

Unit 1: Causes, and Cures of Stereotyping, Prejudice and Discrimination

Sr. No.	Question	Options
1	_____negative emotional responses or dislike based on group membership	a) Prejudice b) Discrimination c) Stereotypes d) risk averse
2	Differential (usually negative) behaviors directed toward members of different social groups	a) Prejudice b) Stereotypes c) Risk Averse d) Discrimination
3	_____ Beliefs about social groups in terms of the traits or characteristics that they are believed to share. Stereotypes are cognitive frameworks that influence the processing of social information.	a) Prejudice b) Stereotypes c) Risk Averse d) Discrimination
4	We weigh possible losses more heavily than equivalent potential gains. As a result, we respond more negatively to changes that are framed as potential losses than positively to changes that are framed as potential gains. This tendency is called?	a) Prejudice b) Stereotypes c) Risk Averse d) Discrimination
5	_____ Stereotypes concerning the traits possessed by females and males and that distinguish the two genders	a) Prejudice b) Gender Stereotypes c) Risk Averse d) Discrimination

	from each other.	
6	Barriers based on attitudinal or organizational bias that prevent qualified females from advancing to top-level positions are called?	<ul style="list-style-type: none"> <li>a) Objectification of females</li> <li>b) Glass ceiling</li> <li>c) Tokenism</li> <li>d) Glass cliff effect</li> </ul>
7	Choosing women for leadership positions that are risky, precarious, or when the outcome is more likely to result in failure is called?	<ul style="list-style-type: none"> <li>a) Objectification of females</li> <li>b) Glass ceiling</li> <li>c) Tokenism</li> <li>d) Glass cliff effect</li> </ul>
8	Regarding them as mere bodies that exist for the pleasure of others is called?	<ul style="list-style-type: none"> <li>a) Objectification of females</li> <li>b) Glass ceiling</li> <li>c) Tokenism</li> <li>d) Glass cliff effect</li> </ul>
9	_____can refer to hiring based on group membership. It can concern a numerically infrequent presence of members of a particular category or it can refer to instances where individuals perform trivial positive actions for members of out-groups that are later used as an excuse for refusing more meaningful beneficial actions for members of these groups.	<ul style="list-style-type: none"> <li>a) Objectification of females</li> <li>b) Glass ceiling</li> <li>c) Tokenism</li> <li>d) Glass cliff effect</li> </ul>
10	When we use one group as the standard but shift to use another	<ul style="list-style-type: none"> <li>a) Subjective scales</li> <li>b) Singlism</li> <li>c) Objective scales</li> <li>d) Shifting standards</li> </ul>

	group as the comparison standard when judging members of a different group. This tendency is called?	
11	Those with measurement units that are tied to external reality so that they mean the same thing regardless of category membership (e.g., dollars earned, feet and inches, chosen or rejected).	<ul style="list-style-type: none"> <li>a) Subjective scales</li> <li>b) Singlism</li> <li>c) Objective scales</li> <li>d) Shifting standards</li> </ul>
12	Response scales that are open to interpretation and lack an externally grounded referent, including scales labeled from good to bad or weak to strong. They are said to be subjective because they can take on different meanings depending on the group membership of the person being evaluated.	<ul style="list-style-type: none"> <li>a) Subjective scales</li> <li>b) Singlism</li> <li>c) Objective scales</li> <li>d) Shifting standards</li> </ul>
13	_____ is negative stereotyping and discrimination directed toward people who are single.	<ul style="list-style-type: none"> <li>a) Subjective scales</li> <li>b) Singlism</li> <li>c) Objective scales</li> <li>d) Shifting standards</li> </ul>
14	_____ is a subset of a group that is not consistent with the stereotype of the group as a whole.	<ul style="list-style-type: none"> <li>a) Subtype</li> <li>b) minimal groups</li> <li>c) Essence</li> <li>d) incidental feelings</li> </ul>
15	Which of these is typically some biologically based feature that is used to distinguish	<ul style="list-style-type: none"> <li>a) Subtype</li> <li>b) minimal groups</li> <li>c) Essence</li> <li>d) incidental feelings</li> </ul>

	one group and another; frequently can serve as justification for the differential treatment of those groups?	
16	When we are categorized into different groups based on some “minimal” criteria we tend to favour others who are categorized in the same group as ourselves compared to those categorized as members of a different group.	<ul style="list-style-type: none"> <li>a) Subtype</li> <li>b) minimal groups</li> <li>c) Essence</li> <li>d) incidental feelings</li> </ul>
17	_____ Those feelings induced separately or before a target is encountered; as a result, those feelings are irrelevant to the group being judged but can still affect judgments of the target.	<ul style="list-style-type: none"> <li>a) Subtype</li> <li>b) minimal groups</li> <li>c) Essence</li> <li>d) incidental feelings</li> </ul>
18	_____ Links between group membership and trait associations or evaluations that the perceiver may be unaware of. They can be activated automatically based on the group membership of a target.	<ul style="list-style-type: none"> <li>a) superordinate goals</li> <li>b) implicit associations</li> <li>c) realistic conflict theory</li> <li>d) threat</li> </ul>
19	_____ It primarily concerns fear that our group interests will be undermined or our self-esteem is in jeopardy.	<ul style="list-style-type: none"> <li>a) superordinate goals</li> <li>b) implicit associations</li> <li>c) realistic conflict theory</li> <li>d) threat</li> </ul>

SEMESTER 4 – SOCIAL PSYCHOLOGY – QUESTION BANK- ATKT

20	_____	<p>The view that prejudice stems from direct competition between various social groups over scarce and valued resources.</p>	<p>a) superordinate goals b) implicit associations c) realistic conflict theory d) threat</p>
21	_____	<p>Those that can only be achieved by cooperation between groups.</p>	<p>a) superordinate goals b) implicit associations c) realistic conflict theory d) threat</p>
22	_____	<p>A theory concerned with the consequences of perceiving ourselves as a member of a social group and identifying with it.</p>	<p>a) social identity theory b) bona fide pipeline c) collective guilt d) modern racism</p>
23	_____	<p>More subtle beliefs than blatant feelings of superiority. It consists primarily of thinking minorities are seeking and receiving more benefits than they deserve and a denial that discrimination affects their outcomes.</p>	<p>a) social identity theory b) bona fide pipeline c) collective guilt d) modern racism</p>
24	_____	<p>A technique that uses priming to measure implicit racial attitudes.</p>	<p>a) social identity theory b) bona fide pipeline c) collective guilt d) modern racism</p>
25	_____	<p>The emotion that can be experienced when we are confronted with the harmful actions done by our ingroup against an outgroup. It is most likely</p>	<p>a) social identity theory b) bona fide pipeline c) collective guilt d) modern racism</p>

	to be experienced when the harmful actions are seen as illegitimate.	
	_____ No longer seeing sanctioning as necessary for perpetrating harm that has been legitimized.	<ul style="list-style-type: none"> <li>a) contact hypothesis</li> <li>b) moral disengagement</li> <li>c) social learning view (of prejudice)</li> <li>d) recategorization</li> </ul>
	_____ The view that prejudice is acquired through direct and vicarious experiences in much the same manner as other attitudes.	<ul style="list-style-type: none"> <li>a) contact hypothesis</li> <li>b) moral disengagement</li> <li>c) social learning view (of prejudice)</li> <li>d) recategorization</li> </ul>
	_____ The view that increased contact between members of various social groups can be effective in reducing prejudice between them.	<ul style="list-style-type: none"> <li>a) contact hypothesis</li> <li>b) moral disengagement</li> <li>c) social learning view (of prejudice)</li> <li>d) recategorization</li> </ul>
	_____ Shifts in the boundaries between our ingroup (“us”) and some outgroup (“them”). As a result of such recategorization, people formerly viewed as outgroup members may now be viewed as belonging to the ingroup and consequently are viewed more positively.	<ul style="list-style-type: none"> <li>a) contact hypothesis</li> <li>b) moral disengagement</li> <li>c) recategorization</li> <li>d) social learning view (of prejudice)</li> </ul>
	_____ A theory suggesting that to the extent individuals in different groups view themselves as members of a	<ul style="list-style-type: none"> <li>a) common ingroup identity model</li> <li>b) moral disengagement</li> <li>c) recategorization</li> <li>d) social learning view (of prejudice)</li> </ul>

SEMESTER 4 – SOCIAL PSYCHOLOGY – QUESTION BANK- ATKT

	single social entity, intergroup bias will be reduced.	
--	--	--

Unit 2: Social Influence: Changing Others' Behavior

Sr. No.	Question	Options
1	_____ Efforts by one or more persons to change the behavior, attitudes, or feelings of one or more others.	a) social influence b) conformity c) compliance d) symbolic social influence
2	_____ A type of social influence in which individuals change their attitudes or behavior to adhere to existing social norms.	a) social influence b) conformity c) compliance d) symbolic social influence
3	_____ A form of social influence involving direct requests from one person to another.	a) social influence b) conformity c) compliance d) symbolic social influence
4	_____ Social influence resulting from the mental representation of others or our relationships with them.	a) social influence b) conformity c) compliance d) symbolic social influence
5	_____ A form of social influence in which one person simply orders one or more others to perform some action(s).	a) obedience b) social norms c) introspection illusion d) autokinetic phenomenon
6	_____ Rules indicating how individuals are expected to behave in specific situations.	a) obedience b) social norms c) introspection illusion d) autokinetic phenomenon
7	_____	a) obedience



SEMESTER 4 – SOCIAL PSYCHOLOGY – QUESTION BANK- ATKT

	Our belief that social influence plays a smaller role in shaping our own actions than it does in shaping the actions of others.	<ul style="list-style-type: none"> <li>b) social norms</li> <li>c) introspection illusion</li> <li>d) autokinetic phenomenon</li> </ul>
8	_____ is the apparent movement of a single, stationary source of light in a dark room. Often used to study the emergence of social norms and social influence.	<ul style="list-style-type: none"> <li>a) obedience</li> <li>b) social norms</li> <li>c) introspection illusion</li> <li>d) autokinetic phenomenon</li> </ul>
9	_____ The extent to which we are attracted to a social group and want to belong to it.	<ul style="list-style-type: none"> <li>a) Cohesiveness</li> <li>b) normative focus theory</li> <li>c) descriptive norms</li> <li>d) injunctive norms</li> </ul>
10	_____ Norms simply indicating what most people do in a given situation.	<ul style="list-style-type: none"> <li>a) Cohesiveness</li> <li>b) normative focus theory</li> <li>c) descriptive norms</li> <li>d) injunctive norms</li> </ul>
11	_____ Norms specifying what ought to be done; what is approved or disapproved behavior in a given situation.	<ul style="list-style-type: none"> <li>a) Cohesiveness</li> <li>b) normative focus theory</li> <li>c) descriptive norms</li> <li>d) injunctive norms</li> </ul>
12	_____ A theory suggesting that norms will influence behavior only to the extent that they are focal for the people involved at the time the behavior occurs.	<ul style="list-style-type: none"> <li>a) Cohesiveness</li> <li>b) normative focus theory</li> <li>c) descriptive norms</li> <li>d) injunctive norms</li> </ul>
13	_____ Social influence based on the desire	<ul style="list-style-type: none"> <li>a) normative social influence</li> <li>b) informational social influence</li> </ul>

SEMESTER 4 – SOCIAL PSYCHOLOGY – QUESTION BANK- ATKT

	to be liked or accepted by other people.	<ul style="list-style-type: none"> <li>c) Emotional contagion</li> <li>d) foot-in-the-door technique</li> </ul>
14	_____ Social influence based on the desire to be correct (i.e., to possess accurate perceptions of the social world).	<ul style="list-style-type: none"> <li>a) normative social influence</li> <li>b) informational social influence</li> <li>c) Emotional contagion</li> <li>d) foot-in-the-door technique</li> </ul>
15	_____ occurs when one or more people are influenced by the emotions of one or more others.	<ul style="list-style-type: none"> <li>a) normative social influence</li> <li>b) informational social influence</li> <li>c) Emotional contagion</li> <li>d) foot-in-the-door technique</li> </ul>
16	_____ A procedure for gaining compliance in which requesters begin with a small request and then, when this is granted, escalate to a larger one (the one they actually desired all along).	<ul style="list-style-type: none"> <li>a) normative social influence</li> <li>b) informational social influence</li> <li>c) Emotional contagion</li> <li>d) foot-in-the-door technique</li> </ul>
17	_____ A technique for gaining compliance in which an offer or deal is changed to make it less attractive to the target person after this person has accepted it.	<ul style="list-style-type: none"> <li>a) low-ball procedure</li> <li>b) that's-not-all technique</li> <li>c) playing hard to get</li> <li>d) door-in-the-face technique</li> </ul>
18	_____ A procedure for gaining compliance in which requesters begin with a large request and then, when this is refused, retreat to a smaller one (the one they actually desired all along).	<ul style="list-style-type: none"> <li>a) low-ball procedure</li> <li>b) that's-not-all technique</li> <li>c) playing hard to get</li> <li>d) door-in-the-face technique</li> </ul>

19	_____ A technique for gaining compliance in which requesters offer additional benefits to target people before they have decided whether to comply with or reject specific requests.	<ul style="list-style-type: none"> <li>a) low-ball procedure</li> <li>b) that's-not-all technique</li> <li>c) playing hard to get</li> <li>d) door-in-the-face technique</li> </ul>
20	_____ A technique that can be used for increasing compliance by suggesting that a person or object is scarce and hard to obtain.	<ul style="list-style-type: none"> <li>a) low-ball procedure</li> <li>b) that's-not-all technique</li> <li>c) playing hard to get</li> <li>d) door-in-the-face technique</li> </ul>
21	_____ A technique for increasing compliance in which target people are told that they have only limited time to take advantage of some offer or to obtain some item.	<ul style="list-style-type: none"> <li>a) deadline technique</li> <li>b) Obedience</li> <li>c) Aggression</li> <li>d) drive theories (of aggression)</li> </ul>
22	_____ is a form of social influence in which one person orders one or more others to do something, and they do so. It is, in a sense, the most direct form of social influence.	<ul style="list-style-type: none"> <li>a) deadline technique</li> <li>b) Obedience</li> <li>c) Aggression</li> <li>d) drive theories (of aggression)</li> </ul>

Unit 3: Aggression: Its Nature, Causes and Control

Sr. No.	Question	Options
1	_____ is a behavior directed toward the goal of harming another living being who is motivated to avoid such treatment.	<ul style="list-style-type: none"> <li>a) deadline technique</li> <li>b) Obedience</li> <li>c) Aggression</li> <li>d) drive theories (of aggression)</li> </ul>
2	_____ are theories suggesting that aggression stems from external conditions that arouse the motive to harm or injure others. The most famous of these is the frustration-aggression hypothesis.	<ul style="list-style-type: none"> <li>a) deadline technique</li> <li>b) Obedience</li> <li>c) Aggression</li> <li>d) drive theories (of aggression)</li> </ul>
3	_____ A modern theory of aggression suggesting that aggression is triggered by a wide range of input variables that influence arousal, affective stages, and cognitions.	<ul style="list-style-type: none"> <li>a) general aggression model (GAM)</li> <li>b) frustration-aggression hypothesis</li> <li>c) provocation</li> <li>d) drive theories (of aggression)</li> </ul>
4	_____ is the suggestion that frustration is a very powerful determinant of aggression.	<ul style="list-style-type: none"> <li>a) general aggression model (GAM)</li> <li>b) frustration-aggression hypothesis</li> <li>c) provocation</li> <li>d) drive theories (of aggression)</li> </ul>
5	_____ Actions by others that tend to trigger aggression in the recipient, often because they are perceived as stemming from malicious intent.	<ul style="list-style-type: none"> <li>a) general aggression model (GAM)</li> <li>b) frustration-aggression hypothesis</li> <li>c) provocation</li> <li>d) drive theories (of aggression)</li> </ul>
6	_____	<ul style="list-style-type: none"> <li>a) Teasing</li> <li>b) excitation transfer theory</li> </ul>

	Provoking statements that call attention to the target's flaws and imperfections.	c) cultures of honor d) TASS model
7	_____ A theory suggesting that arousal produced in one situation can persist and intensify emotional reactions occurring in later situations.	a) Teasing b) excitation transfer theory c) cultures of honor d) drive theory
8	_____ Cultures in which there are strong norms indicating that aggression is an appropriate response to insults to one's honor.	a) Teasing b) excitation transfer theory c) cultures of honor d) TASS model
9	_____ The traits as situational sensitivities model. A view suggesting that many personality traits function in a threshold-like manner, influencing behavior only when situations evoke them.	a) Teasing b) excitation transfer theory c) cultures of honor d) TASS model
10	_____ A pattern consisting primarily of high levels of competitiveness, time urgency, and hostility.	type A behavior pattern type B behavior pattern type C behavior pattern type N behavior pattern
11	_____ A pattern consisting of the absence of characteristics associated with the type A behavior pattern	type T behavior pattern type B behavior pattern type C behavior pattern type N behavior pattern
12	_____ Aggression in which the prime	a) hostile aggression b) instrumental aggression c) frustration-aggression

	objective is inflicting some kind of harm on the victim.	d) General aggression
13	_____ Aggression in which the primary goal is not to harm the victim but rather attainment of some other goal—for example, access to valued resources.	a) hostile aggression b) instrumental aggression c) frustration-aggression d) General aggression
14	_____ temperatures tend to increase aggression, but only up to a point. Beyond some level, aggression declines as temperatures rise.	a) High b) Increase c) Decrease d) Low
15	Consuming alcohol can _____ aggression in both men and women, perhaps because this drug reduces the individual's capacity to process some kinds of information.	a) High b) Increase c) Decrease d) Low
16	_____ A pattern of behavior in which one individual is chosen as the target of repeated aggression by one or more others; the target person (the victim) generally has less power than those who engage in aggression (the bullies).	a) Cyberbullying b) Bullying c) Punishment d) catharsis
17	_____ Bullying (repeated assaults against specific target persons) occurring in chatrooms and other Internet locations.	a) Cyberbullying b) Bullying c) Punishment d) catharsis
18	_____	a) Cyberbullying b) Bullying

	Procedures in which aversive consequences are delivered to individuals when they engage in specific actions.	c) Punishment d) catharsis
19	_____The view that providing angry people with an opportunity to express their aggressive impulses in relatively safe ways will reduce their tendencies to engage in more harmful forms of aggression.	a) Cyberbullying b) Bullying c) Punishment d) catharsis hypothesis
20	_____Refers to the tendency to respond to a threat to one's self-concept by affirming one's competence in another area (different from the threat).	a) Cyberbullying b) Bullying c) Punishment d) self-affirmation

Unit 4: Prosocial Behavior: Helping Others

Sr. No.	Question	Options
1	_____ Actions by individuals that help others with no immediate benefit to the helper.	a) prosocial behavior b) empathy-altruism c) social behavior d) empathetic joy
2	_____ Emotional reactions that are focused on or oriented toward other people and include feelings of compassion, sympathy, and concern.	a) prosocial behavior b) empathy-altruism c) social behavior d) empathetic joy
3	_____ The suggestion that some prosocial acts are motivated solely by the desire to help someone in need.	a) prosocial behavior hypothesis b) empathy-altruism hypothesis c) social behavior hypothesis d) empathetic joy hyptheosis
4	_____ The proposal that prosocial behavior is motivated by the bystander's desire to reduce his or her own uncomfortable negative emotions or feelings.	a) negative-state relief model b) kin selection theory c) positive-state relief model d) aggression model
5	_____ The view that helpers respond to the needs of a victim because they want to accomplish something, and doing so is rewarding in and of itself.	a) prosocial behavior hypothesis b) empathy-altruism hypothesis c) social behavior hypothesis d) empathetic joy hyptheosis
6	_____ A theory suggesting that a key goal	a) negative-state relief model b) kin selection theory



	for all organisms—including human beings—is getting our genes into the next generation; one way in which individuals can reach this goal is by helping others who share their genes.	<ul style="list-style-type: none"> <li>c) positive-state relief model</li> <li>d) aggression model</li> </ul>
7	<p>_____</p> <p>Help given to members of outgroups to reduce the threat they pose to the status or distinctiveness of one's own ingroup.</p>	<ul style="list-style-type: none"> <li>a) defensive helping</li> <li>b) diffusion of responsibility</li> <li>c) pluralistic ignorance</li> <li>d) social exclusion</li> </ul>
8	<p>_____</p> <p>A principle suggesting that the greater the number of witnesses to an emergency the less likely victims are to receive help. This is because each bystander assumes that someone else will do it.</p>	<ul style="list-style-type: none"> <li>a) defensive helping</li> <li>b) diffusion of responsibility</li> <li>c) pluralistic ignorance</li> <li>d) social exclusion</li> </ul>
9	<p>_____</p> <p>Refers to the fact that because none of the bystanders respond to an emergency, no one knows for sure what is happening and each depends on the others to interpret the situation.</p>	<ul style="list-style-type: none"> <li>a) defensive helping</li> <li>b) diffusion of responsibility</li> <li>c) pluralistic ignorance</li> <li>d) social exclusion</li> </ul>
10	<p>_____</p> <p>Conditions in which individuals feel that they have been excluded from some social group.</p>	<ul style="list-style-type: none"> <li>a) defensive helping</li> <li>b) diffusion of responsibility</li> <li>c) pluralistic ignorance</li> <li>d) social exclusion</li> </ul>