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Founder, MISSION GYAN**Chapter- 6 | Attitude and Social Cognition****Worksheet-1****Multiple Choice Questions**

1. Which type of learning occurs when a previously neutral stimulus becomes associated with a stimulus that naturally produces a response?  
(a) Operant conditioning (b) Classical conditioning  
(c) Observational learning (d) Latent learning
2. In Pavlov's experiment, the sound of the bell after conditioning became the:  
(a) Unconditioned stimulus (b) Conditioned stimulus  
(c) Unconditioned response (d) Conditioned response
3. Which of the following is an example of negative reinforcement?  
(a) Giving a child candy for doing homework  
(b) Removing a loud alarm when the seatbelt is fastened  
(c) Giving detention for being late  
(d) Adding extra chores for misbehavior
4. In operant conditioning, a stimulus that increases the probability of a behavior being repeated is called a:  
(a) Reinforcer (b) Punisher  
(c) Neutral stimulus (d) Unconditioned stimulus
5. Which schedule of reinforcement provides a reward after an unpredictable number of responses?  
(a) Fixed-ratio (b) Fixed-interval  
(c) Variable-ratio (d) Variable-interval
6. Learning that occurs without any obvious reinforcement and is not demonstrated until there is motivation to do so is called:  
(a) Latent learning (b) Classical conditioning  
(c) Shaping (d) Insight learning
7. In observational learning, the process of imitating a model's behavior after observing it is called:  
(a) Retention (b) Reproduction  
(c) Motivation (d) Acquisition

8. **Which of the following is an example of positive punishment?**  
(a) Turning off the television when a child misbehaves  
(b) Giving extra homework for disruptive behavior  
(c) Skipping dessert as a consequence for not eating vegetables  
(d) Removing video game privileges for bad grades
9. **In the context of learning, shaping involves:**  
(a) Gradually guiding behavior toward a desired goal through successive approximations  
(b) Presenting the unconditioned stimulus before the conditioned stimulus  
(c) Rewarding only spontaneous correct responses  
(d) Removing a stimulus to reduce behavior
10. **Which psychologist is most closely associated with operant conditioning?**  
(a) Ivan Pavlov  
(b) John Watson  
(c) B.F. Skinner  
(d) Albert Bandura

### Fill in the blanks :

11. The cognitive component of attitude is known as \_\_\_\_\_.
12. The tendency to favour one's own group over others is called \_\_\_\_\_.

### True / False

13. Attitudes can have multiple components.
14. Stereotypes are always based on personal experiences.

### Very Short Type Questions

15. What is meant by attribution?
16. Define stereotype.

### Short Type Questions

17. Differentiate between prejudice and discrimination.
18. What are the main components of attitude?

### Essay Type Questions

19. Elaborate on the sources and causes of prejudice.
20. How are attitudes formed? Explain with examples.

### HOTS

21. Gandhiji was once travelling by train in South Africa. Though he had a valid first-class ticket, he was thrown out by a white man because Gandhiji was coloured. Another time, he was not allowed to enter a hotel because he was not white. During those days, coloured people were not allowed to enter public places like restaurants and hotels. When Gandhiji wanted to meet a British officer, a white man asked him to go away saying, 'We will not allow a coolie to meet a white man.'
- i. What is the difference between prejudice and discrimination? Give examples from Gandhi's life as described.
- ii. Mention two possible sources of such prejudice.



## Chapter- 6 | Attitude and Social Cognition

### Worksheet-1 Answer & Solution

1. (a) He introduced the theory that inconsistency among beliefs causes internal discomfort, motivating attitude change.
2. (b) Prejudice is the affective part of attitude reflecting emotional response toward a group.
3. (d) A trustworthy and appealing communicator enhances persuasion.
4. (c) It refers to the thoughts or beliefs about an object or person.
5. (b) Prejudice is a negative preconceived opinion not based on reason or experience.
6. (b) We overemphasize dispositional factors and ignore situational influences.
7. (c) It causes tension leading to attitude or behaviour change.
8. (b) Attitudes predispose behaviour toward people, objects or ideas.
9. (c) Compliance is publicly acting in accord with social pressure.
10. (c) Negative expectations lead to behaviours that reinforce stereotypes.
11. **Cognition**- It refers to beliefs or thoughts about the attitude object.
12. **Ingroup bias**- It is the preference and affinity for one's own group.
13. **True**  
Attitudes comprise cognitive, affective, and behavioural elements.

14. **False**  
They may be formed from indirect sources like media and social norms.
15. Attribution is the process of assigning causes to behaviour. It can be internal (personality) or external (situational).
16. A stereotype is a fixed, overgeneralized belief about a particular group of people, ignoring individual differences.
17. Prejudice is a negative attitude toward a group; discrimination is the behaviour based on that attitude.

**Example:** Prejudice is believing women are less rational; discrimination is not hiring them.

#### 18. According to the ABC model:

A – Affective (feelings), B – Behavioural (actions), C – Cognitive (beliefs).

19. Prejudice arises from multiple social, cultural, and psychological sources. Key contributors include:

#### 1. Social Learning:

- Children learn prejudice by observing adults, peers, media, or societal norms.
- E.g., family members expressing bias can shape a child's outlook.

## 2. Scapegoating:

- People blame a less powerful group for their problems, deflecting personal responsibility. E.g., blaming immigrants for unemployment.

## 3. Stereotyping:

- Oversimplified beliefs about a group (e.g., "all men are aggressive") promote prejudice.
- Leads to generalisation without evidence.

## 4. Social Identity and Ingroup Bias:

- People derive self-esteem from group membership.
- This often leads to viewing outgroups negatively to maintain group superiority.

## 5. Self-fulfilling Prophecy:

- When people are treated according to stereotypes, they may unconsciously conform to them, reinforcing the stereotype. Prejudice is complex and deeply embedded, requiring awareness and education to overcome.

20. Attitudes are shaped by multiple experiences and social influences. The key processes include:

### 1. Classical Conditioning:

- Associating a neutral object with positive/negative stimuli.
- E.g., A student liking a subject because they like the teacher.

### 2. Operant Conditioning:

- Positive reinforcement strengthens attitudes.
- E.g., Praising a child for environmental

awareness reinforces eco-friendly values.

## 3. Observational Learning:

- Attitudes are learnt by watching role models (parents, peers). E.g., A child respecting elders after watching respectful behaviour at home.

## 4. Personal Experience:

- o Direct positive or negative encounters shape long-lasting attitudes. E.g., A traumatic hospital experience may lead to a negative attitude toward doctors.

## 5. Mass Media Influence:

- Advertisements, films, and news heavily influence public attitudes (e.g., towards gender roles or mental health). Attitudes are thus not innate but formed through social, emotional, and cognitive processes.

21. (i) Prejudice is a biased attitude, while discrimination is behaviour based on that attitude.

**Example:** Calling Gandhiji a 'coolie' reflects prejudice; throwing him off the train or denying hotel entry reflects discrimination.

(ii) Two sources:

1. **Social Learning** – Racism passed down through families or culture.
2. **Ingroup Bias** – Whites favoured their own group, seeing non-whites as inferior.