

AP Psych - Social Psychology Test

NAME _____

1. **Scenario:** While watching the news, a viewer sees a report on a driver who ran a red light and immediately assumes the driver must be a reckless person.
Question: This assumption is an example of the:
A. Self-serving bias
B. Fundamental attribution error
C. Confirmation bias
D. Stereotype threat
2. **Scenario:** After a hurricane devastates a city, many residents who did not evacuate are blamed for their "stubbornness," even though public transportation was inadequate.
Question: This tendency to blame individuals rather than situational factors is best explained by:
A. just-world phenomenon
B. Self-fulfilling prophecy
C. Fundamental attribution error
D. Attribution bias
3. **Scenario:** A researcher finds that when people explain their own successes, they emphasize personal effort, but when they fail, they cite external factors.
Question: This discrepancy is known as the:
A. Actor-observer bias
B. Self-serving bias
C. Confirmation bias
D. Highlight bias
4. **Scenario:** In a classroom discussion, a student explains that in individualistic cultures, people tend to believe that behavior is due to personality traits, whereas in collectivistic cultures, situational factors are more likely to be considered.
Question: This observation highlights differences between:
A. Pre-conventional and conventional moral reasoning
B. Individualistic and collectivistic cultures
C. Central and peripheral routes to persuasion
D. Cognitive and affective components of attitudes
5. **Scenario:** A car salesman uses a well-rehearsed sales pitch and catchy slogans to persuade customers, rather than detailed specifications of the car.
Question: This approach is an example of persuasion via the:
A. Central route
B. Peripheral route
C. Cognitive dissonance route
D. Foot-in-the-door phenomenon

Ap Psych Chapter Test

Laura Lincoln Maitland, Laura Sheckell

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