

考試科目	社會和性格 心理學	系所別	心理系 社會與人格組 工業與組織組	考試時間	2月18日(一)第4節
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### Social Psychology (50%)

#### I. Explain the following terms (25%):

1. minority influence
2. inoculation hypothesis
3. group polarization
4. the two-stage model of the attraction process (Byrne et al., 1986)
5. culture of honor

#### II. Essay (25%)

1. According to the elaboration likelihood model, what should you do if you want to persuade your friend to vote for the candidate that you like? Please try your best to demonstrate your understanding of this model and its persuasion processes. (15%)
2. There are some mechanisms demonstrate that people try to enhance or maintain positive self-evaluation, please point out at least three, and explain how they work. (10%)

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註

- 一、作答於試題上者，不予計分。
- 二、試題請隨卷繳交。

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**Personality Psychology (50%)**

**III. Explain the following term: (35%)**

1. personal construct theory
2. deficiency motive
3. surface traits vs. source traits
4. archetypes
5. striving for superiority
6. optimal experience
7. possible selves

**IV. Essay: (15%)**

1. Does Culture Affect our Personality? Please discuss this issue from the perspectives of Rogers' humanistic approach and Behavioral/social learning theory. (15%)



備註	一、作答於試題上者，不予計分。 二、試題請隨卷繳交。
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