

Name _____
Hour____ Dist. Learning Site _____

The Power of the Situation

View the program here: <http://www.learner.org/discoveringpsychology/19/e19expand.html>

This program explores how beliefs and behavior can be influenced and manipulated by people and situational forces.

Answer the following questions as you watch:

1. Hitler created a social structure exerting total control using propaganda that justified the final solution. **Kurt Lewin looked at the *power of leaders*. Each group of boys had a different leader: autocratic, laissez faire, and democratic.**

Which group leader lead to the boys behaving with the highest motivation and originality? _____

2. *Which was more important for social psychologist Kurt Lewin?*

- a. leadership style
- b. personality

Central theme: Social situation/environment significantly affects behavior

3. *Solomon Asch studied conformity. His key question looked at comparing a line on the right with one on the left.*

What percentage agreed incorrectly at least once? _____

4. In 1961, Stanley Milgram studied *obedience*. He wondered if anyone has the capacity for evil. *What did the subjects think they were studying?*

- a. memory
- b. conformity
- c. obedience
- d. none of these

5. *In Milgram's experiment, 40 experts estimated what about the performance of the subjects:*

- a. most would go to 450 volts
- b. half of the subjects would go to 450 volts
- c. most would not go beyond 150 volts

6. *In fact what fraction of the Milgram experiment subjects went to 450 volts?*

- a. $\frac{1}{4}$
- b. $\frac{2}{3}$
- c. $\frac{1}{2}$

7. *Dr. Zimbardo says blind obedience is brought out by:*

- a. innate desires
- b. fascist mentality
- c. situational forces

8. *The fundamental attribution error occurs when underestimating the influence of the situation on behavior. According to Zimbardo, Why do we make it?*

- a. our culture emphasizes group cooperation
- b. our culture emphasizes individual accomplishments
- c. we won't admit we are influenced by situational forces
- d. both b and c

9. *In Zimbardo's prisoner study, How could good people do terrible things?*

- a. innate evil is the major cause
- b. the situation brought out the behavior

10. *Which of the following statements about ethical questions surrounding the prisoner study is FALSE?*

- a. independent review boards have been set up to approve experiments
- b. emotional and physical costs are weighed against the benefits by review boards
- c. the prisoner study could still be performed today

Social facilitation studied by Tom Moriarty; Beach theft experiment

11. *What happens when the person asks another individual to watch their belongings on the beach?*

- a. the other person feels obligated and watches; a human bond was formed
- b. they ignore the request; deindividuation due to the crowd on the beach

Positive situational power studied by Ellen Langer

11. *In the fighter pilot study. 1/2 the subjects were on a fully operational simulator. 1/2 were not on the simulator. What happened as a result?*

- a. there were no differences in the two groups in terms of their vision score improving
- b. the situation was powerful enough to have improved the vision scores of the first group

Leon Festinger: When we do something that conflicts with our beliefs we experience cognitive dissonance. (on Judgment and Decision making video)

12. **According to Festinger, how do we deal with cognitive dissonance?**

- a. *change how we think*
- b. *change our behavior*
- c. *get others to change how they think about us*
- d. *all of these*

13. **In the 1950s Festinger conducted a classic experiment about a boring task. What were the results?**

- a. *The \$1 subjects convinced themselves the project was fun to justify their participation.*
- b. *The \$20 felt no dissonance because they had no discomfort in lying.*
- c. *The \$1 dollar man knows it's dull, but he doesn't have sufficient justification for saying it wasn't. He reduces his dissonance by changing his opinion of the task.*
- d. *All of these are correct*

