

# Management Managerial Psychology Exam

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## 1. Managerial Psychology Exam

- Part I. Multiple-Choice Questions
- Part II. Short Questions

## 4. Chapter: Part I. Multiple-Choice Questions

### 1. Part I. Multiple-Choice Questions Questions

#### 4.1.1. The idea that expectations influence perceptions is

Author: Dan Ariely

The idea that expectations influence perceptions is

Please choose only one answer:

- Apparent when we consider our ability to perceive objects very fast.
- Due to the interplay between short and long term memory.
- Means that we see and hear what we expect to see and hear.
- Creates the phenomenon of false memories.

Check the answer of this question online at QuizOver.com:

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#### 4.1.2. Which one of the following is not a self-control problem?

Author: Dan Ariely

Which one of the following is not a self-control problem?

Please choose only one answer:

- Difficulty to commit to a diet
- Difficulty to commit to saving
- Lack of investment in education
- Procrastination

Check the answer of this question online at QuizOver.com:

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### 4.1.3. Which of these statements is not correct about long term memory?

Author: Dan Ariely

Which of these statements is not correct about long term memory?

Please choose only one answer:

- The information and its source are stored separately.
- We are sometimes able to keep information for a very long time.
- Long term memory can be instrumental in helping us construct new memories.
- Long term memory links us with our past.

Check the answer of this question online at QuizOver.com:

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#### 4.1.4. The standard normal distribution

Author: Dan Ariely

The standard normal distribution

Please choose only one answer:

- Approaches the binomial distribution as the sample size increases.
- Has mean 0 and standard deviation 1.
- Has a median that is different from its mean and mode.
- Is symmetric but with two modes.

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#### 4.1.5. In general, people are more likely to seek out information that

Author: Dan Ariely

In general, people are more likely to seek out information that

Please choose only one answer:

- Forms an exception to their current theory.
- Expands their knowledge to make a fully informed decision
- Confirms their hypothesis
- Increases the external validity of their observation.

Check the answer of this question online at QuizOver.com:

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#### 4.1.6. According to Martin Gardner, which are the ways in which the pseudo...

Author: Dan Ariely

According to Martin Gardner, which are the ways in which the pseudo-scientist's paranoid tendencies are likely to be exhibited? (Check all that apply.)

Please choose only one answer:

- He considers himself a genius.
- He believes himself unjustly persecuted and discriminated against.
- He regards his colleagues as ignorant blockheads.
- He is incompetent in any field of science.
- He often has a tendency to write in complex jargon.

Check the answer of this question online at QuizOver.com:

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#### 4.1.7. Among many possible effects that could have caused the findings in ...

Author: Dan Ariely

Among many possible effects that could have caused the findings in Pennebaker et. al. (1979), which particular confound did the authors specifically mention in their paper?

Please choose only one answer:

- Alcohol consumption
- Unclear judgment of attractiveness
- Mere exposure
- Change of people in the crowd
- They didn't mention any particular problem.

Check the answer of this question online at QuizOver.com:

Question: [Among many possible effects that could have by Prof. Dan Ariely](#)

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4.1.8. The equation  $P(B|A) = P(B)$  is true if the two events, A and B, are

Author: Dan Ariely

The equation  $P(B|A) = P(B)$  is true if the two events, A and B, are

Please choose only one answer:

- Equal
- Disjoint
- Independent
- Conditional
- Very unlikely

Check the answer of this question online at [QuizOver.com](http://www.quizover.com):

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#### 4.1.9. Thomas Gilovich argues that optimism and high levels of self-confid...

Author: Dan Ariely

Thomas Gilovich argues that optimism and high levels of self-confidence

Please choose only one answer:

- Can result from unconscious implantations of false memories.
- Are dysfunctional adaptations to difficult environments.
- May reflect biased and self-serving beliefs.
- Are useful mechanisms of adaptation to competitive situations.
- Are common among high performing individuals with high levels of self-esteem.

Check the answer of this question online at QuizOver.com:

Question: [Thomas Gilovich argues that optimism and by Prof. Dan Ariely @MIT](#)

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#### 4.1.10. Which of the following situation is not relevant or false for a bin...

Author: Dan Ariely

Which of the following situation is not relevant or false for a binomial setting?

Please choose only one answer:

- The probability for success is the same for all observations.
- There are a fixed number of observations.
- The observations have to be dependent.
- We only have two different categories for the observations.

Check the answer of this question online at QuizOver.com:

Question: [Which of the following situation is not by Prof. Dan Ariely @MIT](#)

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#### 4.1.11. Although there were relatively fewer students pursuing Computer Sci...

Author: Dan Ariely

Although there were relatively fewer students pursuing Computer Science and Engineering, Kahneman and Tversky (1972) found that Tom W., described as a dull but highly competent graduate student, was more likely to be a student of Computer Science and Engineering than other more popular disciplines e.g. Social Sciences and Medicine. This finding is consistent with the use of which decisional heuristic in making judgments under uncertainty?

Please choose only one answer:

- Availability
- Representativeness
- Illusory Correlation
- Concreteness
- Anchoring

Check the answer of this question online at QuizOver.com:

Question: [Although there were relatively fewer students by Prof. Dan Ariely](#)

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#### 4.1.12. Emotions are not

Author: Dan Ariely

Emotions are not

Please choose only one answer:

- Fast
- Triggered automatically
- Transitory
- The main cause of behavior

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Question: [Emotions are not by Prof. Dan Ariely @MIT Massachusetts Managerial](#)

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#### 4.1.13. The dialog between the dianetic therapist and the patient in Martin...

Author: Dan Ariely

The dialog between the dianetic therapist and the patient in Martin Gardner's chapter "Dianetics" has a lot in common with

Please choose only one answer:

- The dialogs between patients and their therapists who help them to recover memories of alien abduction.
- The dialogs between mediums communicating with clients' dead loved ones and the clients.
- A and B
- None of the above.

Check the answer of this question online at QuizOver.com:

Question: [The dialog between the dianetic therapist by Prof. Dan Ariely @MIT](#)

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## 4. Chapter: Part II. Short Questions

### 1. Part II. Short Questions Questions



4.1.1. If you toss 6 coins and you get 5 heads. What is the probability of...

Author: Dan Ariely

If you toss 6 coins and you get 5 heads. What is the probability of this event? Would you say that the coin is more likely to fall on head (Yes/No)?

Check the answer of this question online at QuizOver.com:

Question: [If you toss 6 coins and you get 5 heads by Prof. Dan Ariely @MIT](#)

Flashcards:

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#### 4.1.2. Based on the Alien abduction paper (Clancy et. al. 2002), what are ...

Author: Dan Ariely

Based on the Alien abduction paper (Clancy et. al. 2002), what are the psychological mechanisms that can cause people to believe in alien abduction?

Check the answer of this question online at QuizOver.com:

Question: [Based on the Alien abduction paper Clancy by Prof. Dan Ariely @MIT](#)

Flashcards:

<http://www.quizover.com/flashcards/based-on-the-alien-abduction-paper-clancy-by-prof-dan-ariely-mit?pdf=1505>

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