PRACTICE QUESTIONS ON ATTITUDES AND COGNITIVE DISSONANCE THEORY

1. “I don’t like exercise” is a good example of:

1. an attitude
2. an attitude object
3. insufficient justification
4. dissonance

2. In the example, “I like watching football but I hate knowing that football can cause serious head injuries,” \_\_\_\_\_ is an example of an *attitude object*.

1. hate
2. liking
3. football
4. dissonance
5. A and B

3. According to cognitive dissonance theory, an attitude and a behavior, or two attitudes, that are \_\_\_\_\_\_\_, will produce dissonance.

1. justified
2. inconsistent
3. in harmony
4. negative
5. both B and D

4. A person who knows that smoking is bad for their health, but who loves smoking, would likely be experiencing \_\_\_\_\_ when they think about these two ideas.

1. attitudes
2. insufficient justification
3. dissonance
4. negative arousal
5. both C and D
6. B, C, and D

5. Which of the following is most likely to happen to a person who really likes their sociology professor, but who keeps skipping their sociology class.

1. They will maintain the same positive attitude toward their sociology professor, and continue to skip class.
2. They will develop an even more positive attitude toward their sociology professor, but continue to skip class.
3. They will develop a more negative attitude toward their sociology professor, and continue to skip class.
4. All of these.

6. Which of these is/are **true** of Festinger & Carlsmith’s “insufficient justification” study?

***Choose any number of answers for this question.***

1. The results supported the theory of cognitive dissonance.
2. The results supported the theory of insufficient justification.
3. The results showed that paying people $20 to tell a lie that the boring tasks of a study were really interesting will make those liars have a more positive attitude toward the tasks.
4. The results showed that paying people $1 to tell a lie that the boring tasks of a study were really interesting will make those liars have a more positive attitude toward the tasks.

7. A good way to define what “attitude” means to social psychologists is:

1. your overall demeanor or outlook on life.
2. a negative point of view about the world.
3. how you act toward a particular person, place, or thing.
4. your overall evaluation of something, ranging from negative to positive.

8. Why did the $20 participants in the Festinger and Carlsmith study not experience much dissonance?

1. because the tasks they did during the study, unlike the tasks given to the $1 participants, were actually fun and interesting, thus no real lie took place.
2. because they told the other participant in the waiting room that the tasks were boring and that they wouldn’t enjoy the study.
3. because they told the other participant in the waiting room that the tasks were interesting.
4. because even though they lied to the other participant about how interesting the tasks were, they had sufficient justification for doing so (i.e., because they received $20, which was a good deal of money).

9. Why did the $1 participants in the Festinger and Carlsmith study experience so much dissonance?

1. because $1 was insufficient justification for lying to another person.
2. because their attitude toward the peg-turning and spool tasks was actually positive.
3. because the researcher convinced them that the tasks were fun and interesting.
4. because their attitude toward the tasks in the study did not match their attitude toward lying.

1 – A

2 – C

3 – B

4 – E

5 – C

6 – A, D (*if you chose B, just know that there is no “theory” of insufficient justification. Insufficient justification is merely an example of why you might change your attitude, upon realizing that your attitude and behavior don’t align with each other.)*

7 – D

8 – D

9 - A