

Name: \_\_\_\_\_ Date: \_\_\_\_\_

1. Irrational and chaotic is to the \_\_\_\_\_ as rational and reality-oriented is to the \_\_\_\_\_.
  - A) id; ego
  - B) id; superego
  - C) ego; superego
  - D) superego; id
  
2. Serena's psychologist asked her to look carefully at several ambiguous images and say what she sees in the images. Serena's psychologist is using what kind of personality test?
  - A) a graphology test
  - B) a projective test
  - C) a personality type inventory
  - D) a self-report inventory
  
3. The research study described in your text tested the ability of graphologists to discriminate among people in different occupations because graphologists claim to have special expertise in the area of:
  - A) predicting which job applicant will prove to be successful in a particular occupation.
  - B) predicting people who are most likely to have accidents.
  - C) predicting a job applicant's level of achievement motivation.
  - D) predicting the likelihood that a person will behave honestly.
  
4. Which of the following psychoanalytic ideas has NOT been supported by empirical research?
  - A) Much of mental life is unconscious.
  - B) Children predictably progress through the oral, anal, phallic, latency, and genital psychosexual stages.
  - C) Early childhood experiences are important to adult relationships and personality development.
  - D) Some people are better than others at controlling their impulses and directing their energies toward socially acceptable ends.

5. Dylan wishes to apply the research on “possible selves” to help him become more motivated in college. As a first step, he should:
  - A) go to the student counseling center and ask to take the 16PF.
  - B) recognize and nurture his repressed actualizing tendency.
  - C) become consciously aware of the possible selves that he already holds and evaluate their effect on him.
  - D) choose heroic figures from films and novels as models for his future possible selves.
  
6. Six months after the divorce was finalized, Morgan continued to refer to Eric as her “husband” rather than as her “ex-husband.” This would be an example of denial.
  - A) True
  - B) False
  
7. Hans Eysenck's trait theory is the most widely accepted theory of personality today.
  - A) True
  - B) False
  
8. According to Freud, the newborn's personality is completely dominated by the ego.
  - A) True
  - B) False
  
9. The Sixteen Personality Factor Questionnaire (16PF) is based on Raymond Cattell's model of personality traits.
  - A) True
  - B) False
  
10. One strength of Freud's psychoanalytic theory is that key motives, like libido, Thanatos, and Eros, can be operationally defined and easily measured.
  - A) True
  - B) False
  
11. Your \_\_\_\_\_ is defined as your unique and relatively consistent pattern of thinking, feeling, and behaving.
  - A) self-concept
  - B) archetype
  - C) possible self
  - D) personality

12. According to Sigmund Freud, the newborn infant is motivated by:
- A) the superego.
  - B) the pleasure principle.
  - C) the reality principle.
  - D) basic anxiety.
13. Latency is to \_\_\_\_\_ as reaction formation is to \_\_\_\_\_.
- A) psychosexual stage; ego defense mechanism
  - B) ego defense mechanism; psychosexual stage
  - C) conscious; unconscious
  - D) unconscious; conscious
14. The actualizing tendency is to \_\_\_\_\_ as striving for superiority is to \_\_\_\_\_.
- A) Abraham Maslow; Carl Jung
  - B) Alfred Adler; Karen Horney
  - C) Carl Rogers; Alfred Adler
  - D) Carl Jung; Carl Rogers
15. According to the \_\_\_\_\_ perspective, people would instinctively choose positive, constructive behaviors if the restrictions of society were loosened.
- A) psychoanalytic
  - B) social cognitive
  - C) humanistic
  - D) trait
16. According to Carl Rogers, most psychological problems result from:
- A) unconscious conflicts.
  - B) experiencing conditional positive regard, rather than unconditional positive regard.
  - C) basic anxiety and the formation of an inferiority complex.
  - D) prolonged exposure to unconditional positive regard, rather than conditional positive regard.
17. According to \_\_\_\_\_ and the \_\_\_\_\_ theory, personality and behavior is the end result of the interaction among cognitive, behavioral, and environmental factors.
- A) Hans Eysenck; trait
  - B) Sigmund Freud; psychoanalytic
  - C) Carl Rogers; humanistic
  - D) Albert Bandura; social cognitive

18. Rose was given a new computer by her children on her birthday. However, she has never turned it on, because she doesn't think she will be able to learn how to use it. How would Albert Bandura explain Rose's behavior?
- A) Rose is very low in Factor 3, Openness to Experience.
  - B) Rose's beliefs of self-efficacy are very weak in regards to learning how to use a computer.
  - C) Being able to use a computer is incompatible with Rose's ISFP (introverted, sensing, feeling, and perceiving) personality type.
  - D) Because of her basic anxiety, Rose is using a psychological defense mechanism called denial.
19. Which of the following is a strength of the social-cognitive perspective as compared to the other perspectives on personality?
- A) It provides insights into unconscious influences, motives, and conflicts.
  - B) It helps explain many seemingly irrational aspects of human behavior.
  - C) Its strength is that it works best in controlled laboratory research rather than complicated real life settings.
  - D) Its key ideas can be operationally defined, measured, and empirically tested.
20. Zelda describes herself as shy, hardworking, compassionate, and organized. Zelda's analysis of her own personality is most similar to which perspective on personality?
- A) trait
  - B) psychoanalytic
  - C) social cognitive
  - D) humanistic
21. The five-factor model of personality describes personality in terms of:
- A) psychoticism, stability, extraversion, neuroticism, and conscientiousness.
  - B) extraversion, introversion, psychoticism, agreeableness, and conscientiousness.
  - C) extraversion, emotional stability, openness to experience, agreeableness, and conscientiousness
  - D) neuroticism, extraversion, openness to experience, agreeableness, and conscientiousness.
22. According to findings in the field of behavioral genetics:
- A) personality is almost entirely determined by environmental factors, with little contribution from genetic influences.
  - B) personality is almost entirely determined by genetic factors, with little contribution from environmental factors.
  - C) an individual's personality is largely determined by emergent traits that tend to run in families.
  - D) both genes and environmental factors influence some personality traits.

23. The \_\_\_\_\_ is a self-report inventory that is based upon research by Raymond Cattell.
- A) 16PF (Sixteen Personality Factor Questionnaire)
  - B) CPI (California Personality Inventory)
  - C) TAT (Thematic Apperception Test)
  - D) MMPI (Minnesota Multiphasic Personality Inventory)
24. In his career counseling practice, Dr. Tremaine uses a personality test called the Myers-Briggs Type Indicator (MBTI). This test differs from other self-report inventories, such as the MMPI, CPI, and 16PF, in that:
- A) the results can be applied to accurately determine the best vocational choice and predict future occupational success for an individual.
  - B) it has high reliability and validity, and test results are consistent on different test-taking occasions.
  - C) it is designed to measure personality types rather than personality traits, and suffers from validity and reliability problems.
  - D) it is designed to assess unconscious motives, conflicts, psychological defenses, and personality traits.
25. Ricki is a teenager in a small Midwestern city who dreams of moving to New York and becoming a successful actress. According to *Enhancing Well-Being with Psychology*, it is likely that because of Ricki's "possible self" she will \_\_\_\_\_ in high school.
- A) develop an inferiority complex
  - B) take acting and voice lessons
  - C) develop a superiority complex
  - D) have very low self-esteem
26. Before Mark had even heard the details of how Allison's car accident had happened, he commented, "Allison is so absentminded, I'm sure it happened because she was probably talking on her cell phone and not paying attention." Mark's response illustrates an attributional pattern called:
- A) blaming the victim.
  - B) the self-effacing bias.
  - C) the rule of reciprocity.
  - D) diffusion of responsibility.
27. Mrs. Lovejoy thinks that all teenagers are reckless, promiscuous, irresponsible delinquents. Mrs. Lovejoy appears to be associating qualities that are unrelated to the objective criteria that define this particular age group. This example illustrates:
- A) stereotyped thinking.
  - B) the rule of reciprocity.
  - C) prosocial thinking.
  - D) cognitive dissonance.

28. When people experience an unpleasant state of psychological tension resulting from two inconsistent thoughts or perceptions, they are said to be experiencing:
- A) diffusion of responsibility.
  - B) normative social influence.
  - C) cognitive dissonance.
  - D) the stereotype threat.
29. When Ainslie did poorly on the physics midterm exam, she blamed her low score on the unfair exam and the lousy professor. But when the final grades in the course were curved and she received an A-, she concluded that she had a real talent and mental capacity for logical scientific thinking. This example illustrates:
- A) the fundamental attribution error.
  - B) hindsight bias.
  - C) blaming the victim.
  - D) the self-serving bias.
30. As a student majoring in psychology, Hannah is interested in how we form impressions of other people, how we interpret the meaning of other people's behavior, and how our behavior is affected by our attitudes. Hannah's interest most closely resembles an area of social psychology called:
- A) social influence.
  - B) ethnocentrism.
  - C) prosocial behavior.
  - D) social cognition.
31. In a follow-up questionnaire, more than half of the participants in Milgram's obedience experiments reported that they were "sorry to have been in the experiment" because they felt badly about having inflicted so much pain on the learner.
- A) True
  - B) False
32. Physical appearance cues play an important role in person perception, and the implicit personality theory that most people have for attractive people is particularly influential.
- A) True
  - B) False

33. Although the two dual-layer DVD players were almost identical in price and features, once Noah had selected the SuperSonic DVD player he increased his positive evaluation of that player and decreased his evaluation of the other DVD player he had been considering. This is an example of cognitive dissonance.
- A) True
  - B) False
34. Both deliberate and automatic thought processes influence our impressions, especially our first impression, of other people.
- A) True
  - B) False
35. You are *more* likely to conform to group norms when you are facing a unanimous majority of four or five people.
- A) True
  - B) False
36. The front page of the newspaper has a story about a man wearing a clerical collar who robbed several people in their homes and escaped. That the victims readily allowed this trustworthy-looking man to enter their home shows the potential disadvantages of relying on:
- A) informational social influence.
  - B) the rule of reciprocity.
  - C) normative social influence
  - D) the process of social categorization.
37. As you slowly inch your way toward the intersection, you finally see the auto accident that was stalling traffic. As you look at the two drivers standing by their crumpled cars, you think to yourself, "They probably had the accident because they're careless drivers." Your thinking reflects which of the following concepts?
- A) hindsight bias
  - B) implicit cognition
  - C) the self-serving bias
  - D) the fundamental attribution error.
38. Which of the following is a fairly common attributional bias?
- A) hindsight bias
  - B) the in-group bias
  - C) the "feel good, do good" effect
  - D) diffusion of responsibility

39. Howard explained the low evaluation he received on his job performance review by saying that his boss was a jerk and had it in for him. Howard appears to be:
- A) using hindsight bias.
  - B) experiencing cognitive dissonance.
  - C) using the self-serving bias.
  - D) making the fundamental attribution error.
40. Researchers Michael Morris and Kaiping Peng compared Chinese versus American newspaper reports of two different mass murders. Morris and Peng found that:
- A) the Chinese reporters were more likely than the American reporters to emphasize personal, internal attributes in explaining the actions of the murderer, such as the person's "bad temper" or "history of being mentally unstable."
  - B) Chinese and American reporters both tended to emphasize situational, external factors in explaining the behavior of each murderer.
  - C) if the murderer was of the same nationality as the reporter, the reporter was much more likely to blame the victim because of hindsight bias.
  - D) American reporters were more likely than the Chinese reporters to emphasize personal, internal attributes in explaining the actions of the murderer, such as the person's "bad temper" or "history of being mentally unstable."
41. Jeff strongly believes that endangered species should be protected. After conducting a job search he is offered a job with a company that intends to develop a parcel of land, destroying one of the few remaining habitats of an endangered species of earthworm. Which of the following circumstances would make it more likely that Jeff would behave in accordance with his attitude and refuse the job offer?
- A) Jeff's parents tell him to take the job.
  - B) The job pays a high salary and offers valuable experience.
  - C) Jeff knows a great deal about the endangered earthworm species.
  - D) Jeff does not feel very strongly about earthworms, endangered or otherwise.
42. Cognitive dissonance occurs when:
- A) conflicting implicit and explicit cognition occurs at the same time.
  - B) two thoughts or perceptions are inconsistent, and an unpleasant psychological tension results.
  - C) we use internal, personal attributions, rather than external, situational attributions, to explain our own behavior.
  - D) we overestimate the extent to which we could have predicted or foreseen the outcome of an event after it occurred.

43. When Susan learned that infants in Mayan families in Guatemala often sleep in their mother's bed until the child is two or three years old, she expressed her surprise that the Mayan culture was so “backward” compared to American culture. Susan's views are a good example of \_\_\_\_.
- A) hindsight bias
  - B) blame the victim
  - C) ethnocentrism
  - D) an implicit personality theory
44. The Robbers Cave Experiment showed that an effective way to reduce prejudice and tension between members of different groups was to:
- A) create a situation in which members of different groups cooperate to achieve a common goal.
  - B) set up competitive situations in which members of different groups can demonstrate their expertise.
  - C) provide opportunities for members of different groups to socialize.
  - D) force members of different groups to have contact with one another in a stressful situation, in this case being trapped in a cave.
45. Normative social influence results from people's desire to:
- A) reduce cognitive dissonance.
  - B) be correct and have accurate information.
  - C) be liked and accepted by others.
  - D) avoid the fundamental attribution error.
46. In Milgram's original experiment:
- A) the “learner” was given actual electric shocks, some of them very severe, by the “teacher” during the course of the experiment.
  - B) the “teacher” was allowed to decide which level of shock, if any, to administer to the “learner.”
  - C) the subject assigned to the “teacher” role was given a sample electric shock at the 45-volt level.
  - D) the “learner” was allowed to leave once the level of shock administered by the “teacher” became too painful.
47. In Milgram's original obedience experiment, how many of the participants remained obedient to the very end of the experiment, administering the full 450 volts to the learner?
- A) none (0 percent)
  - B) 14 out of 40 (35 percent)
  - C) 6 out of 40 (15 percent)
  - D) 26 out of 40 (65 percent)

48. Diffusion of responsibility:
- A) contributes to an explanatory pattern called blaming the victim.
  - B) is one of the key reasons that bystanders will help a stranger.
  - C) was the tactic used to reduce the hostility between the two groups of boys at Robbers Cave State Park.
  - D) plays a key role in explaining the bystander effect.
49. Which of the following was one of the factors that seemed to help explain why no one helped Kitty Genovese?
- A) Each bystander thought that he or she was the only witness to the crime that was occurring.
  - B) Some of the bystanders interpreted the situation as a lovers' quarrel or a domestic dispute.
  - C) The bystanders were experiencing apathy, a phenomenon that happens due to the alienation and depersonalization of life in a big city.
  - D) The bystanders were displaying a form of ethnocentrism.
50. Many fund-raising organizations send free, personalized return address labels to people as part of their strategy to get people to donate money to their particular organization. This persuasion strategy is an example of \_\_\_\_\_.
- A) the rule of commitment
  - B) the foot-in-the-door technique
  - C) the rule of reciprocity
  - D) the “feel good, do good” effect
51. Dr. García and her colleagues have done extensive research into the effects of life events on health and well-being. She is most likely to conclude that:
- A) undesirable events are significant sources of stress, but change in itself is not necessarily stressful.
  - B) people's cognitive appraisal of events is unrelated to their level of stress.
  - C) positive and negative life events are equal in their contribution to levels of stress experienced.
  - D) positive life events such as getting engaged, finding a job, or taking a vacation have a greater cumulative effect on stress levels than do negative life events such as divorce, death of a spouse, or losing a job.

52. During their third year at college, Tammy and Timothy both lost their part-time jobs in the library due to funding cutbacks. Tammy was mildly disturbed, shrugged her shoulders, and said she'd soon get another job. Timothy was distraught and believed he might have to quit college. Their different reactions to the same stressful event emphasizes the importance of:
- A) their respective cognitive appraisals of the event.
  - B) gender differences in response to stressors.
  - C) cultural differences in response to stressors.
  - D) quantifying major life events in terms of life change units.
53. Psychological research has consistently shown that having a sense of control over a stressful situation \_\_\_\_\_ the impact of stressors and \_\_\_\_\_ feelings of anxiety and depression.
- A) increases; increases
  - B) reduces; increases
  - C) increases; reduces
  - D) reduces; decreases
54. Although it is obvious to most of Bernie's friends and family that he drinks too much, his wife Betsy refuses to admit that he has a drinking problem. She insists that he is a moderate drinker who has the occasional glass of red wine for medicinal purposes. In this situation it is possible that Betsy is using an emotion-focused coping strategy called:
- A) wishful thinking.
  - B) escape-avoidance.
  - C) denial.
  - D) distancing.
55. The body system that produces specialized white blood cells that defend the body from viruses, bacteria, and tumor cells is called the \_\_\_\_\_ system.
- A) sympathetic nervous
  - B) endocrine
  - C) immune
  - D) parasympathetic nervous
56. Catecholamines are specialized cells produced by the immune system that protect the body from viruses, bacteria, and tumor cells.
- A) True
  - B) False

57. Psychologists and other scientists are cautious in the statements they make about the connections between personality and health because of the correlational nature of much of the research and the difficulty in determining causality.
- A) True
  - B) False
58. According to Martin Seligman, the characteristic way in which people explain negative events can have a significant impact on physical health.
- A) True
  - B) False
59. Social isolation, and the lack of a social relationship network, are positively related to physical well-being and good psychological health.
- A) True
  - B) False
60. Compared to individualistic cultures, people in collectivistic cultures tend to cope with stressful events by emphasizing control over their emotional reactions and acceptance of the situation.
- A) True
  - B) False
61. The relationship between psychological factors and illness, stress, and coping are all topics that are studied in the field of \_\_\_\_\_, which is guided by the \_\_\_\_\_ model.
- A) health psychology; psychoneuroimmunology
  - B) health psychology; biopsychosocial
  - C) behavioral medicine; psychoneuroimmunology
  - D) behavioral medicine; general adaptation
62. Brenda forgot to set her alarm clock, overslept, missed her train, and was late to work. When she got to her office, she realized that she'd left the power adapter for her laptop at home. By afternoon, Brenda had a mountain of work on her desk and a tension headache. Brenda's high level of stress:
- A) is due to her Type B behavior pattern.
  - B) can best be explained as the cumulative effect of daily hassles.
  - C) can best explained by the social contagion effect.
  - D) is due to the release of the hormone oxytocin by the adrenal medulla.

63. \_\_\_\_\_ is to acute stress as \_\_\_\_\_ is to prolonged stress.
- A) The fight-or-flight response; the general adaptation syndrome
  - B) The general adaptation syndrome; the fight-or-flight response
  - C) Psychoneuroimmunology; health psychology
  - D) Health psychology; psychoneuroimmunology
64. Walter Cannon identified an endocrine pathway involving \_\_\_\_\_ in the stress response, and Hans Selye identified an endocrine pathway involving \_\_\_\_\_ in the stress response.
- A) the release of adrenocorticotrophic hormone (ACTH); secretion of adrenaline and noradrenaline
  - B) the adrenal cortex; the adrenal medulla
  - C) the adrenal medulla; the adrenal cortex
  - D) the release of corticosteroids; the secretion of catecholamines
65. Psychologist Janice Kiecolt-Glaser is known for:
- A) describing the endocrine system pathways involved in response to chronic stress.
  - B) research demonstrating that even minor stressors, such as taking exams, can reduce the effectiveness of immune system functioning.
  - C) explaining why women exhibit the “tend-and-befriend” response rather than the “fight-or-flight” response when threatened.
  - D) her research on classically conditioning the immune system, which helped establish the interdisciplinary field of psychoneuroimmunology.
66. Investigating the relationship between stress and susceptibility to the common cold, psychologist Sheldon Cohen and his colleagues found that:
- A) it is a myth that stress is associated with greater susceptibility to the common cold and respiratory infections.
  - B) when people are under chronic or long-term stress, their immune system functioning responds strongly, reducing susceptibility to the common cold and other infections.
  - C) the higher a person's level of stress, the higher the rate of respiratory infections and colds.
  - D) those with a pessimistic explanatory style are more susceptible to the common cold than those with an optimistic explanatory style.
67. According to Martin Seligman, people who use stable, internal, and global explanations for negative events:
- A) have a strong immune system response to stress, with high levels of lymphocytes, T-cells, and helper T cells.
  - B) have an optimistic explanatory style.
  - C) are prone to the stress contagion effect.
  - D) have a pessimistic explanatory style.

68. The most damaging component of the Type A behavior pattern appears to be:
- A) time urgency and impatience.
  - B) lack of personal control.
  - C) hostility.
  - D) competitiveness.
69. Research has generally found that people who have many friends, a large social network, and frequent contact with others are:
- A) more likely to get sick because they are exposed to more germs than people who have few social contacts.
  - B) less likely to develop a serious illness than people who have few contacts with others.
  - C) more likely to develop a serious illness because they experience more daily hassles as a result of the demands involved in having a large social networks
  - D) more likely to experience the stress contagion effect and have lower resistance to infections, and a higher incidence of cardiovascular disease and stroke.
70. Which of the following statements regarding gender differences in the effects of social support is TRUE?
- A) Men with few or no social contacts are less likely to suffer negative effects than women with few or no social contacts.
  - B) Men are more likely to be distressed by negative events that happen to their friends and relatives, while women are more likely to be distressed only by negative events that happen to their husbands and children.
  - C) The health benefits of being married are greater for women than they are for men.
  - D) Women are more likely to suffer from the stress contagion effect.
71. According to the textbook's suggestions for providing effective social support, you are most likely to be perceived as helpful if you:
- A) pretend to be cheerful and downplay the other person's situation by saying something like, "I wouldn't worry about it because I'm sure everything will turn out okay."
  - B) talk about yourself and problems you have experienced in the past.
  - C) tell the person, "I know exactly how you feel."
  - D) ask questions in a way that encourages the other person to express his or her feelings and emotions.

72. Wesley and Jonathan have just been informed that the corporation they work for has been bought, their jobs have been eliminated, and they are both being laid off. Jonathan immediately begins to work on his resume, while Wesley heads for the nearest bar and spends the evening drinking with his buddies. Jonathan's coping style can be described as \_\_\_\_\_, but Wesley's coping style can be described as \_\_\_\_\_.
- A) problem-focused; distancing
  - B) emotion-focused; seeking social support
  - C) problem-focused; escape-avoidance
  - D) emotion-focused; escape-avoidance
73. Which of the following are the four emotion-focused coping strategies discussed in your textbook?
- A) planful problem solving, confrontive coping, and seeking social support
  - B) seeking social support, denial, distancing, and planful problem solving
  - C) denial, distancing, seeking social support, and positive reappraisal
  - D) confrontive coping, denial, distancing, and positive reappraisal
74. As compared to members of individualistic cultures, members of collectivistic cultures are more likely to \_\_\_\_\_ to cope with stress.
- A) seek social support and use emotion-focused coping strategies
  - B) resort to confrontive coping and planful problem solving
  - C) seek social support and use problem-focused coping strategies
  - D) assume personal responsibility and use multiple coping strategies
75. You know that your friend Jeffrey's wife has left him and that his company has just been bought out by a big corporation, meaning that his job is in jeopardy. You stop over at Jeffrey's apartment after work one evening and notice that he is gulping coffee and chain-smoking cigarettes. He explains that the stress is getting to him and that he's had trouble sleeping. Because you've read the advice in "Minimizing the Effects of Stress," you know that common stimulants like nicotine and caffeine:
- A) will probably make Jeffrey feel better, because they can temporarily relieve stress.
  - B) can help Jeffrey compensate for the sleep deprivation that he's experiencing.
  - C) should be avoided, because they cause physiological arousal and will only increase his feelings of nervousness and stress.
  - D) can reduce feelings of anxiety and depression, which explains why they are commonly used by people who are under a great deal of stress.