PSY 216 Study Guide Chapter 2 Test #2

Is conformity good or bad?

In Schachter’s experiment on Johnny Rocco’s case history, who was liked the most in the results?

How is anticonformity or being an anticonformist different from nonconformity?

In the NASA Challenger disaster, what were some of the factors that contributed to the development of groupthink and the ultimate disaster?

What is groupthink? What does its influence lead people to do? When is it more likely to occur? What are some of the characteristics of groupthink? What could an individual or group do to help prevent groupthink from occurring?

What are the two possibilities of why the participants in Asch’s student conformed? What two goals were in conflict with each other? When we see a conformity experiment like Asch’s, what do we tend to predict about our own behavior as it relates to conformity?

Regarding conformity and public vs. private judgments, what tends to happen when subjects are given more privacy? What tends to occur when person make a prior commitment to a view that differs from the group opinion?

How do the following factors influence an increase or decrease in conformity?: unanimity, commitment, accountability, the person/individual characteristics, cultural differences, and the composition of the group exerting pressure.

Are you more likely to conform to a request from a young child, a person in uniform, a fashionably dressed person, or a poorly dressed person? Why?

According to Festinger, what is the relationship between physical reality and social reality as it relates to conformity?

In the research on jaywalking, what increases/decreases the likelihood that others will conform/not conform to jaywalking?

In Aronson and O’Leary’s research on water conservation, what influenced the likelihood of students to conserve water?

In Cialdini’s research on littering, what influenced people to be less likely to throw a flyer found on their windshield onto the ground?
In Schachter and Singer’s research on injections of epinephrine what effect did warning/not warning the research subjects about the side effects of the drug have on their feelings of arousal?

What are the three responses to social influence? What is compliance? What is identification? What is internalization? Be able to apply these concepts to specific examples. What are the essential components of compliance, identification, and internalization? Which type of conformity is most likely to persist the longest?

What is secondary gain?

In Milgram’s obedience study, who was a “confederate” or a person planted by the experimenter to help them study the effects of authority on conformity? What was the highest voltage that the majority of subjects stopped at in the experiment? In looking at Milgram’s results as it relates to obedience to authority, what are the implications of this information to the obedience of soldiers in Vietnam, Nazi Germany, etc.? In some the variations that Milgram researched later, what did he discover regarding the distance that teachers and learners were from each other and the influence on conformity?

What did Meeus and Raaijmakers find influenced the subjects to be more likely to make negative remarks about the job applicant’s performance?

In Latane et al’s research on bystander intervention, what did they discover influenced an individual to be less likely to help? In the “lady in distress” study, in what circumstances were subjects more likely to come to the aid of the lady? In the NYC subway studies, what needed to be occurring with the victim in order for bystanders to be more likely to offer help? In research on bystander intervention, when is an individual more likely to be helped? What did studies on the “costs and benefits” of helping discover?

There will be a few questions from the videos covered in class.

Don’t forget about our text website’s chapter quiz resources to help you prepare for taking the test.

http://bcs.worthpublishers.com/aronson9e/default.asp?s=&n=&i=&v=&o=&ns=0&uid=0&rau=0