

Starter Quiz

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.

- ☐ 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.

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.