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**Questions:**

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|  | Question 1.**Results of Milgram's research on obedience to authority suggest that** |
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|    | normative and informational social influence play no role in obedience. |
|    | people will do things they do not want to do, and that maybe dangerous, if an authority orders them to. |
|    | altering the situation led to few changes in the responses of participants. |
|    | people in general are cruel and enjoy giving electric shocks to others. |

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|  | Question 2.**Which of the following will not lead to increases in conformity?** |
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|    | when the group is from a collectivistic culture |
|    | when the group is important to us |
|    | when you have no allies in the group |
|    | when the group's size becomes larger than 20 people |

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|  | Question 3.**Ignoring the pressures of normative social influence** |
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|    | can lead to negative consequences, but these are typically not very powerful. |
|    | can lead to rejection and derogation. |
|    | will lead to minimal consequences in most situations. |
|    | none of the above. |

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|  | Question 4.**Which of the following is primarily an example of normative social influence, but not informational social influence?** |
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|    | You see someone laying in the gutter, but other people don't seem to be helping so you assume there's no emergency and move on. |
|    | At a fishing tournament, you notice that everyone catching fish seems to be using a certain kind of lure, so you switch to that lure. |
|    | At a new job, you notice your co-workers all take a donut break at 10:30, so you do too. |
|    | A group of people you are with all describe their negative judgment of a person you like, and you agree with them in order to fit in. |

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|  | Question 5.**Conformity can sometimes lead to the occurrence, in a group of people, of similar physical symptoms with no known physical cause. In other words it can lead to** |
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|    | the autokinetic effect. |
|    | contagion. |
|    | normative social influence. |
|    | mass psychogenic illness. |

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|  | Question 6.**Milgram’s replication of Asch’s study in France and Norway concluded that** |
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|    | Norwegians showed a higher rate of conformity. |
|    | Both showed very low levels of conformity. |
|    | The French showed a higher rate of conformity. |
|    | Neither the French or the Norwegians showed high levels of conformity. |

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|  | Question 7.**When confronted with orders from a perceived authority figure individuals** |
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|    | Are more likely to obey without questions. |
|    | Are more likely to question the orders if they don’t agree with them. |
|    | Are more likely to disobey them. |
|    | Will question the authority of the individual giving the orders. |

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|  | Question 8.**Our perception of the way people behave in a given situation according to their effective or adaptive behavior is called \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ .** |
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|    | Injunctive Norm |
|    | Specific norms |
|    | Minority Influence |
|    | Descriptive Norm |

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|  | Question 9.**Public compliance always includes private acceptance.** |
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|  | Question 10.**Ambiguous situations increase the influence of informational social influence.** |
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|   |  True False |

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|  | Question 11.**Conformity in Asch's line judgment studies was primarily due to informational social influence.** |
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|   |  True False |

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|  | Question 12.**Male body image is unaffected by normative social influence.** |
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|   |  True False |

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|  | Question 13.**Descriptive norms reflect people's perceptions of what behaviors are approved or disapproved of by others.** |
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|  | Question 14.**Seeing others disobey the authority led to decreased obedience in participants in Milgram's research.** |
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|  | Question 15.**Normative Social influence states that people find it easy to stop obeying authority figures.** |
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