

## Power of the Situation

Name \_\_\_\_\_  
Hour \_\_\_\_\_ Location \_\_\_\_\_

IF ABSENT

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

This program examines how beliefs and behavior can be influenced and manipulated by other people and subtle situational forces.

### Answer the following questions as you watch:



1. In 1939, Kurt Lewin looked at the *power of leaders*. Each group of boys had a different leader: autocratic, laissez faire, and democratic.

Which group leader led to the boys behaving with the highest motivation and originality? \_\_\_\_\_

2. Which was more important for social psychologist Kurt Lewin?
- leadership style
  - personality

**Central theme: Social situation/environment significantly affects behavior**

## CONFORMITY

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

What percentage agreed incorrectly at least once? \_\_\_\_\_



## OBEDIENCE TO AUTHORITY

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:

- most would go to 450 volts
- half of the subjects would go to 450 volts
- most would not go beyond 150 volts

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

- $\frac{1}{4}$
- $\frac{2}{3}$
- $\frac{1}{2}$

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

- innate desires
- fascist mentality
- 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

### ROLE PLAY



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?

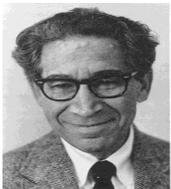
- a. the other person feels obligated and watches; a human bond was formed
- b. they ignore the request; deindividuation due to the crowd on the beach

### Positive situational power studied by Ellen Langer

12. 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)



13. 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

14. 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