1. ____________________________, a research psychologist at Stanford University, proposed the highly influential and now famous theory of _________________________________.
   a. What is cognitive dissonance?
   b. Festinger contended that changes in attitudes and opinions will be _________________________________.

2. What were the three different groups that were part of Festinger’s study?

3. What was the main result/finding of the study?

4. Complete the chart below using the information from the bottom of page 187.

<table>
<thead>
<tr>
<th>Attitude-discrepant behavior</th>
<th>Sufficient justification for behavior</th>
</tr>
</thead>
<tbody>
<tr>
<td>Attitude-discrepant behavior</td>
<td>Insufficient justification for behavior</td>
</tr>
</tbody>
</table>

5. What are the four steps outlined by Cooper and Fazio (1984) necessary for an attitude change to occur through cognitive dissonance?
   a. 
   b. 
   c. 
   d. 

6. True or false (circle one): In addition to cognitive dissonance, persuasion is another process that can be responsible for changes in opinions and attitudes.

7. Which of the recent applications of cognitive dissonance did you find to be the most interesting? Explain why.