - unfriendly way toward Allison. This in turn causes Allison to act unfriendly toward Joe, and Joe to believe that her ex-boyfriend was right about her.
 - unfriendly way toward Allison, yet he finds her to be very amicable and decides that her ex-boyfriend must not know her very well.

- d. friendly way toward Allison even though he has heard bad things about her, and finds her to be much friendlier than her ex-boyfriend said she was.

Answer: B

Difficulty: 3

Page(s) in Text: 53

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

79. Tiffany has a hard time trusting other people her age because she believes they are irresponsible. Accordingly, when she makes dinner plans with one friend, she also makes backup plans with someone else, and she goes to one or the other. Her friends soon in turn begin to “blow off” their arrangements since it is not clear whether or not Tiffany will show up. Tiffany has created
- a confirmation bias.
 - a self-fulfilling prophecy.
 - counterfactual thinking.
 - controlled unbelieving.

Answer: B

Difficulty: 3

Page(s) in Text: 53

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

80. Self-fulfilling prophecies most often are a result of
- deliberate attempts by people to confirm their schemas.
 - inadvertent and unconscious influences of individuals’ schemas.
 - deliberate attempts to treat people in an unbiased manner.
 - priming.

Answer: B

Difficulty: 2

Page(s) in Text: 53-54

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

81. How are self-fulfilling prophecies and schemas related?
- Self-fulfilling prophecies are deliberate attempts by people to confirm their schemas.
 - Self-fulfilling prophecies are inadvertent and unconscious influences on behavior by an individual’s schemas.
 - Self-fulfilling prophecies are deliberate attempts to treat people in an unbiased manner.
 - Self-fulfilling prophecies are examples of priming of schemas.

Answer: B

Difficulty: 2

Page(s) in Text: 53

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

82. What have a number of research studies on the self-fulfilling prophecy revealed?
- Self-fulfilling prophecies are a result of our desire to preserve our self-esteem.
 - Schema-confirming behaviors are conscious and deliberate.
 - Self-fulfilling prophecies are the result of unconscious, inadvertent processes.
 - Because their job is assessment of performance, educators are especially susceptible to the self-fulfilling prophecy.

Answer: C

Difficulty: 2

Page(s) in Text: 53-54

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

83. The news often points out girls’ relatively poor academic performance on standardized tests compared to boys’ performance on those tests. Based on the research presented in this chapter, these gender differences may be due in part to

- a. the gender bias that pervades standardized tests.
- b. biological differences in the ways males and females process information.
- c. girls' and young women's "fear of success" schemas.
- d. the power of teachers' self-fulfilling prophecies.

Answer: D

Difficulty: 3

Page(s) in Text: 53-54

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

84. The authors of your text suggest that with respect to traditional gender differences in scholastic performance, one causal factor may be
- a. self-fulfilling prophecies of schoolteachers.
 - b. influences from the media.
 - c. role models at home.
 - d. peer expectations and goals.

Answer: A

Difficulty: 3

Page(s) in Text: 53-54

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

85. Based on information from the authors of your text, what is one possible explanation as to why girls and boys perform about the same in math in elementary school, but a gender gap appears around puberty?
- a. estrogen impairs cognition
 - b. testosterone impairs cognition
 - c. self-fulfilling prophecies seem to occur
 - d. peer pressure become more important to girls

Answer: C

Difficulty: 2

Page(s) in Text: 54

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

86. In a controlled experiment, Rosenthal and Jacobson (1968) informed grade school teachers that some of their students (called "bloomers") would show great academic improvement in the upcoming year. In reality, the "bloomers" were chosen randomly by the researchers, and were no smarter than any of the other students. Which of the following best describes the results of this study? At the end of the year,
- a. bloomers and non-bloomers performed equally well on an IQ test.
 - b. bloomers improved more on an IQ test than did non-bloomers.
 - c. non-bloomers improved more on an IQ test than did bloomers.
 - d. there were no IQ differences between bloomers and non-bloomers, but the bloomers were more interested in school.

Answer: B

Difficulty: 2

Page(s) in Text: 53-54

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

87. Recall that Robert Rosenthal and Lenore Jacobson (1968) informed grade-school teachers that some of their students (called "bloomers") would show great academic improvement in the upcoming year. Also recall that students labeled "bloomers" actually showed greater increases on IQ tests compared to students who were not labeled "bloomers." These differences occurred because teachers
- a. decided to devote their attention to the students with the most promise.
 - b. spent significantly more time interacting with "bloomers."
 - c. challenged "bloomers" more and gave them more and better feedback.
 - d. distracted "non-bloomers" by providing them too much personal attention.

Answer: C

Difficulty: 3

Page(s) in Text: 53-54

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

88. What is the take-home message from the research on the self-fulfilling prophecy?
- Self-fulfilling prophecies are a result of our desire to preserve our self-esteem.
 - Schema-confirming behaviors are conscious and deliberate.
 - Self-fulfilling prophecies are the result of unconscious, unintentional processes.
 - Because their job is assessment of performance, educators are especially susceptible to the self-fulfilling prophecy.

Answer: C

Difficulty: 2

Page(s) in Text: 53-54

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

89. The studies by Rosenthal and Jacobson on self-fulfilling prophecies have concluded that the teachers treated the “bloomers” in class differently than the other children. In which of the following ways did the teachers treat these students differently?
- They gave bloomers more personal attention.
 - They forced bloomers to do extra homework.
 - They gave the bloomers bonus points for no real reason.
 - They scolded the bloomers more harshly when they got an answer wrong.

Answer: A

Difficulty: 3

Page(s) in Text: 54

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

90. The study by Rosenthal and Jacobson on self-fulfilling prophecies concluded that the teachers treated the “bloomers” in class differently than the other children. If you behaved similarly with a child or younger sibling, how might you behave?
- Providing more constructive feedback.
 - Giving extra time to do their homework.
 - Giving less time to respond to questions.
 - Scolding the child when they get an answer wrong.

Answer: A

Difficulty: 3

Page(s) in Text: 54

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

91. Applying the lessons learned from Rosenthal and Jacobson, if you wanted your child to succeed, what would be the best nickname for him?
- Champ
 - Buddy
 - Pipsqueak
 - Rascal

Answer: A

Difficulty: 1

Page(s) in Text: 54

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

92. Ms. Honeywell is an elementary school teacher who maintains that in her thirty-five years of experience, boys just tend to do better at math than girls. Recently, she has read a number of studies that show that girls and boys actually have about the same

level of math ability. Based on information about how teachers create and sustain self-fulfilling prophecies, what is Ms. Honeywell most likely to think about the study results?

- a. "Well, I guess everyone is wrong once in a while—maybe boys and girls are the same."
- b. "I don't buy it—three times as many boys as girls in my classes have excelled at math."
- c. "Come to think of it, I think girls may actually be better than boys."
- d. "Who cares, girls are better than boys at reading anyway—the differences even out."

Answer: B

Difficulty: 3

Page(s) in Text: 54

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

93. It is reasonable to expect that in real classrooms there are several gender differences in terms of academic performance, because girls and boys are unwittingly treated differently by teachers and parents. What phenomenon best explains how this treatment could influence academic performance? Self-fulfilling prophecies are a(n)
- a. deliberate act.
 - b. heuristic.
 - c. automatic process.
 - d. conscious, controlled process.

Answer: C

Difficulty: 2

Page(s) in Text: 54

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

94. Recently, a state department of education decided to lower the grade needed to pass the writing portion of a standardized test. Assuming that Rosenthal and Jacobson's research remains true in today's classrooms, what is most likely to happen to students' writing ability as a result?
- a. Their writing will get much better with less pressure to make a high grade.
 - b. Their writing will get worse because they are not being held to a higher standard.
 - c. Their writing will remain the same.
 - d. Their scores in other subjects will get better since they don't have to worry so much about writing.

Answer: B

Difficulty: 3

Page(s) in Text: 54

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

95. Recent research suggests that participants who are cognitively distracted are more likely to fall prey to the self-fulfilling prophecy than are participants who are not distracted. This suggests that self-fulfilling prophecies are
- a. the result of a deliberate attempt to confirm our schemas.
 - b. more likely to occur when we are tired or preoccupied with other things.
 - c. an inevitable facet of social-cognitive processes.
 - d. more likely to occur when people have faulty memories.

Answer: B

Difficulty: 2

Page(s) in Text: 55

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

96. Self-fulfilling prophecies may be overcome, even when a perceiver has a strong expectation, if the perceiver is motivated to be accurate and
- a. is presented with schema-consistent information.
 - b. is able to fully attend to the target.
 - c. believes that he or she has no biases.
 - d. motivated to have high self-esteem.

Answer: B

Difficulty: 2

Page(s) in Text: 55

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

97. Research suggests that self-fulfilling prophecies are more likely to occur
- when we have positive expectations rather than negative ones.
 - for children more than for adults.
 - later rather than earlier in relationships.
 - when we are distracted more than when we are not distracted.

Answer: D

Difficulty: 2

Page(s) in Text: 55

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

98. Which is more likely to occur when we are distracted?
- self-fulfilling prophecies
 - controlled thinking
 - counterfactual thinking
 - all of these are likely to happen when distracted

Answer: A

Difficulty: 2

Page(s) in Text: 55

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

99. Assume that you want to avoid the self-fulfilling prophecy the next time you meet someone who fits a schema that you hold. According to work on the On Automatic Pilot: Low-Effort Thinking described in the text, what should you do? You should make sure that
- you're not preoccupied with other things.
 - you let the other person direct the conversation.
 - your schema has worked in the past.
 - you seek out evidence that contradicts your schema.

Answer: A

Difficulty: 2

Page(s) in Text: 55

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

100. Who is most likely to have a self-fulfilling prophecy occur?
- Shahid, the perceiver, who is distracted and not able to fully attend to the interaction
 - Amar, the perceiver, who is motivated to form an accurate impression
 - James, the target, who is distracted and not able to fully attend to the interaction
 - Luca, the target, who is motivated to be perceived accurately

Answer: A

Difficulty: 2

Page(s) in Text: 55

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

101. If you were a researcher studying self-fulfilling prophecies, when would you warn students that they are most likely to occur?
- when we have positive expectations rather than negative ones
 - when we are children more so than for adults
 - later rather than earlier in relationships

d. when we are distracted more so than when we are not distracted

Answer: D

Difficulty: 2

Page(s) in Text: 55

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

102. You have just arrived for your first year of college, but your roommate, Leah, is nowhere to be found. Your next-door neighbor, Tim, tells you that he's met Leah, and that she's really shy and introverted. If you wanted to counteract the self-fulfilling prophecy, what might you do when you meet Leah?

- a. Ask her if she likes to spend a lot of time alone.
- b. Ask her what books she's read lately.
- c. Try to get her to talk about fun activities she did in high school.
- d. Be quiet and shy yourself, so as not to intimidate her.

Answer: C

Difficulty: 2

Page(s) in Text: 55

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

103. Isaac is on an interview for a job for which he is well qualified. However, he is worried that some of the people may have negative schemas about his ethnicity and that they may shape his behavior on the interview with self-fulfilling prophecies. Of the people he meets with (listed below), who is the least likely to use self-fulfilling prophecies?

- a. Tyler, who is paying close attention to Isaac, and wants to make an accurate judgment of him
- b. Lisa, who wants to make an accurate judgment, but can't stop thinking about her report due next week
- c. Jorge, who is paying close attention to the interview, but isn't very motivated to be accurate because he has no say in the hiring decision
- d. Jasmine, who is preoccupied with a toothache, but has the final say in whether Isaac gets the job

Answer: A

Difficulty: 2

Page(s) in Text: 55

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

104. Research has demonstrated that metaphors about the body and social judgments influence how we think and the decisions we make. If that is true, the next time you are feeling lonely and as if the world is a cold, heartless place, what should you do and why?

- a. clean your room because it is associated with "washing away sins"
- b. hold a warm beverage in your hands because warmth is associated with friendliness
- c. carry something heavy because that is associated with "carrying the weight of the world"
- d. take a nap because "life is but a dream"

Answer: B

Difficulty: 2

Page(s) in Text: 56

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

105. Research demonstrated that physical sensation can activate metaphors that influence our judgments about unrelated topics. If you wanted students to take your petition seriously, you should present the information about it

- a. on a piece of paper they can take with them.
- b. on a heavy tablet.
- c. on a light clipboard.
- d. verbally rather than written.

Answer: B

Difficulty: 2

Page(s) in Text: 56

Topic: On Automatic Pilot: Low-Effort Thinking
Skill: APPLICATION

106. Imagine it is the end of a long day and you are hot and ready to head home. If the research on the connection between physical sensations and the judgments they affect is correct which of the following about social influence is most likely to occur?
- You will not be influenced because you feel too negatively.
 - You will be more easily influenced because you are happy to hear what they have to say.
 - You will not be influenced because the person doing the influencing is not attractive.
 - You will be more easily influenced because you are there with a friend.

Answer: A

Difficulty: 2

Page(s) in Text: 56

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

107. If the research on priming and metaphors is correct, what should your organization do if it wants to raise money for its service project?
- make sure there are lights on the table where volunteers sit to raise money
 - make sure volunteers offer candy at the table where they sit to raise money
 - make sure there are pleasant smells around the table where volunteers sit to raise money
 - make sure there is loud music at the table where the volunteers sit to raise money

Answer: B

Difficulty: 2

Page(s) in Text: 56

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

108. If the research on priming and metaphors is correct, which of the following is true? You are more likely to meet your true love on vacation somewhere
- sunny and warm.
 - cold and snowy.
 - urban and industrial.
 - crowded and scary.

Answer: A

Difficulty: 2

Page(s) in Text: 56

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

109. According to the authors of your text, what is the primary reason that people often rely on a variety of mental shortcuts? We're
- too mentally lazy to do the cognitive work involved.
 - confronted with an overwhelming amount of social information.
 - inherently flawed in our ability to reason.
 - motivated to enhance our self-esteem.

Answer: B

Difficulty: 2

Page(s) in Text: 57

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

110. The mental shortcuts that people use to make judgments quickly and efficiently are called
- judgmental heuristics.
 - self-fulfilling prophecies.
 - schemas.
 - controlled processes.

Answer: A

Difficulty: 1
Page(s) in Text: 57
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: FACTUAL

111. Our use of mental shortcuts usually leads to
- optimal decisions that could not be bettered if more time were spent.
 - faulty decisions that get us into trouble.
 - good decisions in a reasonable amount of time.
 - faulty decisions, but the fact that we've decided quickly gives us time to cope with the consequences, so there is no harm done in the end.

Answer: C
Difficulty: 2
Page(s) in Text: 57
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: FACTUAL

112. In trying to decide which of two classmates is smarter, you use the rule, "the faster people talk, the smarter they are," so you choose the classmate who talks faster. You have applied a _____ to decide who is smarter.
- systematic judgment
 - self-fulfilling prophecy
 - cultural truism
 - judgmental heuristic

Answer: D
Difficulty: 2
Page(s) in Text: 57
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: APPLICATION

113. The shortcuts that people use to make judgments and decisions quickly and efficiently are called
- cultural truisms.
 - judgmental heuristics.
 - rationalizations.
 - structural equations.

Answer: B
Difficulty: 1
Page(s) in Text: 57
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: FACTUAL

114. Instead of considering every single brand and variety of pasta sauce at the grocery store, most people make quick decisions about which one to purchase. This is an example of how people use
- self-fulfilling prophecies.
 - judgmental heuristics.
 - controlled processes.
 - priming.

Answer: B
Difficulty: 2
Page(s) in Text: 57
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: APPLICATION

115. The availability heuristic is associated with which of the following characteristics of schemas?
- elaboration
 - differentiation
 - accessibility

d. clarity

Answer: C

Difficulty: 2

Page(s) in Text: 58

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

116. Reasoning based on the ease with which we can bring something to mind involves the use of the _____ heuristic.

- a. availability
- b. representativeness
- c. counterfactual
- d. confirmatory

Answer: A

Difficulty: 1

Page(s) in Text: 58

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

117. The availability heuristic is based on the principle of using _____ as a cue to probability.

- a. accessibility
- b. similarity
- c. assimilation
- d. contrast

Answer: A

Difficulty: 1

Page(s) in Text: 58

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

118. Your roommate is interested in dating Chris, whom you know from a history class. Your roommate asks if you think Chris is generally a considerate person. You remember how Chris lent you notes when you missed class last week, and tell your roommate you think Chris is very considerate. In making your judgment, you have relied upon the _____ heuristic.

- a. representativeness
- b. base rate
- c. availability
- d. counterfactual thinking

Answer: C

Difficulty: 2

Page(s) in Text: 58

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

119. Why does the availability heuristic sometimes lead to incorrect inferences?

- a. What is easily brought to mind may not be typical of the big picture.
- b. People wrongly assume that correlation implies causation.
- c. What looks like the typical case may not be representative of the typical case.
- d. People are far better at making inferences about themselves than about others.

Answer: A

Difficulty: 2

Page(s) in Text: 58

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

120. What is easily brought to mind may not be typical of the big picture. This is the problem with the

- a. representativeness heuristic
- b. availability heuristic

- c. counterfactual thinking
- d. holistic thinking

Answer: A

Difficulty: 2

Page(s) in Text: 58

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

121. Recall the words of Dr. Robert Marion, who was the first physician to correctly diagnose a nine-year-old girl with a rare disease: “Doctors are just like everyone else. We go to the movies, watch TV, read newspapers and novels. If we happen to see a patient who has symptoms of a rare disease that was featured on the previous night’s ‘Movie of the Week,’ we’re more likely to consider that condition when making a diagnosis.” In essence, Dr. Marion is describing the _____ heuristic.
- a. representativeness
 - b. availability
 - c. primacy
 - d. counterfactual

Answer: B

Difficulty: 2

Page(s) in Text: 58

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

122. The _____ heuristic refers to the mental shortcut whereby people classify a person or thing based on how similar it appears to be to the typical case.
- a. base-rate
 - b. availability
 - c. anchoring and adjustment
 - d. representativeness

Answer: D

Difficulty: 1

Page(s) in Text: 59

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

123. Researchers asked some participants to think of six times they had behaved assertively and asked other participants to think of twelve times they had behaved assertively, and then asked all participants to rate how assertive they thought they really were. Participants who tried to generate six examples of assertive behaviors rated themselves as more assertive than did participants who tried to generate twelve examples. The point that this study illustrates is that
- a. more assertive people will be able to generate more examples of their past assertive behavior.
 - b. generating examples of assertiveness creates a self-fulfilling prophecy.
 - c. people use the availability heuristic to make judgments about themselves as well as about other people.
 - d. people with well-elaborated schemas for assertiveness will be able to generate more examples of assertive behaviors.

Answer: C

Difficulty: 2

Page(s) in Text: 59

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

124. Researchers asked some participants to think of six times they had behaved assertively and asked other participants to think of twelve times they had behaved assertively, and then asked all participants to rate how assertive they thought they really were. Participants who tried to generate six examples of assertive behaviors rated themselves as more assertive than did participants who tried to generate twelve examples. Why? Schwarz suggests that participants
- a. who could generate twelve examples were really more assertive, or else they couldn’t come up with the examples.
 - b. asked to think of twelve examples didn’t have time to complete the experimental task.
 - c. asked to generate six examples could do so more easily than participants who were asked to generate twelve.
 - d. who were asked to generate six examples were more likely to use the representativeness heuristic.

Answer: C

Difficulty: 2

Page(s) in Text: 59

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

125. You really want your date to like you and agree to go out again. At the end of the night, it is best to ask him/her for
- one example of what was special about the night.
 - five examples of what was special about the night.
 - ten examples of what was special about the night.
 - fifteen examples of what was special about the night.

Answer: A

Difficulty: 2

Page(s) in Text: 59

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

126. Your roommate questions how charitable you really are. She says to you, "Give me just one example of the last time you gave money to a homeless person." Odds are that her challenge will convince you that you really are a generous person. Based on research by Schwarz and his colleagues (1991), why is that?
- It's easy to bring to mind one example that supports your self-schema.
 - Your roommate's challenge makes you feel defensive and threatens your self-esteem.
 - Homeless people are representative of people who need our help.
 - It's easier to think of "actuals" than counterfactuals.

Answer: A

Difficulty: 3

Page(s) in Text: 59

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

127. A teenager wants to borrow the family car to go to an out-of-town concert. Her parents resist the idea. Based on the results of the research study on the effects of generating different numbers of examples of behavior described in your text, the teenager in question is most likely to view her parents as stubborn and unreasonable when they say to her,
- "Give us five reasons why you should be allowed to borrow the car."
 - "Tell us again what you would do if the car broke down."
 - "How many other friends are going with you?"
 - "Give us one reason why we shouldn't worry ourselves to death."

Answer: D

Difficulty: 3

Page(s) in Text: 59

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

128. What is the take-home message from the research regarding the effects of generating different numbers of examples of behavior?
- The more examples you have to think of, the less the behavior describes you.
 - The fewer examples you have to think of, the less the behavior describes you.
 - The more examples you have to think of, the more the behavior describes you.
 - The number of examples does not affect how much the behavior describes you.

Answer: A

Difficulty: 3

Page(s) in Text: 59

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

129. Jacob's friend, Tom asks him, "Do you think I'm short-tempered?" Jacob had never really thought about how short-tempered or calm Tom was until he had asked. Nonetheless, Jacob was able to provide him a quick answer. What social cognitive process was most likely involved in this judgment?

- a. self-fulfilling prophecy
- b. controlled thinking
- c. base rate heuristic
- d. availability heuristic

Answer: D

Difficulty: 3

Page(s) in Text: 59

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

130. Blair's co-worker, Susan, asks her, "Am I a good employee?" Blair hadn't really thought about it before, but using the availability heuristic, which of the following thought processes is she most likely to have?

- a. Blair recalls the last few times she's seen Susan do a good job, and tells her yes.
- b. Blair makes a list of every behavior Susan has done in the organization before answering.
- c. Blair uses the oldest information she can recall about Susan's performance.
- d. Blair makes a snap judgment based on what she thinks Susan wants to hear.

Answer: A

Difficulty: 2

Page(s) in Text: 59

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

131. When people use the availability heuristic to make quick judgments, they are likely to do all of the following except

- a. use it to make judgments about other people.
- b. use it to make judgments about themselves.
- c. base the decision on lots of information about a person.
- d. bring easy examples to mind.

Answer: C

Difficulty: 2

Page(s) in Text: 59

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

132. The authors of your text report that a college professor asked students to list either two or ten ways to improve the course. Because students used the availability heuristic, which group of students gave the professor the highest course ratings overall?

- a. They were actually the same.
- b. the students who were asked to list ten improvements
- c. the students who were asked to list two improvements
- d. the students who skipped listing any improvements

Answer: B

Difficulty: 3

Page(s) in Text: 63-65

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

133. If your professor asks you to list ten ways to improve the course and you cannot do it, how will that affect your course ratings overall?

- a. You will feel the same as if you weren't asked to list any improvements..
- b. You will feel negatively about the course.
- c. You will feel positively about the course.
- d. You will feel neutrally about the course.

Answer: C

Difficulty: 3

Page(s) in Text: 59

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

134. Consider information from the authors of your text about the availability heuristic. If you wanted to improve customer satisfaction survey ratings for your company, which of the following would you ask customers in terms of their suggestions for improvement?
- Don't ask them for any criticisms or suggestions for improvement.
 - Ask them to list their biggest criticism/suggestion.
 - Ask them to list as many as they can.
 - Ask them to list ten criticisms/suggestions.

Answer: D

Difficulty: 3

Page(s) in Text: 59

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

135. When people classify a stimulus based on how similar it appears to be to the typical case, they are using the _____ heuristic.
- availability
 - exemplar
 - correspondence
 - representativeness

Answer: D

Difficulty: 1

Page(s) in Text: 59

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

136. When Becky meets her new roommate, she sees that she has her hair dyed blue and has decorated her side of the room with lots of handmade ceramic pots and paintings. She then assumes that her roommate has multiple piercings and listens to punk rock. She has used the _____ heuristic in making this assumption.
- base rate
 - availability
 - representativeness
 - anchoring and adjustment

Answer: C

Difficulty: 2

Page(s) in Text: 59

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

137. You wrongly assume that because of Linda's short hair, unshaved legs, and liberal views she is a political activist. Your (incorrect) assumption was based on the
- representativeness heuristic.
 - availability heuristic.
 - anchoring and adjustment heuristic.
 - self-fulfilling prophecy.

Answer: A

Difficulty: 3

Page(s) in Text: 59

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

138. "If it walks like a duck, and quacks like a duck, it must be a duck," the adage goes. This expression best captures the essence of the
- fundamental attribution error.

- b. representativeness heuristic.
- c. availability heuristic.
- d. correspondence heuristic.

Answer: B

Difficulty: 3

Page(s) in Text: 59

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

139. Which example best describes the representativeness heuristic?
- a. "To decide if someone is a lawyer, I compare that person's characteristics to the characteristics of the typical lawyer."
 - b. "To decide if someone is dishonest, I try to recall instances of that person's dishonest behavior."
 - c. "To decide if someone is an environmentalist, I consider the proportion of environmentalists in the population."
 - d. "To decide if someone is conscientious, I consider how easy it is to imagine them acting in a non-conscientious manner."

Answer: A

Difficulty: 2

Page(s) in Text: 59

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

140. When people use information about the relative frequency of members of different categories in the population to make judgments (e.g., percentage of students who are psychology majors), they are using
- a. the representativeness heuristic.
 - b. the availability heuristic.
 - c. census data.
 - d. base rate information.

Answer: D

Difficulty: 2

Page(s) in Text: 60

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

141. Julie sees an Asian couple at the New York City Zoo. According to _____, she may assume they are foreigners touring the area, but according to _____, she should assume that given the low tourism rate in her town, they are actually local residents.
- a. base rate information; availability heuristic
 - b. representativeness heuristic; base rate information
 - c. availability heuristic; base rate information
 - d. representativeness heuristic; availability heuristic

Answer: B

Difficulty: 3

Page(s) in Text: 60

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

142. Research by Kahneman and Tversky (1973) presented by the authors of your text found that people do not use base rate information sufficiently, and pay more attention to
- a. how well the information they have about a person represents a certain category.
 - b. the extent to which people seem to resemble someone familiar.
 - c. actual statistical data about base rates.
 - d. physical characteristics and categories.

Answer: A

Difficulty: 2

Page(s) in Text: 60

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

143. Although there are only a few runners on your college track team, you see a woman on campus who has the physique of a runner. You decide that she's a member of the track team. Your conclusion is based on
- the representativeness heuristic.
 - the availability heuristic.
 - base rate information.
 - biased sampling.
- Answer: A*
Difficulty: 2
Page(s) in Text: 60
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: APPLICATION
144. Physicians often say "When you hear hoofbeats behind you, think horses, not zebras." In terms of this chapter, this idea most closely resembles
- base rate information
 - social cognition
 - chronic accessibility
 - self-fulfilling prophecy
- Answer: A*
Difficulty: 3
Page(s) in Text: 60
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: CONCEPTUAL
145. Nutz and Boltz, Inc. employs 100 people; 80 are lawyers and 20 are engineers. Albert, a lawyer at the company, is quiet, likes puzzles, and carries a calculator. Most people, when asked whether Albert is a lawyer or an engineer, will guess that he is an engineer. These people are using _____ to make this faulty guess. A correct guess would have been made if they had used _____.
- the representativeness heuristic; base rate information
 - base rate information; the representativeness heuristic
 - the representativeness heuristic; the availability heuristic
 - base rate information; anchoring and adjustment
- Answer: A*
Difficulty: 3
Page(s) in Text: 60
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: APPLICATION
146. When asked to guess whether Mark is from Montana or California, you guess California because more people live in California. You have used _____ in making your decision.
- the representativeness heuristic
 - base rate information
 - the availability heuristic
 - counterfactual thinking
- Answer: B*
Difficulty: 3
Page(s) in Text: 60
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: APPLICATION
147. If accurate judgments are our goal, we should use base rate information instead of the representativeness heuristic when
- we lack specific information about the person.
 - base rates are high in the sample.
 - base rates are low in the sample.
 - the decision is a complicated one.

Answer: A
Difficulty: 2
Page(s) in Text: 60
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: CONCEPTUAL

148. You are taking a university course with a combined graduate and undergraduate enrollment. You know that there are many more undergraduate than graduate students enrolled in this course. There is a woman who looks to be about thirty sitting next to you. If you use only the base rate to guess her student status, you would guess that she is a(n) _____ student because _____.
- graduate; she's older
 - undergraduate; you have a bias to expect undergraduates in your courses
 - graduate; she fits your schema for graduate students
 - undergraduate; there are more of them enrolled in the class

Answer: D
Difficulty: 3
Page(s) in Text: 60
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: APPLICATION

149. With regard to the use of base rate information, the evidence suggests that people
- totally disregard base rate information and rely only on the similarity of information to a category.
 - are very astute at using base rate information.
 - focus too much on individual characteristics and insufficiently on base rates.
 - focus equally on individual characteristics and base rate information.

Answer: C
Difficulty: 2
Page(s) in Text: 60
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: CONCEPTUAL

150. How reasonable is it for someone to rely on the representativeness heuristic to make a quick judgment?
- Not reasonable at all—it is usually misleading.
 - Often perfectly reasonable when there is no other information available.
 - Reasonable when there is base rate information to refer to.
 - Somewhat reasonable, but only if you put considerable thought into it first.

Answer: B
Difficulty: 3
Page(s) in Text: 60
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: CONCEPTUAL

151. When there is no other information available, it is _____ reasonable to rely on the representativeness heuristic to make a quick judgment.
- not
 - perfectly
 - somewhat
 - never

Answer: B
Difficulty: 3
Page(s) in Text: 60
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: CONCEPTUAL

152. The “Barnum effect,” in which vague statements about one’s future or personality may be seen as accurate and valid, occurs because of the

- a. self-fulfilling prophecies it creates.
- b. representativeness heuristic.
- c. base rate information it relies on.
- d. principle of the “sucker effect.”

Answer: B

Difficulty: 3

Page(s) in Text: 61

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

153. Isabella goes to a fortune teller who tells her, “You are the type of person who is very outgoing and sociable, yet at times you enjoy being alone.” Isabella thinks this captures her personality amazingly well, because she finds many instances in her memories of such behaviors. Isabella has just fallen prey to the
- a. base rate heuristic.
 - b. priming effect.
 - c. Barnum effect.
 - d. self-fulfilling prophecy.

Answer: C

Difficulty: 2

Page(s) in Text: 61

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

154. The cocktail party effect refers to
- a. one’s inability to use controlled processes while inebriated.
 - b. the difficulties people have in making accurate judgments during a hangover.
 - c. the change in which heuristics people rely on when they are under the influence of alcohol.
 - d. the automatic shift in attention when you hear your name, but were already engaged in a conversation.

Answer: D

Difficulty: 1

Page(s) in Text: 62

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

155. Ava is at a party, deep in conversation with her friends. Suddenly, she hears her name mentioned in another conversation and her attention turns to monitor that conversation. Clearly, Ava had been unconsciously monitoring the other conversations. Such experiences demonstrate the
- a. representativeness heuristic.
 - b. effects of priming.
 - c. cocktail party effect.
 - d. availability heuristic.

Answer: C

Difficulty: 1

Page(s) in Text: 62

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

156. If you were hoping that other research participants would leave you money, according to research by Shariff and Norenzayan (2007), you would hope they were primed with
- a. images of angels.
 - b. words related to God or fairness to others.
 - c. subliminal images of religious symbols.
 - d. words such as “mother” and “kind.”

Answer: B

Difficulty: 2

Page(s) in Text: 62

Topic: On Automatic Pilot: Low-Effort Thinking
Skill: CONCEPTUAL

157. In the study by Shariff and Norenzayan (2007) presented in your text, when participants were primed with words related to God or fairness to others, they behaved
- more selflessly.
 - more selfishly.
 - selflessly, but only if they themselves were religious.
 - unpredictably, because the researchers used an ineffective prime.

Answer: A

Difficulty: 2

Page(s) in Text: 62

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

158. Based on the study by Shariff and Norenzayan (2007) presented in your text, if you pass by several churches, then a block or so later a homeless person asks you for change, how are you likely to behave?
- You would probably take the person to the churches you passed to get help.
 - You would be very unlikely to give the person money.
 - You would be more likely to give the person money.
 - Passing by churches would not prime you to give more money, but passing by banks might.

Answer: C

Difficulty: 2

Page(s) in Text: 62

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

159. Considering the results of the study by Shariff and Norenzayan (2007) presented in your text, why is it that when people were primed with words related to God or fairness to others, they left more money for the next person?
- Goals of altruism were activated without the participants' awareness.
 - Participants believed their sense of fairness was being evaluated.
 - Participants were told that the next participant would know how much money they left and their name.
 - Goals of generosity versus frugality were made salient.

Answer: A

Difficulty: 2

Page(s) in Text: 62

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

160. The study by Shariff and Norenzayan (2007) presented in your text showed that under some conditions, participants would be more likely to leave more money for a stranger. What is the larger contribution to understanding social cognition that this study makes?
- Priming is an inconsistent, ineffective way to change behavior.
 - Goals can be activated and influence peoples' behavior without their knowledge.
 - People's behavior is affected more strongly when they are primed consciously.
 - People become more charitable when they believe their names will be associated with their donations.

Answer: B

Difficulty: 2

Page(s) in Text: 62

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

161. In the study by Shariff and Norenzayan (2007) presented in your text, what made people behave more altruistically, actually leaving more money for a stranger? They were
- primed with words related to money.
 - primed with images of wealth.

- c. told the next participant would know their names.
- d. primed with words related to God.

Answer: D

Difficulty: 2

Page(s) in Text: 62

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

162. Eva runs an unscrupulous organization that attempts to scam money from people while posing as a charity. Based on the research by Shariff and Norenzayan (2007), the best strategy for doing this involves

- a. mentioning fairness several times in the brochures
- b. putting happy pictures on the brochures
- c. telling potential donors they are “stars”
- d. mentioning potential donors’ names several times

Answer: A

Difficulty: 2

Page(s) in Text: 62

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

163. Adele is from France, where rabbits are eaten regularly. She can tell you the most tender part of the rabbit, how long to cook one, and how big a rabbit you would need to feed five people. Marsha is from the United States, where rabbits are pets, and bring colored eggs to children in the spring. She hasn’t a clue about how to cook one, even if she wanted to. This example best illustrates

- a. the On Automatic Pilot: Low-Effort Thinking.
- b. the universality of schemas.
- c. that rabbits are ambiguous stimuli.
- d. personality differences in the contents of schemas.

Answer: A

Difficulty: 2

Page(s) in Text: 63

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

164. Culture can influence our schemas by influencing

- a. the amount of cognitive activity required to engage socially.
- b. our ability to creatively interpret the world.
- c. what we notice and remember.
- d. how long we attend to important information.

Answer: C

Difficulty: 3

Page(s) in Text: 63

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

165. Zuzanna had a hard time remembering the names of streets when she traveled because they were in a different language. In addition, the buildings did not look like what she was used to, so she got lost several times. These problems emphasize the role of schemas in

- a. influencing what we notice and remember
- b. influencing how we feel about people
- c. determining what is accessible
- d. determining how much cognitive activity we need to use

Answer: C

Difficulty: 3

Page(s) in Text: 63

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

166. Iain is from Australia, where people drive on the left-hand side of the road. When he moved to the United States, his accident rate was higher than any of his friends'. Why might this be?
- They don't have drivers' education courses in Australia.
 - Iain had no schema for driving behaviors.
 - There is no speed limit in Australia.
 - Driving schemas differ between the United States and Australia.

Answer: D

Difficulty: 2

Page(s) in Text: 63

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

167. Why do schemas differ from culture to culture?
- Cultures differ in terms of what is important and relevant to the people who live there.
 - In some cultures, a good memory is more important than in other cultures.
 - Life is simpler in nonindustrialized cultures, making schemas less important.
 - Survival is more difficult in nomadic cultures, making schemas more important.

Answer: A

Difficulty: 2

Page(s) in Text: 63

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

168. You've rented the movie *Sophie's Choice*. There is a scene in which Sophie, a recent immigrant from Poland, is both surprised and amused that Americans have so many words for the concept "fast." She reports that in Polish, there is only one word. You've just read Chapter 3 (Social Cognition), and a friend asks you why the cultures differ in that regard. What would you say?
- English has borrowed more words from foreign languages than has Polish.
 - Polish has different roots than does English.
 - Poles don't have well-developed schemas for the concept "fast."
 - Americans are generally better educated than Poles.

Answer: C

Difficulty: 3

Page(s) in Text: 63

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

169. When a researcher interviewed both a Scotsman and a Bantu herdsman about the particulars of a cattle transaction, the Scot _____, whereas the Bantu herdsman _____.
- consulted his notes; recalled details from memory
 - guessed; said that he couldn't remember
 - remembered the faces of the traders; remembered the color of the cattle
 - erroneously recalled that sheep were traded; accurately recalled that oxen and cattle were traded

Answer: A

Difficulty: 2

Page(s) in Text: 63

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

170. In a 1932 study, a Bantu herdsman readily recalled the details of a cattle transaction, but the Scotsman had to look up his written record of the event. According to your text, what can best explain this difference in memory ability?
- Bantu culture emphasizes cattle herding so strongly that herdsmen have well-developed schemas.
 - Scots have a written language, and do not rely on memory any more.
 - Bantu people have a genetic mutation that gives most of them a photographic memory.

d. Scottish culture discourages cattle herding, thus herders have little opportunity to create schemas.

Answer: A

Difficulty: 3

Page(s) in Text: 63

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

171. If all humans have access to the same cognitive tools, what is the role of culture?

a. It determines which tools you use most.

b. It determines how typical people are.

c. It helps one make quick decisions.

d. It help make accurate decisions.

Answer: A

Difficulty: 3

Page(s) in Text: 63

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

172. Based on information from your text about cultural differences in thinking, complete the analogy: Western: _____::

Eastern: _____.

a. holistic; context

b. context; details

c. analytic; holistic

d. properties; analytic

Answer: C

Difficulty: 2

Page(s) in Text: 64

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

173. Several studies conducted by Nisbett and his colleagues involved showing participants two similar pictures and asking them to find the differences between them. Nisbett and colleagues found a(n) _____ difference in how participants described the differences.

a. gender

b. cultural

c. age

d. socio-economic status

Answer: B

Difficulty: 1

Page(s) in Text: 63-64

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

174. Several studies conducted by Nisbett and his colleagues suggest that people who grow up in East Asian cultures think more _____ than people who grew up in Western cultures.

a. intelligently

b. creatively

c. analytically

d. holistically

Answer: D

Difficulty: 2

Page(s) in Text: 64

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

175. Several studies conducted by Nisbett and his colleagues involved showing participants two similar pictures and asking them to find the differences between them. Nisbett and colleagues found that East Asian participants were more likely to focus on details such as
- airplanes.
 - number of windows in the airplane.
 - number of helicopters.
 - shape of the control tower.
- Answer: D*
Difficulty: 3
Page(s) in Text: 63-64
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: FACTUAL
176. Nisbett (2003) suggested that the difference in ways of thinking came from differences in East and West philosophical traditions. With that in mind, how would you expect your new roommate, who is from Korea, to think?
- holistically
 - analytically
 - representatively
 - controlled and slowly
- Answer: A*
Difficulty: 3
Page(s) in Text: 64
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: CONCEPTUAL
177. Researchers Miyamoto, Nisbett, and Masuda compared photographs of city scenes in the U.S. and Japan. They found that on average, city scenes in Japan contained more
- businesses and advertisements.
 - people and residences.
 - objects and information.
 - buildings and concrete.
- Answer: C*
Difficulty: 3
Page(s) in Text: 64
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: FACTUAL
178. Researchers Miyamoto, Nisbett, and Masuda compared photographs of city scenes in the U.S. and Japan. They found that on average, city scenes in the U.S.
- had more advertisements.
 - were not as busy.
 - contained more social imagery.
 - were less colorful.
- Answer: B*
Difficulty: 2
Page(s) in Text: 64
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: FACTUAL
179. When people tend to focus on the properties of objects without consideration of the context, this is described as a(n) _____ thinking style.
- analytic
 - holistic
 - automatic
 - heuristic
- Answer: A*

Difficulty: 2
Page(s) in Text: 64
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: FACTUAL

180. Which of the following does not belong?

- a. overall context
- b. relations between objects
- c. holistic thinking
- d. analytic thinking.

Answer: D

Difficulty: 3

Page(s) in Text: 64

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

181. According to the authors of your text, people raised in which of the following countries would be most likely to have a holistic thinking style?

- a. United States
- b. Italy
- c. Great Britain
- d. China

Answer: D

Difficulty: 2

Page(s) in Text: 64

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

182. Several studies conducted by Nisbett and his colleagues involved showing participants two similar pictures and asking them to find the differences between them. Nisbett and colleagues found that East Asian participants were more likely to focus on _____, and Western participants focused more on _____.

- a. context and how objects relate to each other; properties of objects and foreground
- b. properties of objects and foreground; context and how objects relate to each other
- c. context and how objects relate to each other; details such as size of the control tower
- d. properties of objects and foreground; details such as number of windows in the airplane

Answer: A

Difficulty: 3

Page(s) in Text: 64

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

183. Several studies conducted by Nisbett and his colleagues involved showing participants two similar pictures and asking them to find the differences between them. Nisbett and colleagues found that Western participants had a more _____ thinking style, and East participants had a more _____ thinking style.

- a. analytic; logical
- b. Christian; Buddhist
- c. analytic; holistic
- d. holistic; contextual

Answer: C

Difficulty: 2

Page(s) in Text: 64

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

184. Complete the analogy: analytic thinking style: _____ :: holistic thinking style: _____.

- a. United States; Korea

- b. Great Britain; Italy
- c. Japan; China
- d. Spain; Portugal

Answer: A

Difficulty: 2

Page(s) in Text: 64

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

185. Nao was raised in Japan, and is walking through Times Square in New York City. Based on results from Nisbett's studies on cultural differences in thinking styles, which of the following would Nao be most likely to notice relative to people raised in the U.S.?

- a. the number of people
- b. the advertisements
- c. the number of homeless people
- d. how the buildings are arranged relative to each other

Answer: D

Difficulty: 3

Page(s) in Text: 64

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

186. If both Chinese and Americans are comparing two pieces of art, the Americans are most likely to notice

- a. differences in the foreground.
- b. the color schemes.
- c. differences in how objects are oriented.
- d. differences in brushstrokes.

Answer: A

Difficulty: 2

Page(s) in Text: 64

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

187. More recent research suggests that cultural differences in thinking styles may stem from

- a. physiological differences across races.
- b. differences in the environments across cultures.
- c. political differences across nations.
- d. religious differences between countries.

Answer: B

Difficulty: 2

Page(s) in Text: 64

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

188. An environment that promotes getting along well with others, being connected to one another, and seeing the larger context of social situations is most likely to promote _____ thinking.

- a. holistic
- b. analytic
- c. representativeness
- d. counterfactual

Answer: A

Difficulty: 2

Page(s) in Text: 64

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

189. Miyamoto and colleagues conducted a study in which participants viewed either photos of U.S. city scenes or Japanese city scenes, then were asked to detect differences between two similar pictures. They found that participants who viewed Japanese city scenes were more likely to detect changes in
- color.
 - main objects.
 - number of objects.
 - background.

Answer: D

Difficulty: 2

Page(s) in Text: 64

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

190. Miyamoto and colleagues conducted a study in which participants viewed either photos of U.S. city scenes or Japanese city scenes, then were asked to detect differences between two similar pictures. The researchers found evidence that viewing Japanese city scenes
- primed a holistic thinking style.
 - was an ineffective way of priming thinking style.
 - primed an analytic thinking style.
 - only primed holistic thinking in people with beliefs in Eastern philosophies.

Answer: A

Difficulty: 3

Page(s) in Text: 64

Topic: On Automatic Pilot: Low-Effort Thinking Style

Skill: FACTUAL

191. Consider the results from a study by Miyamoto and colleagues in which participants viewed either photos of U.S. city scenes or Japanese city scenes, then were asked to detect differences between two similar pictures. Based on their findings, if an American was touring in Tokyo, Japan, which of the following aspects of a picture would she be most likely to pick up on?
- foreground
 - objects
 - background
 - contrasting colors

Answer: C

Difficulty: 3

Page(s) in Text: 64

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

192. Aoi is from Japan. If you want her to think analytically, what will you have to do?
- prime analytical thinking with pictures or a story
 - prime holistic thinking with pictures or a story
 - it doesn't matter what you do, she cannot think analytically because of her culture
 - tell her you want her to think analytically

Answer: A

Difficulty: 2

Page(s) in Text: 64

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: APPLICATION

193. All of the following describe controlled thinking except
- conscious.
 - effortless.
 - considers only one thing at a time.
 - requires mental energy.

Answer: B

Difficulty: 2
Page(s) in Text: 65
Topic: Controlled Social Cognition: High-Effort Thinking
Skill: FACTUAL

194. The most important take-home message about controlled thinking is that it
- provides a check on automatic thinking.
 - replaces automatic thinking.
 - increases the efficiency of thinking.
 - precedes automatic thinking.

Answer: A
Difficulty: 2
Page(s) in Text: 65
Topic: Controlled Social Cognition: High-Effort Thinking
Skill: CONCEPTUAL

195. Automatic thinking is _____ while controlled thinking is _____.
- effortful; effortless
 - nonconscious; unconscious
 - involuntary; voluntary
 - accurate; inaccurate

Answer: C
Difficulty: 2
Page(s) in Text: 65
Topic: Controlled Social Cognition: High-Effort Thinking
Skill: CONCEPTUAL

196. To use controlled thinking, we need all of the following except
- superior intelligence.
 - motivation.
 - time.
 - mental capacity.

Answer: A
Difficulty: 2
Page(s) in Text: 65
Topic: Controlled Social Cognition: High-Effort Thinking
Skill: CONCEPTUAL

197. Which of the following decisions would you be least likely to make via automatic thinking? A decision about what
- brand of shampoo to buy.
 - to wear to class today.
 - major to pursue.
 - to order for dinner.

Answer: C
Difficulty: 2
Page(s) in Text: 65
Topic: Controlled Social Cognition: High-Effort Thinking
Skill: APPLICATION

198. Which of the following decisions would you be most likely to make via automatic thinking? A decision about
- whether to pursue treatment of cancer using radiation or chemotherapy.
 - which graduate program to attend.
 - which apartment to rent.
 - which person to talk to at a cocktail party.

Answer: D
Difficulty: 2

Page(s) in Text: 65

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: APPLICATION

199. When Ashley first starts typing, she uses the “hunt and peck” method and finds typing very effortful. Now, after taking a typing class, she feels like her papers practically type themselves once she figures out what she wants to say. This change in her typing reflects a shift from
- automatic to controlled thinking.
 - controlled to automatic thinking.
 - emotional to cognitive thinking.
 - cognitive to emotional thinking.

Answer: B

Difficulty: 2

Page(s) in Text: 65

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: APPLICATION

200. What is the major advantage of processing information automatically?
- We can use our cognitive resources for other, more important matters.
 - Automatic processing yields more accurate judgments than does controlled processing.
 - It is easier to learn how to process information automatically.
 - Automatic processing is more easily modified than controlled processing.

Answer: A

Difficulty: 2

Page(s) in Text: 65

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: APPLICATION

201. Which of the following is not true about the difference between automatic and controlled thinking? Automatic thinking tends to be _____, whereas controlled thinking tends to be _____.
- nonconscious; conscious
 - unintentional; intentional
 - involuntary; voluntary
 - inaccurate; accurate

Answer: D

Difficulty: 3

Page(s) in Text: 65

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: CONCEPTUAL

202. Which of the following statements is false?
- People make reasoning errors only when they are in the automatic processing mode.
 - People tend to switch from automatic to controlled thinking when they are highly motivated.
 - People tend to switch from controlled to automatic thinking when they are tired or distracted.
 - Both automatic and controlled processing are adaptive and useful.

Answer: A

Difficulty: 3

Page(s) in Text: 65

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: CONCEPTUAL

203. Which of the following statements is true?
- Some people are controlled processors while others are automatic processors.
 - People generally use controlled processing unless a domain is familiar enough that they can use automatic processing.
 - A basic assumption of psychology that it is impossible to ever gain control over automatic processes.
 - Both automatic and controlled processing can lead to consequential errors.

Answer: D

Difficulty: 3

Page(s) in Text: 65

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: CONCEPTUAL

204. Wegner (2002, 2004) compared the illusion of free will to which of the following?

- a. the “correlation does not equal causation” problem
- b. the representativeness heuristic
- c. the self-fulfilling prophecy
- d. the interjudge reliability effect

Answer: A

Difficulty: 3

Page(s) in Text: 65

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: FACTUAL

205. At the grocery store, mothers often keep children busy by letting them “drive” the cart. Little do the children realize that the steering wheel they are playing with does not control anything. This example demonstrates our sometimes misplaced sense of control over

- a. free will and our own behavior.
- b. self-esteem and our own feelings.
- c. schemas and their contents.
- d. heuristics and their processes.

Answer: A

Difficulty: 3

Page(s) in Text: 65-66

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: APPLICATION

206. In a study on facilitated communication, headphones were used to ask the communication-impaired person one question and the facilitator a different question (unbeknownst to the two parties). Then the answers provided by the communication-impaired person with the help of the facilitator were examined. Findings indicated that the technique was

- a. successful; the facilitators conveyed the answers of their partners and ignored the questions they themselves were asked.
- b. a fraud; the facilitators were deliberately faking their answers.
- c. ineffective; the facilitators answered the question they were asked but believed they were answering the question asked of the others.
- d. ineffective; there were technical problems with the keyboard.

Answer: C

Difficulty: 3

Page(s) in Text: 66

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: FACTUAL

207. The textbook discusses facilitated communication, a technique that has been touted as allowing communication-impaired people to express themselves via a keyboard operated with the help of a facilitator. In fact, the technique

- a. has been scientifically validated and is cited as an example of the successful application of ideas about automatic processing.
- b. is controversial, with evidence both for and against its effectiveness, and is cited as an example of the limits of the scientific method.
- c. was discredited since scientific evidence indicated that in fact, the facilitators unknowingly communicated their own responses rather than those of the other.
- d. has been superseded by a more powerful technique and is used as an example of the pace of scientific progress.

Answer: C

Difficulty: 3

Page(s) in Text: 66

Topic: Controlled Social Cognition: High-Effort Thinking
Skill: FACTUAL

208. Researchers had college students read statements about the existence of or absence of free will. This served as the _____ variable for their experiment.
- dependent
 - independent
 - extraneous
 - observational

Answer: A

Difficulty: 3

Page(s) in Text: 66-67

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: CONCEPTUAL

209. In short, counterfactual thinking can be described as
- mentally reconstructing the past.
 - putting a positive spin on things to enhance self-esteem.
 - thinking about how things couldn't have turned out differently.
 - one of the most rational responses to an undesirable outcome.

Answer: A

Difficulty: 2

Page(s) in Text: 67-68

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: FACTUAL

210. You stayed up all night cramming for this examination and didn't do as well as you had hoped. "If only I had started studying sooner and gotten a good night's rest, I'd have done much better," you think to yourself. You have just engaged in
- self-justification.
 - counterfactual thinking.
 - wish fulfillment.
 - unrealistic fantasy.

Answer: B

Difficulty: 2

Page(s) in Text: 67-68

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: APPLICATION

211. When Jana was chiding herself for losing her favorite necklace and reciting a list of all the things she could have done to prevent the loss, her grandmother said, "Now, Jana. Don't cry over spilled milk." In essence, Jana's grandmother was advising her to
- use base rates rather than the representativeness heuristic.
 - avoid the self-fulfilling prophecy.
 - stop engaging in counterfactual thinking.
 - adjust her judgment farther away from the anchor.

Answer: C

Difficulty: 2

Page(s) in Text: 67-68

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: APPLICATION

212. People tend to have _____ emotional reactions the _____ it is to "mentally undo" an outcome.
- weaker; easier
 - weaker; harder
 - stronger; easier
 - stronger; harder

Answer: C
Difficulty: 2
Page(s) in Text: 68
Topic: Controlled Social Cognition: High-Effort Thinking
Skill: FACTUAL

213. Assume that the winning lottery ticket was purchased at the convenience store just around the corner from your house. According to research on counterfactual thinking, you would probably feel worse than if the winning ticket had been purchased all the way across the state, because
- you could easily remember what it was like to struggle to make every penny count.
 - it would be easy to imagine all the wonderful things you could do with the prize.
 - you could think back on a dozen opportunities that you had to buy the winning ticket, but didn't.
 - you would assume that the local winner is similar to you.

Answer: C
Difficulty: 3
Page(s) in Text: 68
Topic: Controlled Social Cognition: High-Effort Thinking
Skill: APPLICATION

214. Tom and Julius are both in line for a movie, but it sells out before either of them can get tickets. Tom is the last person in line, but Julius is directly behind the person who got the last ticket. Based on the idea of counterfactual reasoning, why will Julius be more upset than Tom?
- Julius wanted to see the movie more than Tom did.
 - Julius got there earlier than Tom did, so he felt he deserved to see the movie.
 - It was easier for Julius to imagine how he could have gotten a ticket.
 - Julius won't be more upset than Tom.

Answer: C
Difficulty: 3
Page(s) in Text: 68
Topic: Controlled Social Cognition: High-Effort Thinking
Skill: APPLICATION

215. You were supposed to make an important presentation at work, but you overslept, the bus was late, and you missed the meeting. If you are able to generate many ways in which to "undo" this terrible outcome, you will experience _____ emotional reaction.
- no
 - a mild
 - a strong
 - an unclear

Answer: C
Difficulty: 2
Page(s) in Text: 68
Topic: Controlled Social Cognition: High-Effort Thinking
Skill: APPLICATION

216. It is _____ to miss a bus by five minutes than to miss it by an hour because _____.
- less distressing; you don't have to wait as long for the next bus
 - more distressing; it's easier to imagine what you might have done to catch the bus
 - less distressing; it's easier to imagine what you might have done to catch the bus
 - more distressing; images of the people waiting for you are more available in memory

Answer: B
Difficulty: 3
Page(s) in Text: 68
Topic: Controlled Social Cognition: High-Effort Thinking
Skill: APPLICATION

217. Based on your reading of Chapter 3 (Social Cognition), who would you predict would be more frustrated: Katie, who missed an “A” by one point, or James, who missed an “A” by five points?
- Katie, because it’s easier for her to imagine getting one more test item right
 - James, because it’s harder for him to imagine an alternative outcome
 - Katie, because she and James studied together
 - James, because he and Katie studied together
- Answer: A*
Difficulty: 3
Page(s) in Text: 68
Topic: Controlled Social Cognition: High-Effort Thinking
Skill: APPLICATION
218. A mother who has tragically lost a daughter in a car accident spends her days rehearsing “if onlys.” “If only I had made her stay home that night”; “If only she had taken Route 78 instead of Route 22”; “If only I had offered to chauffeur her instead of letting her drive herself.” The mother is engaging in the process known as
- counterfactual thinking.
 - blaming the victim.
 - the availability heuristic.
 - the self-fulfilling prophecy.
- Answer: A*
Difficulty: 2
Page(s) in Text: 68
Topic: Controlled Social Cognition: High-Effort Thinking
Skill: APPLICATION
219. Recall that a group of researchers interviewed people who had suffered the loss of a spouse or child. They found that the more _____, the more distress the survivors reported.
- violent the cause of death
 - easily they could imagine how the death could have been prevented
 - vivid the survivors’ memories of the death
 - unpreventable the deaths were perceived to be
- Answer: B*
Difficulty: 2
Page(s) in Text: 68
Topic: Controlled Social Cognition: High-Effort Thinking
Skill: FACTUAL
220. Recall Medvec and her colleagues’ (1995) study of the emotions experienced by Olympic athletes who won bronze and silver medals. If silver medalists outperformed bronze medalists, why were they less happy?
- The gold medalists taunted the silver medalists more than they did the bronze medalists.
 - It was easier for silver medalists to imagine winning the gold medal.
 - Bronze medalists were grateful simply to have the opportunity to compete.
 - There is a positive correlation between talent and competitiveness.
- Answer: B*
Difficulty: 2
Page(s) in Text: 68
Topic: Controlled Social Cognition: High-Effort Thinking
Skill: CONCEPTUAL
221. Counterfactual reasoning is like controlled thinking in that it is _____, but it can be like automatic thinking in that it may be _____.
- conscious; effortless
 - effortful; involuntary
 - intentional; nonconscious
 - voluntary; instantaneous
- Answer: B*

Difficulty: 2

Page(s) in Text: 68

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: CONCEPTUAL

222. Counterfactual thinking can be either detrimental or beneficial to people's mental health. Counterfactual thinking can be detrimental because it _____ and beneficial if it _____.
- makes people ruminate over past events; leads to seeking social support
 - may prevent people from thinking about anything else; focuses people on ways they can cope better in the future
 - leads to thought suppression; fosters consideration of a better future
 - makes people more likely to use automatic processes; leads people to express their thoughts more

Answer: B

Difficulty: 2

Page(s) in Text: 68

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: CONCEPTUAL

223. In which ways is counterfactual thinking a controlled process? It is
- effortful, controllable, intentional, and conscious.
 - conscious and intentional.
 - effortful and conscious.
 - intentional and effortful.

Answer: C

Difficulty: 2

Page(s) in Text: 68

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: FACTUAL

224. Jason cannot stop thinking about the fact that because he turned in his term paper late, he missed getting an "A" in the class. He repetitively focuses on this negative part of the class; in other words, his counterfactual thinking has turned into
- thought suppression.
 - rumination.
 - heuristics.
 - controlled thinking.

Answer: B

Difficulty: 2

Page(s) in Text: 68

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: APPLICATION

225. After seeing the movie *Fargo*, Craig firmly believes that Minnesotans and North Dakotans are the goofiest people in the United States. You believe that Minnesotans and North Dakotans are no goofier than people any place else, and you would like to get Craig to change his judgment. To do this, you might
- ask him to consider the opposite point of view.
 - ask him to think more carefully about his judgment.
 - tell him to stop being irrational.
 - tell him that he needs a law school course.

Answer: A

Difficulty: 3

Page(s) in Text: 69

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: APPLICATION

226. The fact that people usually have too much confidence in the accuracy of their judgments is the definition of _____, according to the authors of your text.
- counterfactual thinking

- b. self-fulfilling prophecy
- c. controlled processing
- d. overconfidence barrier

Answer: D

Difficulty: 1

Page(s) in Text: 69

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: FACTUAL

227. When asked a question during Trivial Pursuit, Sylvia is certain that her answer is correct, even though her teammates disagree. Sylvia cannot be persuaded by her teammates to reconsider how accurate her response is. She is demonstrating the
- a. overconfidence barrier.
 - b. priming effect.
 - c. availability heuristic.
 - d. monitoring process.

Answer: A

Difficulty: 2

Page(s) in Text: 69

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: APPLICATION

228. Which of the following is one way to overcome social cognitive mistakes, as described by your textbook?
- a. Rely solely on automatic processes and hope for the best.
 - b. Rely solely on controlled processes and hope for the best.
 - c. Consider the possibility that we could be wrong.
 - d. Take advanced college courses in physics.

Answer: C

Difficulty: 2

Page(s) in Text: 69

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: CONCEPTUAL

229. According to research conducted by Nisbett and his colleagues (1987), how might you improve your social reasoning? Take a(n) _____ course.
- a. chemistry
 - b. statistics
 - c. economics
 - d. history

Answer: B

Difficulty: 2

Page(s) in Text: 70

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: FACTUAL

230. Nisbett and his colleagues conducted a study on graduate students in different disciplines to determine factors related to statistical reasoning. They found that _____ appeared to influence how accurately and logically they reasoned through everyday problems.
- a. training in statistics
 - b. overall intelligence
 - c. overall math ability
 - d. training in rhetorical arguments

Answer: A

Difficulty: 2

Page(s) in Text: 70

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: FACTUAL

231. Based on the study by Nisbett and his colleagues on statistical reasoning across four disciplines, which person would you count on to solve a statistical reasoning problem accurately?

- a. a physician
- b. a chemist
- c. a lawyer
- d. a psychologist

Answer: D

Difficulty: 2

Page(s) in Text: 70

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: APPLICATION

232. According to the authors of your text, how is it best to characterize humans as social thinkers?

- a. We are error prone, and it is a miracle we can survive on a daily basis.
- b. We are unbelievably accurate over 99.9 percent of the time with our judgments.
- c. As long as we rely only on controlled processes, we are amazingly accurate.
- d. We have amazing cognitive abilities, but there is room for improvement.

Answer: D

Difficulty: 3

Page(s) in Text: 70

Topic: Watson Revisited

Skill: CONCEPTUAL

233. According to the authors of your text, a good metaphor of human thinking is to consider people to be

- a. budding geniuses.
- b. overconfident apes.
- c. lucky fools.
- d. flawed scientists.

Answer: D

Difficulty: 2

Page(s) in Text: 70

Topic: Watson Revisited

Skill: FACTUAL

Essay

234. What is automatic thinking, and what are the two major types of automatic thinking that people use?

Answer: Automatic thinking is nonconscious, unintentional, involuntary, and relatively effortless. Two major forms of automatic thinking are schemas and heuristics. Schemas are mental structures that people use to organize their knowledge about the social world. They are often activated without awareness and without intent. When we cannot immediately process information with an existing schema, we use heuristics, or mental shortcut strategies, to solve problems and to determine which schema is most applicable. Heuristics, too, are often used automatically, unconsciously, and unintentionally.

Difficulty: 2

Page(s) in Text: 48-61

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

235. You and your friend are debating the greatness of the human mind. She claims that relying on schemas and automatic processes is ultimately detrimental, but you contend that such processes have their benefits. List and explain three benefits to relying on schemas and automatic processes, as well as three drawbacks to using these processes.

Answer: Schemas can be beneficial because they help to quickly organize a complex world, reduce ambiguity in our environment, and can help us make quick decisions in a dangerous situation. Automatic processes such as unconscious thinking are helpful because they can actually result in better decision-making at times, and require little effort. Schemas and automatic processes do have their drawbacks. Specifically, relying too heavily on heuristics (representativeness and availability) may result in inaccurate judgments. Additionally, relying on schemas about people can lead to inaccurate decisions and seeing potential harm where there is none.

Difficulty: 3

Page(s) in Text: 49

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

236. What are schemas, and why are they often adaptive?

Answer: Schemas are cognitive structures that we use to organize our knowledge of the social world. Schemas are adaptive in providing continuity and in helping us relate new experiences to old experiences. They enable us to minimize cognitive effort. They are especially useful when we encounter ambiguous information, for they give us a cognitive structure with which to interpret the confusing information.

Difficulty: 2

Page(s) in Text: 49-50

Topic: On Automatic Pilot: Low Effort Thinking

Skill: CONCEPTUAL

237. Based on what you learned in this chapter, do schemas become stronger or weaker over time? Why?

Answer: Schemas organize our knowledge about the world. They influence what we pay attention to, think about, and remember. Generally we are more likely to notice and thus more likely to recall information that fits our schemas rather than information that does not fit our schemas. If information is ambiguous, we tend to distort it in a way that fits our pre-existing schemas. If any needed information is missing, we are likely to fill it in with information that is consistent with our schemas. Additionally, because of the availability heuristic, we can recall information that is consistent with our schema quite easily. Finally, processes involved in the self-fulfilling prophecy--where we act consistently with our expectations of another, leading the other to confirm our expectations--provides another process by which schemas can become stronger over time.

Difficulty: 2

Page(s) in Text: 49-55

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: CONCEPTUAL

238. According to the authors of your text, priming is an automatic and nonconscious process. When you watch TV and movies you are often exposed to examples of advertisers attempting to prime you to buy their products. Give a recent example and be sure to include in your answer how it represents priming.

Answer: (Student can give any answer that describes an actor drinking a brand of soda, water, beer, etc. On the table or behind actors there are also often products.) The answer should include how the example is priming; that is increasing the accessibility of a schema, trait, or concept.

Difficulty: 3

Page(s) in Text: 51

Topic: On Automatic Pilot: Low-Effort Thinking

Skill: FACTUAL

239. How do we decide which schema to use in processing an ambiguous stimulus?

Answer: When we have multiple schemas that we could use for interpreting a stimulus, we tend to interpret the stimulus using whichever schema is most accessible, that is, which is most in the forefront of our mind. Schemas can be either chronically accessible, based on long-term experience, or can become temporarily more accessible through priming, in which recent experiences bring certain schemas to the forefront.

Difficulty: 3
Page(s) in Text: 51-52
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: CONCEPTUAL

240. Explain the relation between schemas and the self-fulfilling prophecy. Provide a concrete example.

Answer: Not only do people fail to revise their inaccurate schemas in response to disconfirming information; people sometimes use their erroneous schemas to guide their own behaviors. Their schema-generated behaviors, in turn, cause other people to behave in ways that support their initially incorrect schemas. (Note: Students provide their own example; they should identify both an incorrect schema and the ways in which perceivers' behaviors change the behaviors of others.)

Difficulty: 3
Page(s) in Text: 52-55
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: CONCEPTUAL

241. Define each of the following mental shortcuts and explain why each may be inaccurate: (1) the availability heuristic; (2) the representativeness heuristic.

Answer: The availability heuristic is a mental shortcut whereby people base their judgments on the ease with which they can bring something to mind; unfortunately, what comes most readily to mind may not be typical, due to limited experience or biased memory processes. The representativeness heuristic is a mental shortcut whereby people classify something based on how well it represents the typical case; unfortunately, people often underutilize base rate information in favor of deciding how typical an individual case is of the overall category.

Difficulty: 1
Page(s) in Text: 57-60
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: FACTUAL

242. Use of the representativeness heuristic can get people into trouble when they use biased samples to decide just what the typical case is or what a reasonable starting point is. Compare how scientists and nonscientists go about generating samples to make judgments and inferences.

Answer: Scientists are more insistent than nonscientists that their samples be representative of the population to which they want to generalize their findings. That means that scientists are more likely than nonscientists to recognize the hazards of relying on nonrandom samples, such as very small samples or samples composed of friends; both of those kinds of samples are likely to be biased, and lead to the misuse of the representativeness heuristic.

Difficulty: 3
Page(s) in Text: 59-60
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: CONCEPTUAL

243. The authors of your text present information suggesting some of the powers of the unconscious mind. Explain two ways that the unconscious mind is a part of social cognition.

Answer: Unconscious processes are involved in several aspects of social thinking. First, it is a key part of the "cocktail party" effect, in which people may be consciously attending to one conversation, but change attention if they suddenly hear their name or a topic that pertains to them in another conversation. Second, priming can work through unconscious processes so that certain schemas become more readily accessible. These processes suggest that the unconscious mind plays an important role in social cognition.

Difficulty: 2
Page(s) in Text: 62-63
Topic: On Automatic Pilot: Low-Effort Thinking
Skill: CONCEPTUAL

244. Explain some of the differences in social cognition between Eastern Asian and Western cultures.

Answer: People raised in East Asian cultures tend to have a more holistic thinking style, meaning that they tend to pay attention to how people or objects are positioned relative to one another. They focus on the overall context. People raised in Western cultures tend to have a more analytic thinking style in that they focus more on the properties of objects, and less on the context. There is evidence that these thinking styles are due in part to the environment in these cultures. Japanese cities tend to be much “busier,” with many more buildings and objects, as compared to Western cities. This type of differences is thought to be a possible cause for differences in thinking styles.

Difficulty: 2

Page(s) in Text: 63-64

Topic: *On Automatic Pilot: Low-Effort Thinking*

Skill: CONCEPTUAL

245. When are we most likely to use automatic processing, and when are we most likely to use controlled processing?

Answer: Research suggests that we tend to use automatic processing most of the time. We are likely to follow automatic processing up with a controlled assessment when we are both motivated, that is, the stakes are high and we care about the accuracy of the belief, and able (in the sense of having adequate cognitive resources) to engage in controlled processing. If either of these conditions is lacking—if we don’t particularly care about the accuracy of our belief, or if we are too distracted or tired to engage in controlled processing—then automatic processing will dominate.

Difficulty: 3

Page(s) in Text: 65-67

Topic: *Controlled Social Cognition: High-Effort Thinking*

Skill: APPLICATION

246. What effect does use of automatic versus controlled thinking have on the quality of our reasoning? Overall, how good are people as social thinkers?

Answer: Both automatic and controlled thinking are likely to lead to reasonably correct answers for the most part. In automatic thinking, people use simpler strategies; in controlled thinking, people use more sophisticated reasoning and are more likely to notice when facts conflict with their existing schemas. Thus people are more likely to be accurate when they use controlled rather than automatic thinking. However, controlled thinking is not a cure-all for faulty reasoning; people can still make errors because they are overly anxious and thus unable to process information efficiently, because their assumptions are faulty, or because they do not know how to reason correctly despite their desire to do so. Thus both kinds of thinking can also lead to consequential errors.

Difficulty: 3

Page(s) in Text: 68-70

Topic: *Controlled Social Cognition: High-Effort Thinking*

Skill: CONCEPTUAL

247. The text discusses several instances where relying on automatic thinking can lead to negative consequences. Identify and discuss one instance where using controlled thinking could be problematic.

Answer: Students may discuss one of several processes.

One example of controlled thinking that was problematic was the use of facilitated communication. The facilitators were not aware of how much control they had when guiding the communication-impaired individuals. This technique was only debunked after researchers gave different instructions to the impaired person and the facilitator and found that the instructions were followed by the facilitator only.

An aspect of controlled processes that is problematic is the amount of time it takes to process information consciously and effortfully. Sometimes, there could be life-or-death decision that needs to be made quickly, for instance in an emergency room, there is no time for controlled thinking.

Using counterfactual thinking to mentally redo the past can be beneficial if we learn from our mistakes. But it can have detrimental consequences if it leads to rumination, a precursor to depression.

Difficulty: 3

Page(s) in Text: 65-68

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: CONCEPTUAL

248. Controlled processes such as counterfactual thinking can have their benefits and drawbacks. First, discuss what is meant by the term “counterfactual thinking,” then explain how this phenomenon can be beneficial and how it can be detrimental.

Answer: Counterfactual thinking is the process of mentally redoing the past. Sometimes this may be done by going through a series of “what if” scenarios to mentally determine how to correct a previous mistake. Counterfactual thinking can be beneficial if people use it as a means to learn from their mistakes and to do better in the future. However, it can be detrimental if people get caught in a cycle of rumination, in which they focus on the negative aspects of their mistakes. Rumination has been linked to depression, suggesting that counterfactual thinking may lead to depression if people focus only on the mistake.

Difficulty: 3

Page(s) in Text: 67-68

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: CONCEPTUAL

249. Your roommate is a case study in faulty and biased social thinking. You’ve just read Chapter 3, and you notice his inappropriate use of schemas and judgmental heuristics. How might you combat these troublesome tendencies?

Answer: You might combat his overconfidence barrier, making him a little more humble in his assessments of his own cognitive prowess; more specifically, you might ask him to consider the opposite point of view--to consider how things might have come out otherwise. You might recommend that he take a college or university course in statistics or the scientific method or that he pursue graduate work in psychology.

Difficulty: 2

Page(s) in Text: 69-70

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: APPLICATION

250. A friend is complaining about the requirement that she take a statistics and research methods course as part of her major. Describe to her at least two reasons that the course will make her a better thinker, not just a better psychology student.

Answer: (Best answers include information about base rates, probability, random sampling, etc. Best answer should also include reference to research by Nisbett and colleagues about the reasoning abilities of psychology students compared to chemistry, law, and medical students.)

Difficulty: 2

Page(s) in Text: 60, 69-70

Topic: Controlled Social Cognition: High-Effort Thinking

Skill: APPLICATION