Question MCQ1 : For impression management to succeed, we need to  
Answer: Take the role of others  
  
Question MCQ2 : The impression we form about others in mostly influenced by our  
Answer: Expectation  
  
Question MCQ3 : How much we are willing to reveal ourselves to others is called    
Answer: Self-disclosure  
  
Question MCQ4 : When an actor’s behaviour is stable across time and situation it is called  
Answer: Consistency  
  
Question MCQ5 : Terrors do occur in our interpretation of what?  
Answer: Behaviour  
  
Question MCQ6 : Which type of gift will force the receiver to reciprocate?  
Answer: Unsolicited gift  
  
Question MCQ7 : Once people are able to maintain particular attitudes it can help to enhance their what?  
Answer: Self Worth  
  
Question MCQ8 : Once an object becomes associated with positive outcome, the object becomes what?  
Answer: Highly Rated  
  
Question MCQ9 : When we try to change our attitudes by others it is called  
Answer: Persuasion  
  
Question MCQ10 : Greater shift is likely towards a milder what?  
Answer: Attitude  
  
Question MCQ11 : When you keep a distance without actively inflicting harm, it is called  
Answer: Avoidance  
  
Question MCQ12 : The word “Stereotype” was coined by who  
Answer: Lippman  
  
Question MCQ13 : When you assign someone to a group it is regarded as:  
Answer: Stereotype  
  
Question MCQ14 : When aggressive energy builds up it must be discharged to  
Answer: An outlet  
  
Question MCQ15 : A pregnant mother is given a drug to prevent miscarriage  
Answer: Testosterone  
  
Question MCQ16 : Aversive consequence is associated with  
Answer: Punishment  
  
Question MCQ17 : What is being made when we focus on how people behave?  
Answer: Attribution  
  
Question MCQ18 : How much we are willing to reveal ourselves to other is called    
Answer: Self-Disclosure  
  
Question MCQ19 : Which position must be consistent with trends of events?  
Answer: Minority  
  
Question MCQ20 : Blind obedience can be commanded by:  
Answer: Power Authority figure  
  
Question MCQ21 : All of the following except one motivates impression formation  
Answer: Background  
  
Question MCQ22 : Which theory explains the use of information stored in our memory to form opinion about others?  
Answer: Cognitive  
  
Question MCQ23 : All of the following except one is not a theory of impression formation  
Answer: Central Traits Theory  
  
Question MCQ24 : Making attempts to create a good image of oneself is called  
Answer: Self-Presentation  
  
Question MCQ25 : Engaging in flattery to illicit favourable response is called  
Answer: Ingratiation  
  
Question MCQ26 : The extent to which we are likely to disclose ourselves to others is determined by    
Answer: Trust of Second Party  
  
Question MCQ27 : Attributions are made by  
Answer: Observers  
  
Question MCQ28 : At what point do actors cover-up their underlying dispositions?  
Answer: When actors break rules  
  
Question MCQ29 : One of the following is not a dimension in Attrition theory  
Answer: Locust  
  
Question MCQ30 : One of these is not a factor affecting conformity  
Answer: Anonymity  
  
Question MCQ31 : What does our attitude not describe?  
Answer: Strength  
  
Question MCQ32 : One of these is not a component of attitude  
Answer: Identity Factors  
  
Question MCQ33 : Which of these theories best explains the desire to avoid contradictions between our attitudes?  
Answer: Cognitive consistency  
  
Question MCQ34 : The act of trying to change our attitudes by others is called  
Answer: Persuasion  
  
Question MCQ35 : When an audience is persuaded by the physical beauty of a debater rather than the logic of an argument, it is called  
Answer: Heuristic Model  
  
Question MCQ36 : Which of these is not one of MC Guire’s chain of processes?  
Answer: If recipient ignores the message  
  
Question MCQ37 : People with moderate self-esteem are  
Answer: Easy to Persuade  
  
Question MCQ38 : Selective avoidance is capable of  
Answer: Increasing Resistance to Persuasion  
  
Question MCQ39 : One of the following is not a step in the component of prejudice   
Answer: Adjudication  
  
Question MCQ40 : The Theory that explains how we assess our in-group and out-group is called  
Answer: Social Identity Theory  
  
Question MCQ41 : Aggression informed by the desire to satisfy some needs is called  
Answer: Instrumental Aggression  
  
Question MCQ42 : When a Psychologist says somebody is not “fighting the clock”: it means  
Answer: One is not competitive  
  
Question MCQ43 : Which of the following is correct?  
Answer: Aggression decreases as temperature rises  
  
Question MCQ44 : The death instinct according Freud is called  
Answer: Thanados  
  
Question MCQ45 : The Theory that aggression builds up and must find some outlet to discharge was propounded by:  
Answer: Lovenz  
  
Question MCQ46 : The masculine hormone that is present in both male and female is called  
Answer: Testosterone  
  
Question MCQ47 : When we are motivated to learn having seen others that were rewarded, it is called  
Answer: Vicarious reinforcement  
  
Question MCQ48 : Feeling some other person’s pain is called  
Answer: Empathy  
  
Question MCQ49 : Showing concern to other people is an example of  
Answer: Pro-social behaviour  
  
Question MCQ50 : Holding similar values with other people encourages  
Answer: Helping people  
  
Question FBQ1 : The impression we form about others is mostly influenced by our\_\_\_\_\_\_\_\_\_\_\_   
Answer: expectations  
  
Question FBQ2 : When our behaviour towards an individual causes him to meet our expectation, the result is \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_   
Answer: self-fulfilling prophecy  
  
Question FBQ3 : When we are favourably regarded by others, it is a \_\_\_\_\_\_\_for many positive life outcomes  
Answer: prerequisite  
  
Question FBQ4 : For impression management to succeed, we need to take the \_\_\_\_\_\_\_\_\_\_\_\_.    
Answer: roles of others  
  
Question FBQ5 : Ways we appreciate or flatter others can result in favourable responses from them is called \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_   
Answer: ingratiation  
  
Question FBQ6 : Self-disclosure refers to how much we are willing to \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ ourselves to others  
Answer: reveal  
  
Question FBQ7 : \_\_\_\_\_\_\_ is how much we can trust someone determines also how much we are likely to disclose.   
Answer: Trust  
  
Question FBQ8 : When we focus on how people behave, we make \_\_\_\_\_\_\_\_\_\_ as observers.  
Answer: attributions  
  
Question FBQ9 : \_\_\_\_\_\_\_\_\_\_\_describes how stable the actor’s behaviour is across time or situation.  
Answer: Consistency  
  
Question FBQ10 : Both the behaviour and the \_\_\_\_\_\_\_\_\_\_\_\_\_\_ must be seen and recognised as similar.  
Answer: disposition  
  
Question FBQ11 : We can infer that intended behaviour agrees with some underlying disposition by analysing \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
Answer: uncommon effects  
  
Question FBQ12 : Errors do occur in our interpretation of \_\_\_\_\_\_\_\_\_\_\_\_\_ behaviours.  
Answer: human  
  
Question FBQ13 : \_\_\_\_\_\_\_\_\_\_\_\_ is the tendency to favour one cause over another when explaining some effects.   
Answer: Bias  
  
Question FBQ14 : Cultural studies have revealed that attributional errors may not be \_\_\_\_\_\_\_\_\_\_\_\_\_.   
Answer: universal  
  
Question FBQ15 : Minority position must be consistent with \_\_\_\_\_\_\_\_\_\_\_\_ trends of events.   
Answer: current  
  
Question FBQ16 : The fear of being ridiculed \_\_\_\_\_\_\_\_\_\_ the minority view resulting in conformity to the group.  
Answer: suppresses  
  
Question FBQ17 : It is assumed that unsolicited gift forces the receiver to \_\_\_\_\_\_\_\_\_\_\_\_in line with stated request  
Answer: reciprocate  
  
Question FBQ18 : Flattery could backfire of taken as \_\_\_\_\_\_\_\_\_\_\_\_ by others .  
Answer: insincere  
  
Question FBQ19 : Door-in-the-face is another way of obtaining \_\_\_\_\_\_\_\_\_\_\_ that is almost the opposite of DIF technique    
Answer: compliances  
  
Question FBQ20 : Social roles place certain individuals at advantage in \_\_\_\_\_\_\_\_  
Answer: relationships  
  
Question FBQ21 : Know that power authority figures have the power to command \_\_\_\_\_\_\_\_\_\_\_\_\_\_  
Answer: blind obedience  
  
Question FBQ22 : Attitudes describe our feelings, thinking and \_\_\_\_\_\_\_\_\_\_  
Answer: behaviour  
  
Question FBQ23 : Once people are able to maintain particular attitudes, this can help enhance their feeling of \_\_\_\_\_\_\_\_\_\_  
Answer: self-worth  
  
Question FBQ24 : Once an object becomes associated with positive outcomes, the object becomes \_\_\_\_\_\_\_\_\_\_\_\_.    
Answer: highly rated  
  
Question FBQ25 : \_\_\_\_\_\_\_\_\_\_\_\_ is the form of learning where rewards strengthen attitudes and punishments weakens attitude.  
Answer: Operant conditioning  
  
Question FBQ26 : \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_is the desire to avoid contradictions between our attitudes and behaviours.  
Answer: Cognitive consistency  
  
Question FBQ27 : \_\_\_\_\_\_\_\_\_\_theory suggests that attitude shift within the individual instead of similarities and inferences between people.  
Answer: Congruity  
  
Question FBQ28 : Greater shift is likely towards a milder  
Answer: attitude  
  
Question FBQ29 : The act of trying to change our attitudes by others is called.  
Answer: Persuasion  
  
Question FBQ30 : Advertisers use \_\_\_\_\_\_\_\_\_\_ model to associate their products with such beauty  
Answer: attractive  
  
Question FBQ31 : Distraction may make the audience more susceptible to \_\_\_\_\_\_\_\_\_\_ more than having them pay full attention  
Answer: persuasion  
  
Question FBQ32 : The \_\_\_\_\_\_\_\_\_\_\_ can be easily persuaded compared to the adults.  
Answer: young  
  
Question FBQ33 : Keeping a distance without actively inflicting harm is called \_\_\_\_\_\_\_\_\_\_\_\_\_  
Answer: avoidance  
  
Question FBQ34 : Prejudice can be learned just like we learn other \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.  
Answer: attitudes  
  
Question FBQ35 : People with authorization personality are likely to exhibit \_\_\_\_\_ more.  
Answer: prejudice  
  
Question FBQ36 : While prejudice is an attitude, discrimination is a \_\_\_\_\_\_\_\_\_\_\_\_.  
Answer: negative behaviour  
  
Question FBQ37 : The word “stereotypes” was coined by \_\_\_\_\_\_\_\_\_\_  
Answer: Lippman  
  
Question FBQ38 : No two \_\_\_\_\_\_\_\_\_\_\_\_\_\_ are exactly alike, not even identical twins  
Answer: people  
  
Question FBQ39 : Assigning someone to a group of people is called \_\_\_\_\_\_\_  
Answer: stereotypes  
  
Question FBQ40 : Stereotypes differ from in-groups to \_\_\_\_\_\_\_\_\_\_\_\_\_  
Answer: out-groups  
  
Question FBQ41 : One of the intentions for being aggressive could be to satisfy some needs known as \_\_\_\_\_\_\_\_\_\_.  
Answer: instrumental aggression  
  
Question FBQ42 : Aggression can also be natural or \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
Answer: pathological  
  
Question FBQ43 : Actions are usually depended on our\_\_\_\_\_\_\_\_\_\_\_\_\_ concerning the exhibited behaviour.  
Answer: attributions  
  
Question FBQ44 : Sensation seeking and \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ are likely to go together for one who likes taking risk.  
Answer: impulsivity  
  
Question FBQ45 : People high in sensation seeking experience \_\_\_\_\_\_\_\_\_\_\_\_\_ and hostile feelings.  
Answer: anger  
  
Question FBQ46 : Chemical changes in the air are likely to result in \_\_\_\_\_\_\_\_\_ if inhaled in large quantity.  
Answer: aggression  
  
Question FBQ47 : Hotter years are associated with higher rate of \_\_\_\_\_\_\_\_\_\_.  
Answer: violent crime  
  
Question FBQ48 : When aggressive energy builds up it must find \_\_\_\_\_\_\_\_\_\_\_\_\_\_ to be discharged.  
Answer: outlet  
  
Question FBQ49 : A pregnant woman is given \_\_\_\_\_\_\_\_\_\_\_\_\_ during pregnancy to prevent miscarriage.  
Answer: testosterone  
  
Question FBQ50 : Punishment is the delivery of \_\_\_\_ consequences in order to reduce aggression.  
Answer: aversive