

## Cognitive Dissonance HWs

Your readings are from **Opening Skinner's Box**

HW #1: Read pgs. 113-121 and complete the following:

1. What did the Minnesota cult believe?
2. How did Festinger study the cult?
3. How did the cult interpret prank phone calls and a mysterious piece of tin on the floor?
4. How did the cult respond when their prediction did not come true?
5. Briefly, in a sentence or two, explain how each of the following contributes to our understanding of cognitive dissonance:
  - a. lying for \$1 vs. \$20
  - b. Converting American soldiers to communism using bit of rice or a small piece of candy.
  - c. Hazing freshman severely as part of their initiation into a fraternity.
6. Tell the story of Linda Santo.

HW #2: Read pgs. 123-131 and complete the following:

1. Recount stories of Linda's daughter healing others.
2. Why won't the daughter heal the mother, according to the mother?
3. Explain the possible difference between the American and East Asian brain in terms of cognitive dissonance, according to Lieberman.
4. What other evidence supporting Audrey's special nature is discovered through the author's conversation with the dermatologist?
5. How does the author directly test Audrey's healing power?