THE UNIVERSITY OF THE WEST INDIES

EXAMINATION OF DECEMBER 2003

Code and Name of Course: PS10A: INTRODUCTION TO DEVELOMENTAL, SOCIAL AND ABNORMAL PSYCHOLOGY

Date and Time: Monday, December 15, 2003  4:00 - 6:00 p.m.  Duration: 2 Hours

INSTRUCTIONS TO CANDIDATES: This paper has 7 page(s) and 40 questions

ANSWER ALL QUESTIONS IN YOUR ANSWER BOOKLET.

DO NOT LEAVE THE EXAM ROOM WITH THE QUESTION PAPER.

THERE ARE THREE (3) SECTIONS ON THIS PAPER

SECTION 1 – COMPULSORY (CHOOSE 1 OF 2 ESSAYS)

SECTION 2 – DO ANY 4 OF THE 8 QUESTIONS (4 OF 8)

SECTION 3 – DO ALL QUESTIONS (WRITE ANSWERS IN ANSWER BOOKLET)

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SECTION I

ESSAYS: 15%
YOU MUST ANSWER ONE QUESTION.
(YOU SHOULD SPEND 40 MINUTES IN THIS SECTION)

1. Gordon Allport defined social psychology as the scientific attempt to understand and explain how the thoughts, feelings and behaviour of individuals are influenced by the actual, imagined or implied presence of others. Using this definition, explain the nature of social psychology.

OR

2. Explain George Herbert Mead’s theory of self, and any one other theory of the self.

SECTION 2

SHORT ANSWERS: 5% EACH
DO ANY 4 of 8 QUESTIONS
(YOU SHOULD SPEND 40 MINUTES IN THIS SECTION)

3. Describe four self presentation strategies.

4. Discuss four reasons why people seek to affiliate with others.

5. Explain attribution, distinctiveness, consistency and consensus.

6. Discuss four reasons why behaviours do not always reflect underlying attitudes.

7. Give a definition for groups, and describe three features of groups.

8. Describe two inducers and two effects for both private and public self awareness.

9. Briefly describe two theories of social facilitation.

10. Name and describe four factors that contribute to interpersonal attraction.
SECTION 3
DO ALL QUESTIONS. ANSWER QUESTIONS ON YOUR ANSWER SHEET AND NOT ON THE EXAM PAPER. CHOOSE ONE OF THE FOUR OPTIONS PROVIDED. EACH QUESTION IS WORTH 0.5%.
(YOU SHOULD SPEND 40 MINUTES ON THIS SECTION)

11. Within the field of psychology, social psychology is most closely related to
   a. physiological psychology
   b. sociology
   c. cognitive psychology and neuroscience
   d. personality psychology

12. Social psychology can be divided into three 'faces'. Which of these is not a 'face' of social psychology as discussed by James House?
   a. Symbolic interactionism
   b. Psychological social psychology
   c. Sociological social psychology
   d. Personality and social structure

13. Social psychology can be divided into three areas of primary focus. Which of the following is NOT one of these primary areas?
   a. The influence of social factors on the individual
   b. Social interaction between and among people
   c. The influence of social factors on large social trends and patterns
   d. Group processes

14. Our self schemas are likely to make us
   a. forget things that are important to others
   b. recall things that are important to others
   c. make faster judgments on things that are colorful
   d. make faster judgments on things that are not relevant to us

15. A person who is low in self esteem is more likely to
   a. Compare himself to a higher achiever
   b. Have a clearly defined self concept
   c. Protect himself by engaging in high-risk situations
   d. Protect himself by keeping away from high-risk situations

16. Which of these is NOT an example of strategic self presentation?
   a. Sam who normally sets his alarm in the morning to go to class, does not do so on the morning of his examination
   b. A lecturer who makes his own textbook compulsory for his course
   c. A smart student who seems shy when others complement her academic achievements
   d. A bully who glares and screams at smaller children, getting them scared in the process
17. One of the inducers of private self awareness is
   a. looking in a small mirror
   b. looking in a full length mirror
   c. cameras and tape recorders focused on you
   d. intensification of affect

18. The outcome in perception that occurs when information received early has a stronger impact than information received later is called the
   a. dispositional cause
   b. self serving bias
   c. primacy effect
   d. central trait

19. Which of the following is not a usual way of conceptualizing attitudes?
   a. Attitude as evaluation
   b. Attitude as memories
   c. Tripartite model of attitudes
   d. Attitude as mood regulator

20. Which of the following best illustrates that affiliation is a fundamental human need?
   a. People kept in isolation invariably show extreme psychological distress
   b. People in all cultures marry at about the same age
   c. Seventy percent of all people are extroverts
   d. In all cultures, there are more words pertaining to groups than there are words pertaining to individuals

21. For the most part, research on the relationship between similarity and attraction can be summarized by the phrase
   a. "opposites attract"
   b. "the grass is always greener on the other side"
   c. "pretty is as pretty does"
   d. "birds of a feather flock together"

22. Group cohesiveness is best defined as
   a. the extent to which groups have a long shared history
   b. the extent to which group members are similar to each other
   c. the extent to which members of a group find the group attractive
   d. the level of intimacy among group members

23. In Zajonc’s model of social facilitation, the mere presence of others causes
   a. psychological stress
   b. general arousal
   c. personal reactance
   d. social distraction

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24. A group is best defined as
   a. any collection of individuals who are organized around a common theme
   b. an aggregate of three or more individuals who share a common goal
   c. an aggregate of individuals whose common goal cannot be met without the participation of each individual member
   d. two or more people who interact with one another, who think of themselves as a group, and who are interdependent

25. Social psychology is to sociology as
   a. the individual is to the group
   b. the group is to the individual
   c. the society is to the culture
   d. the individual is to his beliefs

26. Facial expression, eye contact and posture are examples of
   a. Non verbal cues
   b. Body movement characteristics
   c. Basic channels of non verbal communication
   d. Perceptual mechanisms of communication

27. According to Jones and Davis, which of the following would help us decide that a behaviour shown by another person truly reflects a lasting trait possessed by that person
   a. He or she performs the behaviour by force
   b. The behaviour produces non-common effects
   c. The behaviour is high in social desirability
   d. The behaviour produces uncommon effects

28. When our attribution is influenced by the extent to which other persons react in the same manner to a particular stimulus, our attribution is being affected by ____________
   a. Consistency
   b. Correspondent inference
   c. Consensus
   d. Distinctiveness

29. Social psychology
   a. Ignores the contribution of sociology and psychology because they deal with stability in human behaviour
   b. Accepts the contribution of psychology and ignores the contribution of sociology
   c. Sees man as a social animal
   d. Assumes that all human behaviour is dependent on situations and social groups
30. In class one day, the lecturer in Lisa’s class returned a set of exams. The lecturer gave no information about the mean score, the range of scores, or the grades for the class. Lisa is now in a situation in which the affiliation need of ____________ might arise.
   a. attention
   b. social comparison
   c. positive stimulation
   d. emotional support

31. The self concept is defined as
   a. an organized collection of beliefs and feelings about oneself
   b. an organized collection of introspective findings about oneself
   c. an organized collection of beliefs about what others think of oneself
   d. an organized collection of behaviours that define oneself

32. Self esteem refers to the
   a. desire to be liked by others
   b. positive or negative evaluation of the self by oneself
   c. evaluations of others about the self
   d. amount of positive emotion that one is experiencing at the moment

33. Distraction-conflict theory refers to the conflict between
   a. evaluative and non-evaluative observers
   b. task cognition attention and task performance attention
   c. groups that are task oriented and groups that are relations oriented
   d. attention that has to be paid to a task versus attention that has to be paid to an audience

34. In the definition of social psychology, it is implied that social psychologists seek to
   a. understand how we think about and interact with others
   b. understand how groups interact with other groups
   c. understand how groups deal with social behaviour
   d. understand how we function in society

35. Which describes high distinctiveness?
   a. a person makes the same response to a wide range of stimuli
   b. a person reacts to a particular stimulus the same way on several occasions
   c. a person makes a unique response to each of several different stimuli
   d. a person reacts to a particular stimulus differently on each of several occasions
36. We are likely to attribute another person’s behaviour to external causes when consensus is ____________, consistency is ____________, and distinctiveness is ____________.
   a. high, high, high
   b. low, low, low
   c. low, high, low
   d. high, low, high

37. Which of the following is an accurate description of the experimental procedure used to study obedience by Stanley Milgram?
   a. the teacher and learner were both actual subjects
   b. whenever the learner made an error, the teacher was to deliver a constant, moderate shock to the learner
   c. subjects thought that they were delivering a shock to a learner, but were actually not
   d. the real purpose of the experiment was to study how well someone can learn material when threatened with shock after making errors

38. Self esteem can be raised by identifying with a group because __________ can compensate for problems involving __________.
   a. personal identity, social identity
   b. social identity, personal identity
   c. social identity, self concept
   d. self concept, social identity

39. Value relevance is one of the three factors that play a key role in determining attitude importance. It is defined as
   a. the closeness with which an attitude is connected to an individual’s personal values
   b. the ability of an individual to connect an attitude to a specific value
   c. the correlation of one’s values with the values of society
   d. the relationship of society’s values to a person’s attitudes

40. An attitude is a better predictor of behaviour when the attitude is
   a. based on little information
   b. derived from indirect experience
   c. global in nature
   d. formed through direct, personal experience

   END OF EXAM!