

FBQ1: The \_\_\_\_\_ theories focus on the beliefs about what traits or characteristics tend to go together.

Answer: Implicit Personality

FBQ2: Self-presentation is also known as \_\_\_\_\_

Answer: Impression Management

FBQ3: \_\_\_\_\_ monitor their behaviours in relation to what they need and what they are interested in.

Answer: Low Self- Monitors

FBQ4: The tendency to direct attention away from information that has the potential to change existing attitudes is referred to as \_\_\_\_\_

Answer: Selective avoidance

FBQ5: \_\_\_\_\_ refers to the evaluation of the various aspects of the social world

Answer: Attitude

FBQ6: Shortcuts to problem solving that do not always lead to the right answers are referred to as \_\_\_\_\_

Answer: Heuristics

FBQ7: \_\_\_\_\_ described Stereotypes as selective, self-fulfilling and ethno centric

Answer: Lippman (1992)

FBQ8: The advantaged knowledge we have that the persuasive message is targeted to change our attitudes towards certain issues is referred to as \_\_\_\_\_

Answer: Forewarning

FBQ9: A pre-judgment usually based on limited knowledge and little contact is referred to as \_\_\_\_\_

Answer: Prejudice

FBQ10: When one of the intentions for being aggressive could be to satisfy some needs it is known as \_\_\_\_\_

Answer: Instrumental aggression

FBQ11: \_\_\_\_\_ involves the Expression of arrogance or disdain by others

Answer: Condescension

FBQ12: There is an association between the viewing of \_\_\_\_\_ or \_\_\_\_\_ and several forms of anti-social behaviour that includes sexual relation to violent crimes has been established.

Answer: pornographic Films

FBQ13: \_\_\_\_\_ refers to the tendency to perceive hostile intentions or motives in the actions of others when these actions are ambiguous

Answer: Hostile attributional bias

FBQ14: Excessive self-love and holding an over inflated or exaggerated view of one's own qualities or achievements is referred to as \_\_\_\_\_

Answer: Narcissism

FBQ15: \_\_\_\_\_ is a mild unpleasant smelling pollutant common in the urban areas that has been associated with aggression

Answer: Ethyl Mercaptan

FBQ16: The pre frontal area of the cortex responsible for the metabolism of glucose does so more \_\_\_\_\_ in murderers

Answer: Slowly

FBQ17: \_\_\_\_\_ theories suggest that aggression comes from external conditions that arouse the motive to harm or injure others

Answer: Drive

FBQ18: Learning that takes place through our seeing others being rewarded by aggressive behaviours is referred to as \_\_\_\_\_

Answer: Vicarious Reinforcement

FBQ19: \_\_\_\_\_ is the delivery of aversive consequences in order to reduce aggression

Answer: Punishment

FBQ20: In most cases of aggressive behaviour towards us, \_\_\_\_\_ seems to be the appropriate response

Answer: Revenge

FBQ21: Some personal traits like \_\_\_\_\_ and \_\_\_\_\_ have been used to explain why some people are able to forgive more easily than others.

Answer: Agreeableness

FBQ22: Trying to understand the feelings, emotions and circumstances that warranted an offender to harm you is referred to as \_\_\_\_\_

Answer: Empathy

FBQ23: \_\_\_\_\_ focuses on behaviours that are intended to be of benefit to others

Answer: Prosocial behaviour

FBQ24: The presence of others has been found to affect individual's willingness to help due to what is referred to as \_\_\_\_\_

Answer: pluralistic ignorance

FBQ25: The intermediate step between initial attraction and establishing an interpersonal relationship is referred to as \_\_\_\_\_

Answer: Mutual liking

FBQ26: Accepting personal responsibility by any individual will be \_\_\_\_\_ in the presence of many bystanders

Answer: less likely

FBQ27: The diffusion of responsibility is referred to as \_\_\_\_\_

Answer: Bystander effect

FBQ28: \_\_\_\_\_ is the automatic tendency to imitate the behaviour of those we come in contact with

Answer: Mimicry

FBQ29: Pleasant fragrance, such as \_\_\_\_\_ or \_\_\_\_\_ have been found to increase the willingness to help

Answer: Lemon / Floral odour

FBQ30: A situation where an altruistic behaviour could result in the individual feeling bad after perceiving a person in need and will want to help just to relieve this bad feeling is referred to as \_\_\_\_\_

Answer: Negative "State Relief Model

FBQ31: Laughter strengthens social bonds and serves as a social

\_\_\_\_\_ softens interpersonal

Answer: Lubricant

FBQ32: \_\_\_\_\_ or \_\_\_\_\_ exposes individuals to repeated contact and the possibility of developing mutual attraction

Answer: Physical distance / proximity

FBQ33: The need for affiliation, positive affect and Physical proximity all help in forming \_\_\_\_\_

Answer: interpersonal relationships

FBQ34: \_\_\_\_\_ reflects a person's emotional state, either positive or negative feelings or moods.

Answer: Affect

FBQ35: The main reason for people in need of affiliation is that affiliation provides them with the opportunity for \_\_\_\_\_

Answer: social comparison

FBQ36: The basic motive to seek and maintain interpersonal relationship is referred to as \_\_\_\_\_?

Answer: Need for Affiliation

FBQ37: Damage to the Amygdala, hypothalamus and related areas could result in \_\_\_\_\_ aggression

Answer: defensive

FBQ38: The view that suggests that an individual is likely to help because the reward of accomplishing something is expected is referred to as \_\_\_\_\_ Hypothesis.

Answer: Empathic joy

FBQ39: The view that proposes that some prosocial behaviour are motivated mainly by the desire to help someone in need and by the fact that it feels good to help is referred to as \_\_\_\_\_ hypothesis

Answer: Empathy Altruism

FBQ40: Implementing the decision to intervene, the \_\_\_\_\_ engages in a helping act.

Answer: bystander

FBQ41: \_\_\_\_\_ is a way of expressing stored up frustrations or provocations that has the usual goal of harming the victim

Answer: Aggression

FBQ42: Bringing past problems to bear on present issues or persons after dealing with them refers to as \_\_\_\_\_

Answer: Ruminating

FBQ43: Efforts made at reducing aggression by both aggressors and victims are generally referred to as \_\_\_\_\_?

Answer: Cognitive Intervention

FBQ44: \_\_\_\_\_ is the delivery of aversive consequences in order to reduce aggression

Answer: Punishment

FBQ45: The view that proposes that cues present during aggressive events may become associated in memory with thoughts and emotions experienced during the event is referred to as \_\_\_\_\_ theory

Answer: Cognitive Neo-association

FBQ46: The \_\_\_\_\_ Hypothesis theory claims that "aggression is always a consequence of frustration

Answer: Frustration " Aggression

FBQ47: With regards to living arrangement, behaviour problems among juvenile delinquents is associated with \_\_\_\_\_

Answer: Crowding

FBQ48: \_\_\_\_\_ and \_\_\_\_\_ are likely to go together for one who likes taking risks and looking for excitement

Answer: Sensation seeking / impulsivity

FBQ49: People high in hostile attributional bias mostly do not give people the \_\_\_\_\_ as they tend to assume that any provocative behaviour by others are intentional.

Answer: benefit of the doubt

FBQ50: People who are extremely competitive, always in a hurry and especially irritable and aggressive exhibit \_\_\_\_\_ behaviour pattern

Answer: Type A

MCQ1: Which of these factors does not help in forming interpersonal relationships?

Answer: Need for recognition

MCQ2: Which of these views suggests that an individual is likely to help because the reward of accomplishing something is expected?

Answer: Empathic Joy Hypothesis

MCQ3: Which of these is not one of the basic motivations in helping behaviour?

Answer: Associated effect of emotions on attraction

MCQ4: Altruistic people tend not to be self-absorbed and competitive. This simply means that Altruistic people \_\_\_\_\_.

Answer: Are Low in egocentrism

MCQ5: Which of these is not one of the basic motivations in helping behaviour?

Answer: Cognitive cost reward

MCQ6: Which of these is not one of the reasons why we tend to help?

Answer: Because of confidence and assertiveness

MCQ7: Empathy involves \_\_\_\_\_.

Answer: Putting self in other person's place

MCQ8: Which of these is not an ingratiation technique?

Answer: Positive verbal cues

MCQ9: The functions of attitude includes all of these except:

Answer: Elevation Function

MCQ10: Self-enhancement requires the use of some strategies that might include all of these except \_\_\_\_\_.

Answer: Exemplification

MCQ11: Which of these are very powerful in influencing behaviour?

Answer: Group norms

MCQ12: Which of these is not an ingratiation technique?

Answer: Positive verbal cues

MCQ13: Persuasion is affected by \_\_\_\_\_.

Answer: Adoption of a two-sided approach by the communicator

MCQ14: These theories focus on the detailed processing of the message content by

the recipientâ€™.

Answer: Systematic Processing Theories

MCQ15: Which of these statements is not correct?

Answer: primacy effect might weaken because of decrease attention

MCQ16: Which of these theories suggests that when we focus on how people behave (actors), we make attributions?

Answer: Kelley's Co-variation model.

MCQ17: Which of these are more likely to conform to social norms and adjust to them making room for flexibility?

Answer: High self-monitors

MCQ18: In impression management, exemplification is referred to as a case of

Answer: case of presenting self as worthy, moral and saintly

MCQ19: For Impression Management to Succeed, we need to

Answer: Take the role of others

MCQ20: Which of these theories is of the view that when people possess certain traits, they are likely to possess others too?

Answer: Implicit Personality Theories

MCQ21: Which of these theories states that " we see others through the lens of our own traits, motives and desiresâ€œ?

Answer: Cognitive Theory

MCQ22: A degree of positive or negative feelings toward another is referred to as ----

Answer: Interpersonal attraction

MCQ23: Some of the areas in Social Psychology include all of these except:

Answer: dynamics

MCQ24: Which of these is not included in the sequence of processes that make messages persuasive?

Answer: Composition of the message

MCQ25: Shortcuts to problem solving that do not always lead to the right answers are referred to as  $\hat{\epsilon}$ ' $\hat{\epsilon}$ ' $\hat{\epsilon}$ ' $\hat{\epsilon}$ '

Answer: Heuristics

MCQ26: Which of these theories focus on the detailed processing of the message content by the recipient?

Answer: Systematic Processing Theories

MCQ27: This theory is of the view that prejudice comes from competition for scarce resources that results in conflict

Answer: Realistic Conflict Theory

MCQ28: Which of these theories focuses on the minimal group effect in developing Prejudice?

Answer: Social Identity Theory (SIT).

MCQ29: Stereotypes which come from the word "Stereos" means

Answer: Solid or hard

MCQ30: Which of these authors described Stereotypes as selective, self-fulfilling and ethno centric?

Answer: Lippman (1992)

MCQ31: Persuasion is affected by

Answer: Adoption of a two-sided approach by the communicator

MCQ32: Which of these theories focus on the detailed processing of the message content by the recipient?

Answer: Systematic Processing Theories

MCQ33: Some of the explanations on how attitudes are formed includes;

Answer: All of the options

MCQ34: The functions of attitude includes all of these except:

Answer: Elevation Function

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MCQ41: First impressions are usually lasting impressions because

Answer: All of the options

MCQ42: Which of these theories states that "we see others through the lens of our own traits, motives and desires" ?

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MCQ43: Which of these theories is of the view that when people possess certain traits, they are likely to possess others too?

Answer: Implicit Personality Theories

MCQ44: The choice of what to disclose and what not to disclose is influenced by many factors like...

Answer: All of the options

MCQ45: Which of these statements is correct about conformity?

Answer: All of the options

MCQ46: The way we treat people because they belong to certain groups and have become targets of prejudice is termed ...

Answer: Discrimination

MCQ47: Which of these is not a component of prejudice?

Answer: Exemplification

MCQ48: Which of these theories states that "the motivation to enhance self-esteem, sense of security and meet certain personal needs has encouraged and exposed people to Prejudice"?

Answer: Authoritarian Personality Theory.

MCQ49: Strategies for reducing prejudice does not include;

Answer: Explanation technique

MCQ50: Which of these is a strategy that results in a shift in the boundaries between the individual's in-group and some out-group "them"?

Answer: Re-categorization