

## AP Psych - Social Psychology Test

NAME \_\_\_\_\_

1. **Observation:** 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 bad person.  
**Question:** This assumption is an example of the  
A. Self-serving bias  
B. Fundamental attribution error  
C. Confirmation bias  
D. Stereotype threat

2. **Observation:** After a Hurricane devastated a city, many residents who did not evacuate are blamed for their "stupidity" 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. **Observation:** 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. hindsight bias

4. **Observation:** 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 causal factors.  
**Question:** This observation highlights differences in what?  
A. Preconventional and conventional moral reasoning  
B. Individualistic and collectivistic cultures  
C. Central and peripheral routes to persuasion  
D. Cognitive and affective components of attitudes

5. **Observation:** A car salesman uses a well-rehearsed sales pitch to sell his telephone to potential customers, rather than detail specific features of the car.  
**Question:** This approach is an example of persuasion via the  
A. Central route  
B. Peripheral route  
C. Cognitive dissonance route  
D. Floor-in-the-door phenomenon

# Ap Psych Chapter Test

**Laura Lincoln Maitland,Laura Sheckell**

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