

## CHAPTER-7 | Social Influence and Group Processes

QUIZ  
PART-01

1. Social influence refers to:  
A. Internal personality traits only  
B. The ways individuals change behavior to meet social demands  
C. Biological instincts  
D. Independent decision-making without context (B)

**Explanation:** Social influence involves modifying behavior to fit the requirements of a social environment.

2. A group is best defined as an organized system of individuals who:  
A. Compete without any goals  
B. Interact, are interdependent, and share common motives  
C. Gather temporarily without structure  
D. Avoid interaction and goals (B)

**Explanation:** A group is formed when individuals interact, depend on each other, and pursue shared goals.

3. Which feature of a group reflects attraction among its members?  
A. Interaction  
B. Norms  
C. Cohesiveness  
D. Shared goals (C)

**Explanation:** Cohesiveness measures the strength of attraction that holds group members together.

4. A crowd differs from a group because it is:  
A. Highly structured and organized  
B. Characterized by interdependence  
C. Temporary, unorganized, and influenced by anonymity  
D. Built on common motives and norms (C)

**Explanation:** Unlike groups, crowds lack structure and organization, often leading to mob behavior.

5. An audience is typically:  
A. Active and highly interactive  
B. Passive observers of an event  
C. Temporary and unorganized  
D. Independent and goal-driven (B)

**Explanation:** Audiences passively observe performances or events, though their presence may affect the performer.

6. Which of the following is NOT a characteristic of effective teams?  
A. Trust  
B. Communication  
C. Anonymity  
D. Leadership (C)

**Explanation:** Effective teams require trust, communication, leadership, and coordination—not anonymity.

7. Which factor explains why people join groups to reduce insecurity?  
A. Status  
B. Self-esteem  
C. Security  
D. Psychological needs (C)

**Explanation:** Groups provide members with a sense of security by reducing feelings of vulnerability.

8. Membership in a group enhances self-worth, reflecting which factor?  
A. Status  
B. Goal achievement  
C. Self-esteem  
D. Psychological needs (C)

**Explanation:** Groups improve self-worth and confidence, fulfilling the self-esteem motive.

9. Which of the following is an example of a team rather than just a group?  
A. Audience at a concert  
B. Sports team  
C. People waiting at a bus stop  
D. Crowd at a rally (B)

**Explanation:** A team has shared goals, role differentiation, and high interdependence, as in sports teams.

10. According to the text, groups provide recognition and \_\_\_\_\_.  
A. Structure  
B. Independence  
C. Status  
D. Conflict (C)

**Explanation:** Groups confer status and recognition, motivating individuals to join and participate.