

## Self and Society (Soc 2)

Exam 2 Study Guide

Instructor: Brian Paciotti

Exam Date: May 19<sup>th</sup> (Thursday)

**PLEASE bring a SCANTRON and a BLUE BOOK.**

**Exam Format (The format will be similar to exam 1)**

**The exam covers all of the material in the following lectures. You should use the book to supplement your understanding of this material.**

Lecture 8	Feb. 3	Attitudes (Chapter 5)
Lecture 9	Feb. 8	Gender ( <b>Reader #6</b> ) <b>MAKE SURE YOU READ THIS IN THE READER</b>
Lecture 10	Feb. 10	Social Influence (Chapter 6)
Lecture 11	Feb. 15	Relationships (Chapter 8; we will SKIP Chapter 7)
Lecture 12	Feb. 17	Prosocial Behavior (Chapter 9)
Lecture 13	Feb. 22	Aggression (Chapter 10)

*Part I.* Multiple-choice questions: This section will include 32 multiple-choice questions (**64 points**).

*Part II.* Short answer questions: This section will have three (3) short answer questions in which you will be asked to write on specific topics (**36 points**). The questions will be similar to the ones listed below. Be advised that we will be looking for how well you can add some details and examples to show your knowledge of the material.

### Short answer review questions:

- 1.) How well do attitudes predict behavior? Discuss three ways in which attitudes are more closely associated with behavior.
- 2.) Briefly describe the Dual Process Model of persuasion.
- 3.) Discuss three important reasons why people change their attitudes.
- 4.) What is the consistency principle? Why do people want to balance their attitudes and/or how well their attitudes match their behavior?
- 5.) Explain cognitive dissonance theory, and provide one experiment that illustrates its importance.
- 6.) What are some gender similarities and differences? Consider the themes of independence versus connectedness, social dominance, aggression, and sexuality.
- 7.) Describe some evidence that suggests that gender is influenced by culture.
- 8.) How do symbolic interactionists attempt to understand gender? Be prepared to discuss 2-3 examples or concepts from the reader article.
- 9.) How well can evolutionary theory explain gender differences? Give some examples to support your claims.
- 10.) Do you think it is important to consider evolutionary theory when looking at gender differences? Why or why not?
- 11.) How can the theory of sexual selection help explain male violence?
- 12.) Describe the main difference between conformity, compliance, and obedience.
- 13.) Describe Asch's line judgment experiments and Sherif's experiments using the autokinetic effect.
- 14.) Describe Milgram's obedience experiments. What did Milgram learn from his obedience experiments?

- 15.) Using examples of experiments, describe two important reasons why people yield to social influence.
- 16.) In what ways do social norms influence the degree to which people are influenced by others?
- 17.) What is the foot-in-the-door technique? Why are people susceptible to comply when they experience this technique?
- 18.) Describe the triangular theory of love. How is this model useful when studying the topic of love?
- 19.) What traits do men and women find attractive? Do you think these traits are influenced more by cultural or evolutionary processes? Explain.
- 20.) In what ways do men and women differ in how they experience jealousy?
- 21.) What are the important concepts in Rusbult's investment model? How does this model explain why people stay in seemingly bad relationships?
- 22.) Explain the difference between egoistic and altruistic motives. How does kin selection help explain prosocial behavior?
- 23.) What is the bystander effect?
- 24.) Why do you think people in some large cities are less likely to help others?
- 25.) Is there good evidence that pure altruism exists? Explain.
- 26.) What is aggressive behavior? What are some important types of aggression?
- 27.) Describe two goals of aggressive behavior. Describe the frustration-aggression hypothesis.