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Question: 189

Conforming to group pressure out of a need for acceptance and approval is called \_\_\_\_\_.

- A. Norm Fruitation
- B. Norm Conformation
- C. Normative Social Influence
- D. Normalization

Answer: C

The conformity to group pressure because of a need of acceptance and approval is referred to as Normative Social Influence. This can include such things as asking what everyone is wearing to a certain social function to giving in to destructive or illegal behaviors to maintain acceptance and approval.

Question: 190

Every culture has definite 'norms.' One that seems to include all cultures has to do with maintaining an appropriate distance between people. This distance is referred to as \_\_\_\_\_.

- A. Physical Space
- B. Interpersonal Distance
- C. Appropriate Distance

## D. Personal Space

Answer: D

The comfortable distance to maintain between people is known as Personal Space. This distance will vary from culture to culture. For instance, Americans seem to like twice as much distance as, say, the Chinese culture. The preferred interpersonal distance will differ according to the situation also.

Question: 191

Groups seem to have several influences on an individual; one such influence comes from the need for direction and information and the belief that the group has more knowledge than the individual. This is referred to as \_\_\_\_\_.

- A. Informational Social Influence
- B. Individual Need Influence
- C. Group Influence Need
- D. None of the above

Answer: A

Have you ever bought a specific brand of anything (a cell phone, or ski equipment) because your friend recommended it? You conform not to gain their approval (Normative Social Influence), but because you assume they have more information than you. That is Informational Social Influence.

Question: 192

192. Attractive actors and popular sports stars are paid lots of money to endorse certain products because advertisers know that we want to be as attractive, beautiful, or popular as they are. What is this major factor called?

- A. Star Quality Groups
- B. Reference Groups
- C. Sky High Groups
- D. Attractiveness Factor

Answer: B

Anyone we admire, like, or want to imitate is in our Reference Group. A funny thing about humans is that we think if we just wear the same kind of outfit, or use the same makeup, or buy the same type of sports shoes, we will be just as gorgeous, athletic, or as talented as our favorite star or personage.

Question: 193

What are the two major forms of social influence?

- A. Imitation, Acceptance
- B. Personal, Approval
- C. Conformity, Obedience
- D. Information, Responsibility

Answer: C

Conformity and obedience are the two major forms of social influence. When people understand all the factors involved in a situation they can use that knowledge to decide when obedience and/or conformity is appropriate and ethical. Conformity and obedience in the wrong group or portion of society can also be a major influence in the downfall of society.

Question: 194

One of the best ways to decrease destructive forms of obedience is by the assignment of \_\_\_\_\_.

- A. Approval
- B. Imitation
- C. Obedience
- D. Responsibility

Answer: D

Research has found when participants are reminded that they will be held responsible for an outcome (harm to others - destruction of property), the destructive obedience is reduced sharply. Responsibility reminders in all actions help participants make their 'own' decisions instead of 'group' decisions.

Question: 195

What is Conformity?

- A. Going along with the group
- B. Changing one's behavior because of real or imagined group pressure
- C. Doing what is popular at the time
- D. All of the above

Answer: D

Any one of the descriptions above fit conformity. When you conform (or change) your opinions, actions, or thinking to fit into or belong to a group of any size (remember two can be a group), you are giving in to 'conformity.'

Question: 196

How do you decide why someone did something? It has been found that most people first try to figure out if the person acted as a result of internal or external causes. Harold Kelly gave three criteria for answering the internal-external question; can you find two of them below?

- A. Consistency, Fault
- B. Mind-set, Distinctiveness
- C. Unusual, Consensus
- D. Consistency, Consensus

Answer: D

The three criteria are Consistency, Consensus, and Distinctiveness. When all three are high, Harold Kelly says we tend to make External Attributions, But when consensus and distinctiveness are low and consistency is high, we tend to make Internal Attributions.

Question: 197

One error, or shortcut, to deciding internal/external attribution is so prevalent or basic that it is known as \_\_\_\_\_.

- A. Situational Attribution Error
- B. Blaming the Victim
- C. Fundamental Attribution Error
- D. Any of the above

Answer: C

Fundamental Attribution Error is a mistake in judging the causes of others' behavior that comes from the tendency to overestimate internal, personal factors and underestimate external, situational influences.

Question: 198

There is a Saliency Bias associated with Attribution. Which statement below most closely describes the meaning?

- A. Some personalities/behaviors are more noticeable than situational factors
- B. Some people just look/act guilty, so you recognize that
- C. It's a kind of cause/effect behavior
- D. There's no such thing

Answer: A

Saliency Bias is the tendency to focus attention on vivid (salient) or more noticeable factors when explaining the causes of behavior. The fact that the more noticeable factors out show the situational factors help us to make quicker judgments. This leads to another factor called "Blaming the Victim."



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