

20. SO.1 · Social cognition, attribution and social influence

Starter Quiz ·

GRE Subject Test · GRE Psychology

Name: _____ Score: _____

1. A heightened reaction after an earlier arousing event may involve residual arousal contributing to the later emotion. Which hypothesis does that description name?
 - ☐ self-affirmation
 - ☐ excitation transfer
 - ☐ self-verification
 - ☐ informational influence
2. In correspondent-inference reasoning, which comparison is more informative about why an option was chosen?
 - ☐ Ignoring constraints because behaviour always reflects personality.
 - ☐ The assumption that any unusual act proves a stable trait.
 - ☐ Only benefits shared equally by all options.
 - ☐ A freely made choice with consequences that distinguish it from available alternatives.
3. Which description most clearly specifies issue-relevant elaboration?
 - ☐ Closely evaluating relevant evidence and comparing the arguments.
 - ☐ Assuming a long table was read carefully because it was displayed.
 - ☐ Agreeing solely because an endorser is famous.
 - ☐ Counting arguments without examining their content.
4. Conformity and obedience are the same phenomenon.
 - ☐ True ☐ False
5. After a threat to one area of self-image, reflecting on another important value is an example of self-_____.

6. People always explain their own behaviour situationally and other people's behaviour dispositionally, regardless of event or context.
 - ☐ True ☐ False
7. Two available jobs have identical pay and hours but different duties. Why does shared pay alone not distinguish why one job was chosen?
 - ☐ Any different duty proves a lifelong trait.

- ☐ Pay can never influence any decision.
 - ☐ It is an effect common to both alternatives.
8. A participant gives the same public answer as a group. Which conclusion is not established by that observation alone?
- ☐ A comparison across social conditions could be useful.
 - ☐ The participant privately believes the answer is correct.
 - ☐ The public response matches the group.
9. An inconsistency between belief and action must always be reduced by changing the attitude.
- ☐ True ☐ False
10. A reader carefully checks relevant evidence, finds the arguments weak and rejects the claim. Which description fits?
- ☐ Issue-relevant elaboration occurred even though the conclusion was rejection.
 - ☐ The reader must have relied only on the source's fame.
 - ☐ No processing occurred because persuasion failed.

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Answers ·

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1. **excitation transfer**

Excitation transfer is the named account. A temporal sequence or one story alone would not establish it as the unique cause.

2. **A freely made choice with consequences that distinguish it from available alternatives.**

Distinguishing effects help compare the chosen action with alternatives. Non-common does not simply mean rare, and the comparison does not prove a stable trait from one observation.

3. **Closely evaluating relevant evidence and comparing the arguments.**

The description specifies relevant thinking. Such processing need not produce agreement, and a message format alone does not establish it.

4. **False**

The concepts differ: conformity concerns alignment with a group; obedience concerns responding to an authority's command. A scenario still needs enough detail to identify the relevant relation.

5. **affirmation**

Self-affirmation concerns maintaining overall self-integrity. The example identifies a process, not a guarantee of one outcome for every person.

6. **False**

The classic actor–observer proposal is not a universal reversal. Context, event valence and measurement matter.

7. **It is an effect common to both alternatives.**

An effect common to the options cannot, by itself, explain the selection between them. Other effects and constraints remain relevant.

8. **The participant privately believes the answer is correct.**

Public agreement does not uniquely reveal motive or private belief. Normative and informational processes require further evidence.

9. **False**

Attitude change is one possible response. Behaviour change, added justification and reinterpretation can also reduce inconsistency.

10. **Issue-relevant elaboration occurred even though the conclusion was rejection.**

Elaboration describes processing, not guaranteed movement toward the communicator's preferred conclusion.