

EXAM 3 pool Spring 2016 GENERAL PSYCHOLOGY

Multiple Choice

Identify the choice that best completes the statement or answers the question.

1. Gender is to _____ as sex is to _____.

a.	XX; XY
b.	genetic; biological
c.	biological; genetic
d.	biological; psychosocial
e.	psychosocial; biological

2. The psychological experience of being female or male is called one's:

a.	gender role.
b.	gender awareness.
c.	gender.
d.	gender identity.
e.	sex.

3. The fact that individuals born with ambiguous genital structures develop a gender identity consistent with the way in which they are raised (regardless of genetic sex) suggests that:

a.	gender identity is not completely biologically determined.
b.	gender identity remains malleable until puberty.
c.	gender identity is established at birth.
d.	biology has the strongest influence on gender identity.
e.	nature triumphs over nurture.

4. Edward has a transgender identity, which means that:

a.	he represents a rare form of homosexuality.
b.	he has mixed genital structures.
c.	his sex and gender identity are in conflict.
d.	his gender identity is ambiguous.
e.	he likes to dress in women's clothes.

5. Fixed, conventional views regarding masculinity and femininity are referred to as:

a.	gender ideals.
b.	gender roles.
c.	gender identities.
d.	gender-role stereotypes.
e.	sexual norms.

6. All of the following describe aspects of the gender-role stereotype of females in American culture EXCEPT:

a.	dependency.
b.	assertiveness.
c.	patience.
d.	kindness.
e.	submissiveness.

7. A male born into American culture will probably be encouraged to be all of the following EXCEPT:

a.	nurturing.
b.	independent.
c.	dominant.
d.	protective.
e.	tough.

8. Gender identity has _____, whereas gender roles have _____.

a.	genetic origins; environmental origins
b.	social origins; environmental origins
c.	environmental origins; social origins
d.	social origins; genetic and environmental origins
e.	genetic and environmental origins; social origins

9. Which type of aggression, if any, are females more likely than males to display?

a.	Physical aggression
b.	Relational aggression
c.	Aggressive play
d.	Overt aggression
e.	None. Males show higher levels than females on all types of aggression.

10. Carol and Darrell are twins. Other factors being equal, which pattern is predicted for their behavior?

a.	Carol and Darrell are equally likely to be physically aggressive.
b.	Darrell and Carol are equally likely to engage in relational aggression.
c.	Darrell is more likely than Carol to use physical and relational aggression.
d.	Carol is more likely than Darrell to use physical and relational aggression.
e.	Darrell is more likely to use physical aggression, whereas Carol is more likely to use relational aggression.

11. Based on the discussion of gender-typed behavior in the text, which of the following statements is TRUE?

a.	Sociocultural theorists emphasize that women and men are genetically predisposed to certain gender-typed traits because these traits have adaptive value for the species.
b.	According to gender-schema theory, children develop mental representations of femininity and masculinity and then begin to act in ways consistent with their schemas.
c.	Research on androgyny suggests that masculinity and femininity are opposite poles on a single continuum.
d.	The evolutionary perspective focuses on the roles of observational learning and reinforcement in the development of gender-typed behavior.
e.	Social-cognitive theorists emphasize that gender roles represent cultural adaptations that help societies adapt to environmental demands.

12. Tom has a disability that severely impairs his ability to read and is more common in boys than girls. Which of the following disabilities is Tom most likely to have?

a.	Dysphoria
b.	Attention-Deficit Hyperactivity Disorder
c.	Dysthymia

d.	Dyslexia
e.	Aphasia

13. The leadership style of women tends to be more _____, and the leadership style of men tends to be more _____.

a.	democratic; autocratic
b.	autocratic; democratic
c.	laissez-faire; autocratic.
d.	laissez-faire; democratic.
e.	democratic; laissez-faire.

14. Regarding personality traits, women tend to show more _____ than men.

a.	introversion
b.	aggressiveness
c.	assertiveness
d.	expressiveness
e.	self-esteem

15. Evelyn manages a group of twenty engineers. She likes to seek their opinions when making decisions, and she focuses a good deal on building consensus among her team members. Evelyn's leadership style would best be described as:

a.	autocratic.
b.	androgynous.
c.	domineering.
d.	feminine.
e.	democratic.

16. The only sexual organ devoted solely to sexual pleasure is the:

a.	vagina.
b.	penis.
c.	scrotum.
d.	clitoris.
e.	testes.

17. Droplets of sperm-carrying seminal fluid are secreted and accumulate at the tip of a man's penis during which stage of the sexual response cycle?

a.	Orgasm
b.	Excitement
c.	Plateau
d.	Arousal
e.	Resolution

18. Regarding the orgasmic response, which of the following statements is TRUE?

a.	In women, orgasm occurs in two stages of muscular contractions. In men, there is only one stage.
b.	Orgasmic contractions are reflexes.
c.	Orgasm is the stage of the sexual response cycle that precedes the plateau stage.
d.	In men, the last few contractions are the most intense.
e.	Ejaculatory inevitability occurs in both sexes.

19. Today, Freud's belief that homosexuality resulted from a person's overidentification with the opposite-sex parent is:

a.	still widely held among psychologists.
b.	supported by research.
c.	challenged by research that reveals there is no one pattern of identification among people who are homosexual.
d.	challenged by the fact that gay males and lesbians typically recall having engaged in more cross-gendered behaviors as children than people with a heterosexual orientation.
e.	challenged by research that reveals gay males and lesbians often overidentified with their same-sex parent.

20. Regarding sexual orientation, which of the following statements is TRUE?

a.	Identical twins are no more likely than fraternal twins to share the same sexual orientation.
b.	Genetic factors appear to play a larger role in determining homosexuality in women than in men.
c.	Most studies fail to find any difference in circulating sex hormones in adult gay males and lesbians as compared with their heterosexual counterparts.
d.	Most experts suggest that sexual orientation is explained mainly by environmental influences.
e.	It appears that male sexuality may be more flexible than female sexuality.

21. Richie gets sexually excited when he wears women's clothes. This is a sign of:

a.	homosexuality.
b.	homophobia.
c.	transvestism.
d.	androgyny.
e.	transsexualism.

22. Fetishism is being sexually excited by:

a.	inanimate objects.
b.	wearing clothing of the opposite sex.
c.	watching other people engage in sexual activity.
d.	exposing one's genitals in public.
e.	sexual contact with animals.

23. Sexual masochism is:

a.	a preoccupation with masturbation.
b.	a desire to experience pain during sexual activity.
c.	sexual excitement resulting from viewing pornography.
d.	a desire to observe others engaging in sexual behavior.
e.	a sexual preoccupation with children.

24. Regarding sexually transmitted diseases, which of the following statements is FALSE?

a.	Genital herpes is caused by a virus.
b.	Approximately 20 times as many people are infected with HIV than HPV.
c.	HIV/AIDS is the most threatening sexually transmitted disease.
d.	Genital herpes affects more women than men.
e.	Chlamydia is one of the most common bacterial STDs.

25. Hal has noticed cauliflower-shaped growths on his upper thighs and genitals. He probably has:

a.	gonorrhea
b.	syphilis
c.	chlamydia
d.	genital herpes
e.	genital warts

26. Genital herpes is spread:

a.	through sexual contact.
b.	from mother to child during childbirth.
c.	by needle sharing.
d.	through infected blood (transfusions).
e.	contact with infected towels or clothing.

27. All of the following may protect us against sexually transmitted diseases EXCEPT:

a.	having regular medical checkups.
b.	avoiding multiple partners.
c.	avoiding sexual behavior that results in orgasm.
d.	communicating concerns to one's partner.
e.	abstinence.

28. Persistent or recurrent problems with sexual interest, arousal, or response are called:

a.	myotonias.
b.	paraphilias.
c.	sexually transmitted diseases.
d.	sexual response difficulties.
e.	sexual dysfunctions.

29. Which of the following is a sexual dysfunction?

a.	Homosexuality
b.	Sexual imposition
c.	Sexual aversion disorder
d.	Sexual masochism
e.	Syphilis

30. Approximately what percentage of men report problems achieving or maintaining an erection?

a.	1 to 2 percent
b.	3 to 4 percent
c.	5 to 9 percent
d.	10 to 22 percent
e.	23 to 40 percent

31. Caroline goes to a sex therapist because she has recently experienced problems developing adequate vaginal lubrication for intercourse. Caroline's therapist might diagnose her as having:

a.	hyposexuality.
b.	female sexual arousal disorder.
c.	sexual aversion disorder.

d.	hypoactive sexual desire disorder.
e.	female orgasmic disorder.

32. Regarding the effect of testosterone on sexual interest, which of the following is TRUE?

a.	Testosterone increases sexual interest in males and females.
b.	Testosterone increases sexual interest in males and reduces it in females.
c.	Testosterone increases sexual interest in females and reduces it in males.
d.	Testosterone has no effect on sexual interest.
e.	Testosterone reduces sexual interest in females and males.

33. Regarding sex therapy, which of the following statements is FALSE?

a.	Sex therapy is a problem-focused strategy.
b.	Sex therapy techniques to help women achieve orgasm have been found to be effective for 70-90% of women.
c.	Sex therapists tend to use behavioral techniques.
d.	Sex therapy usually treats the individual, not the couple.
e.	Sex therapy is a relatively short-term therapy.

34. Fred , who suffers from medical problems, is experiencing hypoactive sexual desire disorder. Which of the following best describes the method Fred's therapist is likely to suggest for treatment of his disorder?

a.	The stop-start method of erectile control
b.	Viagra
c.	Directed masturbation exercises
d.	Sensate-focus exercises
e.	Testosterone therapy

35. The drug Viagra produces erections by what mechanism?

a.	Removing blockages in blood vessels that serve the penis
b.	Increasing sexual drive
c.	Relaxing blood vessels in the penis, which enables them to expand
d.	Triggering contractions of orgasmic musculature
e.	Stimulating the release of seminal fluid

36. Rape is best defined as:

a.	sexual contact with a person incapable of providing consent.
b.	any form of sexual coercion involving outright physical contact.
c.	any form of sexual coercion involving unwanted sexual attention, demands for sexual favors, or outright physical contact.
d.	the use or threat of force to compel a person into having sexual intercourse.
e.	sexual intercourse with a person who is under the legal age of consent, even if the person is a willing participant.

37. Sexual harassment is best defined as:

a.	sexual contact with children.
b.	sexual intercourse with an unwilling person under the legal age of consent.
c.	sexual intercourse with a person who is under the legal age of consent, even if the person is a willing participant.

d.	sexual coercion involving unwanted sexual attention, demands for sexual favors, or outright physical contact.
e.	the use or threat of force to compel a person into having sex.

38. Joanne finds one of her female students very attractive. Joanne frequently asks her to dinner at her home for a meal and "whatever else she might find desirable." Joanne's behavior may best be described as:

a.	sexual imposition.
b.	gender harassment.
c.	sexual coercion.
d.	seductive behavior.
e.	sexual bribery.

39. Danica just completed a rape-prevention workshop at her university. Which of the following is one of the suggestions that she might have been taught?

a.	List only the initial of your first name on mailboxes and directories.
b.	Never approach your car with keys at hand.
c.	Avoid taking public transportation on first dates.
d.	When driving alone in the car, keep one window open so that you can yell for help if you need to.
e.	Do not discuss sexual situations with your date or tell him what you are and are not willing to do.

40. Helen was being sexual harassed at her place of work. She took several steps to stop the harassment. The one thing she did **WRONG** was to:

a.	act in a courteous, but businesslike manner towards the harasser.
b.	keep a record of all the incidents.
c.	complain to her supervisor.
d.	consult a lawyer concerning possible legal actions.
e.	meet with the harasser behind closed doors to ask him to stop.

41. Freud's theory is called psychodynamic theory because it deals with the dynamic struggle that takes place between:

a.	mothers and sons.
b.	good and evil.
c.	fathers and sons.
d.	the unconscious forces within the mind.
e.	parents and children.

42. Freud's psychoanalytic theory posits that the preconscious consists of:

a.	information that we have in mind at any given moment in time.
b.	the demand for instant gratification without regard to social rules or customs.
c.	primitive sexual and aggressive impulses, memories of troubling emotional experiences, and unacceptable wishes or ideas.
d.	information that can be retrieved from memory and brought into awareness at any time.
e.	the internalized moral teachings of parents or other significant others that may be partially conscious and partially unconscious.

43. According to Freud's psychoanalytic theory, primitive sexual and aggressive impulses, memories of troubling emotional experiences, and unacceptable wishes or ideas are located in the:

a.	preconscious
----	--------------

b.	superego
c.	ego
d.	conscious
e.	unconscious

44. Freud might say that someone who was displaying excessive aggression was acting according to his or her:

a.	id.
b.	ego.
c.	superego.
d.	conscience.
e.	reality principle.

45. In psychoanalytic theory, the personality structure that organizes ways to handle delays of gratification and represents “reason and good sense” is the:

a.	ego.
b.	id.
c.	superego.
d.	conscience.
e.	unconscious.

46. Using the iceberg analogy, which personality structure(s) lies completely below the water?

a.	Superego and ego
b.	Ego and id
c.	Superego and id
d.	Superego only
e.	Id only

47. Which part of the personality might be described as “the great compromiser”?

a.	Self-concept
b.	Self-esteem
c.	Superego
d.	Ego
e.	Id

48. In psychoanalytic theory, the personality structure that organizes ways to handle delays of gratification is the:

a.	ego.
b.	id.
c.	superego.
d.	conscience.
e.	unconscious.

49. The _____, which stands in judgment of whether the actions of the ego are right or wrong, imposes punishment in the form of _____.

a.	id; anxiety
b.	id; fear or dread
c.	superego; guilt or shame
d.	superego; disappointment
e.	superego; feelings of sadness

50. Ingmar’s boss ridiculed him in front of the whole office. When Ingmar returns home, he yells

at his wife and children and kicks his dog. This is an example of:

a.	projection.
b.	reaction formation.
c.	regression.
d.	displacement.
e.	sublimation.

51. In Freudian theory, the failure to acknowledge a threatening impulse or desire is called:

a.	rationalization.
b.	regression.
c.	projection.
d.	denial.
e.	reaction formation.

52. Imposing one's own impulses or wishes onto another is called:

a.	projection.
b.	sublimation.
c.	displacement.
d.	rationalization.
e.	reaction formation.

53. In Freudian theory, different parts of the body associated with sexual pleasure are referred to as:

a.	erogenous zones.
b.	fixations.
c.	archetypes.
d.	defense mechanisms.
e.	psychosexual.

54. The psychoanalytic perspective suggests that too much or too little gratification at a psychosexual stage may result in:

a.	an inferiority complex.
b.	repression.
c.	reaction formation.
d.	fixation.
e.	regression.

55. What is the correct ordering of Freud's psychosexual stages of development?

a.	Anal, oral, latency, phallic, genital
b.	Oral, anal, phallic, latency, genital
c.	Oral, anal, latency, phallic, genital
d.	Oral, phallic, anal, latency, genital
e.	Anal, oral, phallic, latency, genital

56. Emmanuel teaches fourth graders. At which stage of psychosexual development can Emmanuel expect the majority of his students to be?

a.	Phallic
b.	Anal
c.	Oral
d.	Genital
e.	Latency

57. Which of the following is NOT associated with the anal stage?

a.	The anal cavity is the primary erogenous zone.
b.	Anal-fixation results from too harsh or too lenient toilet training.
c.	The child develops the ability to control elimination by contracting and releasing the sphincter.
d.	Traits of the anal-expulsive personality include perfectionism and a need for self-control.
e.	To earn parents approval, children must learn to delay the gratification of elimination and go at the appropriate time.

58. Jung believed that similarities among cultures in dream images, art, and religious symbols are explained by the:

a.	personal unconscious.
b.	collective unconscious.
c.	creative self.
d.	cultural consciousness.
e.	reality principle.

59. In Cattell's model, characteristics of personality that are composed of, or give rise to, traits that can be inferred from behavior but not directly observed are called:

a.	archetypes.
b.	source traits.
c.	central traits.
d.	surface traits.
e.	factors.

60. Kathie is reserved and unsociable, and she prefers solitude. According to Eysenck's model, Kathie would be described as:

a.	shy.
b.	emotionally stable.
c.	introverted.
d.	extraverted.
e.	emotionally unstable.

61. Hans Eysenck thought that personality differences result from:

a.	pervasive characteristics that influence a person's behavior in most situations.
b.	characteristics that influence behavior in some situations, but not others.
c.	characteristics that can be inferred from observable behavior.
d.	general traits that are composed of, or give rise to, surface traits.
e.	biological differences that create variations in personality traits from person to person.

62. Current research on the factors of personality suggests that there are _____ major personality factors that best describe variations in human personality.

a.	thousands of
b.	hundreds of
c.	sixteen
d.	seven
e.	five

63. Research on the five-factor model of personality has found all EXCEPT which of the following?

a.	The Big Five factors have a substantial genetic component.
----	--

b.	Neuroticism is linked to lower final exam grades, whereas conscientiousness is linked to higher grades.
c.	Agreeableness is associated with safer driving.
d.	Conscientiousness is linked to living longer and healthier lives.
e.	Both neuroticism and extraversion scores are associated with lower levels of relationship satisfaction among college students.

64. Tifara takes a personality test measuring the “Big Five” factors of personality. Results from one of the test’s subscales suggest that Tifara is conforming, practical, and conventional. Which factor is being measured with this subscale?

a.	Openness
b.	Neuroticism
c.	Conscientiousness
d.	Agreeableness
e.	Extraversion

65. In the five-factor model of personality, the extent to which a person is sensitive, warm, and tolerant versus callous, cold, and hostile is captured in which personality factor?

a.	Extraversion
b.	Neuroticism
c.	Openness
d.	Conscientiousness
e.	Agreeableness

66. In their freshman year of college, Kym and Joey take a test of the “Big Five” in their psychology course. Fifteen years later, their scores on which factor(s) is (are) MOST likely to change?

a.	Conscientiousness and neuroticism
b.	Conscientiousness and agreeableness
c.	Neuroticism
d.	Extraversion and agreeableness
e.	Extraversion

67. The construct of _____ represents the belief that behavior involves an interrelationship between personality traits and situational factors.

a.	eclecticism
b.	interactive associationism
c.	reciprocal determinism
d.	self-efficacy expectations
e.	interactionism

68. Watson and Skinner believed that:

a.	unconscious forces had a major influence on personality.
b.	personality is shaped by rewards and punishments.
c.	the environment played little role in influencing personality.
d.	trait theories were the best description of personality.
e.	personality consists of the individual’s behavior and ways of thinking about themselves and the world.

69. In social-cognitive theory, all EXCEPT which of the following play a role in explaining personality?

a.	A person’s rewards and punishments
b.	Expectancies a person holds about the outcomes of her/his behavior

c.	The value a person places on rewards
d.	The ways in which a person thinks about him/herself
e.	A person's unconscious impulses

70. An individual's general belief about his or her ability to obtain reinforcements is referred to as:

a.	subjective value.
b.	objective value.
c.	locus of control.
d.	reciprocal determinism.
e.	self-efficacy.

71. Albert Bandura's theory emphasizes the importance of an individual's efficacy expectations, which are:

a.	our expectations about whether our efforts can achieve desired outcomes or whether outcomes are influenced by factors outside our control.
b.	our predictions regarding the outcomes of behaviors.
c.	our beliefs about our own abilities to perform tasks we set out to accomplish.
d.	our ability to plan courses of action to achieve our goals and to reward ourselves for accomplishing our goals.
e.	our idealized sense of who and what we should be.

72. Which of the following best describes Bandura's ideas about the relationship between behavior, cognition, and environment?

a.	Cognitions, behaviors, and the environment mutually influence each other.
b.	Cognitions influence behaviors that, in turn, influence the environment.
c.	Behaviors influence cognitions that, in turn, influence the environment.
d.	The environment and cognitions jointly influence behavior.
e.	The environment influences cognitions and behavior.

73. Which type of learning did Bandura emphasize in his social-cognitive theory?

a.	Operant conditioning
b.	Classical conditioning
c.	Latent learning
d.	Observational learning
e.	Operant and classical conditioning

74. Psychologist Walter Mischel emphasizes the importance of self-regulatory systems and plans, which refer to:

a.	our expectations about whether our efforts can achieve desired outcomes or whether outcomes are influenced by factors outside our control.
b.	our predictions regarding the outcomes of behaviors.
c.	our beliefs about our own abilities to perform tasks we set out to accomplish.
d.	our ability to plan courses of action to achieve our goals and to reward ourselves for accomplishing our goals.
e.	our idealized sense of who and what we should be.

75. The social-cognitive perspective of personality development is associated with which approach to therapy?

a.	Phrenology
b.	Client-centered therapy
c.	Psychodynamic therapy

d.	Behavior therapy
e.	Cognitive-behavioral therapy

76. Rogers used the term _____ to describe acceptance of a person's basic worth under any circumstance.

a.	unconditional positive regard
b.	self-actualization
c.	self-esteem
d.	subjective value
e.	conditional positive regard

77. According to Rogers, Emma's sense of who or what she should be is her:

a.	self-ideal.
b.	self-concept.
c.	self.
d.	self-esteem.
e.	self-efficacy.

78. Abraham Maslow emphasized the importance of self-actualization, by which he meant that:

a.	our expectations about whether our efforts can achieve desired outcomes or whether outcomes are influenced by factors outside our control.
b.	our innate drive to become all that we are capable of being.
c.	our beliefs about our own abilities to perform tasks we set out to accomplish.
d.	our ability to plan courses of action to achieve our goals and to reward ourselves for accomplishing our goals.
e.	our idealized sense of who and what we should be.

79. When taken to extremes, individualistic values might lead to undesirable consequences, such as:

a.	an incomplete awareness of all parts of ourselves, which prevents self-actualization.
b.	excessive feelings of intrinsic worth and unrealistic expectations of success.
c.	excessive dependence on others' approval to maintain self-esteem.
d.	needlessly encouraging unrestrained greed and the exploitation of others.
e.	needlessly limiting creativity, innovation, and personal initiative.

80. Amy is from a collectivistic culture. Compared to her cousin Andre, who is from an individualistic culture, Amy is MORE likely to value which of the following?

a.	Personal accomplishments
b.	Respect for elders
c.	Her career's potential for status
d.	Accrual of wealth
e.	Self-sufficiency

81. Wanda takes a personality test in which she is required to tell stories in response to a series of ambiguous pictures. Which test is Wanda taking?

a.	Rorschach test
b.	Minnesota Multiphasic Personality Inventory
c.	Eysenck Personality Inventory
d.	Thematic Apperception Test
e.	16PF

82. Regarding the Rorschach test, which of the following is FALSE?

a.	Certain test responses may predict success in psychotherapy.
b.	It can distinguish between different types of mental disorders.
c.	It can rule out biological causes for various psychological problems.
d.	It can identify underlying needs for dependency.
e.	Its value is debated in the psychological community.

83. Projective personality tests have been criticized on the basis of each of the following EXCEPT that:

a.	scoring of responses is objective.
b.	questions about interpretation of responses.
c.	some test stimuli may elicit certain types of responses over others.
d.	there is limited evidence for the overall validity of these tests.
e.	questionable usefulness.

84. When John and Mary go on their first date, John reveals extensive personal information to Mary. What is the likely result of John's self-disclosure?

a.	It will help their relationship become stronger.
b.	It will lead Mary to form a negative first impression of John.
c.	It will lead Mary to form a positive first impression.
d.	It will help strengthen Mary's stereotype about men.
e.	It will have no effect on Mary's opinion or their relationship.

85. A _____ is a mental image or representation that a person uses to understand her/his social environment and functions as a major influence on first impressions.

a.	situational attribution
b.	fundamental attribution error
c.	dispositional attribution
d.	social schema
e.	self-fulfilling prophecy

86. Regarding stereotypes, which of the following statements is FALSE?

a.	Stereotypes are relatively easy to change when new, valid information is presented.
b.	Stereotyping is a normal cognitive tendency.
c.	Although stereotypes can include positive or negative attributes, they are usually more negative.
d.	Stereotypes influence first impressions.
e.	Stereotypes help people more efficiently use their cognitive resources.

87. Explanations formed about causes of behavior or events are called:

a.	stereotypes.
b.	attributions.
c.	social schemas.
d.	attitudes.
e.	self-fulfilling prophecies.

88. Sven believes that his co-worker was promoted to manager because of her hard effort and winning personality. What type of attribution has Sven made?

a.	External
b.	Situational
c.	Contextual
d.	Dispositional
e.	Environmental

89. The self-defense explanation of a crime essentially involves convincing the jury to make what sort of attribution about the defendant's actions?

a.	Situational
b.	Dispositional
c.	Personal
d.	Environmental
e.	Internal

90. Regarding attributions, which of the following statements is FALSE?

a.	The actor-observer effect is strong across a wide variety of situations.
b.	The tendency to attribute others' behavior to internal causes, while attributing our own behavior to situational demands is explained by the actor-observer effect.
c.	Attributions are influenced by cognitive biases like the fundamental attribution error, the actor-observer effect, and the self-serving bias.
d.	The self-serving bias is widespread in Western cultures.
e.	In the fundamental attribution error, people overemphasize internal causes when explaining others' behavior.

91. Recent research on the actor-observer effect suggests that:

a.	the tendency to make this error has a genetic component.
b.	males are more likely than females to make this error.
c.	with globalization, cross-cultural differences in the effect have disappeared.
d.	it may be weaker than originally suspected and limited to certain situations.
e.	it is difficult to demonstrate in an experimental setting.

92. Heika and Lucille were both passed over for a promotion at work. Heika is sure that the boss does not like him, but he believes that Lucille was passed over because she is really a poor worker. Her attribution of the cause of the event can be explained in terms of:

a.	the fundamental attribution error.
b.	the actor-observer effect.
c.	a self-fulfilling prophecy.
d.	cognitive dissonance.
e.	stereotyping.

93. Mischa believes she did well on her English exam because she is very intelligent but that she failed her chemistry exam because her instructor is not very good. We may explain her beliefs in terms of:

a.	the fundamental attribution error.
b.	reciprocity.
c.	self-fulfilling prophecy.
d.	the actor-observer effect.
e.	self-serving bias.

94. Regarding cross-cultural differences in cognitive biases, which of the following statements is TRUE?

a.	People from individualistic cultures are more prone to make the fundamental attribution error and less prone to demonstrate a self-serving bias.
b.	People from collectivist cultures are more prone to make the fundamental attribution error and less prone to demonstrate a self-serving bias.
c.	People from individualistic cultures are less prone to make the fundamental attribution error and more prone to demonstrate a self-serving bias.

d.	People from collectivist cultures are less prone to make the fundamental attribution error and more prone to demonstrate a self-serving bias.
e.	People from individualistic cultures are more prone to self-serving bias and the fundamental attribution error than are people from collectivist cultures.

95. Junie is from a culture that values self-criticism and humility. Other factors being equal, Junie is _____ than someone from a culture that values the protection of self-esteem.

a.	less likely to show a self-serving bias
b.	more likely to show the actor-observer effect
c.	more likely to make the fundamental attribution error
d.	more likely to make dispositional attributions when explaining the behavior of others
e.	less likely to recognize the need to work harder in the future

96. A judgment of either liking or disliking something or someone is a(n):

a.	attitude.
b.	attribution.
c.	stereotype.
d.	prejudice.
e.	bias.

97. Attitudes may be described as comprising which components?

a.	Emotions, cognitions, and expectations
b.	Emotions, behaviors, and cognitions
c.	Cognitions, expectations, and bodily arousal
d.	Cognitions, emotions, and bodily arousal
e.	Behaviors, expectations, and cognitions

98. Regarding the components that comprise one's attitudes, _____ refer to one's set of beliefs, _____ refer to feelings of liking or disliking, and _____ refer to inclinations to act positively or negatively.

a.	tenets; preferences; actions
b.	cognitions; preferences; behaviors
c.	tenets; expectations; behaviors
d.	cognitions; emotions; behaviors
e.	cognitions; emotions; action

99. Mehmet thinks that if everybody were a vegetarian, the world would be better off. This reflects which component of Mehmet's attitude?

a.	Behavioral
b.	Emotional
c.	Cognitive
d.	Attributional
e.	Schematic

100. The relationship between attitudes and behavior is best described as:

a.	nearly perfect.
b.	almost zero.
c.	modest.
d.	unclear.
e.	significant.

101. All of the following make attitudes more likely to influence behavior EXCEPT:

a.	stability.
b.	situational attributions.
c.	certainty.
d.	specificity.
e.	easy recall.

102. Using models to sell automobiles most directly addresses which aspect of the source?

a.	Credibility
b.	Likeability
c.	Authenticity
d.	Similarity
e.	Trustworthiness

103. In persuasion, presenting both sides of an argument is:

a.	ineffective because it tends to confuse people.
b.	ineffective because it seems ambivalent.
c.	always ineffective.
d.	almost always effective.
e.	effective when the counter-argument is refuted.

104. A community organization sponsors a talk arguing against increased military spending. Who should they contract to give the talk?

a.	An avowed pacifist
b.	A civilian
c.	A person who actively avoided military service
d.	A military officer
e.	A person with mixed views on the subject

105. Research evidence on romantic attraction suggests that the major determinant of initial attraction is:

a.	perceived similarities.
b.	novelty.
c.	physical appearance.
d.	internal characteristics.
e.	proximity.

106. Faces tend to be rated as more attractive when they have which of the following features?

a.	Eyes that are close-set
b.	Plump cheeks
c.	A small nose
d.	A full upper lip
e.	A large chin

107. The matching hypothesis predicts that Sandra will look for a partner who:

a.	lives near her apartment.
b.	is similar to her in physical attractiveness.
c.	is compatible in terms of values.
d.	comes from the same town or city.
e.	is interested in her.

108. Les a relatively unattractive, overweight, middle-aged man is married to Shoshana, a gorgeous, athletic woman 15 years his junior. According to the matching hypothesis, it is likely that Les:

a.	has a sparkling personality that makes up for what he lacks in looks.
b.	has benefited from sheer luck.
c.	has higher social status or greater wealth than Shoshana.
d.	came from the same small town as Shoshana, where they were able to establish a lasting friendship.
e.	will soon be divorced.

109. Behavior that is beneficial to others is called _____ behavior.

a.	diffused
b.	prejudicial
c.	prosocial
d.	attributional
e.	reciprocal

110. Jamal is in a situation where another person needs help. According to the bystander intervention model, Jamal's first step will be to:

a.	choose a way to help.
b.	interpret the event as an emergency.
c.	assume personal responsibility.
d.	recognize a need for help.
e.	implement his decision to help.

111. Prejudice may develop as a result of each of the following EXCEPT:

a.	a cognitive tendency to divide people into two groups: those who belong to one's identity groups and those who don't.
b.	an imitation of prejudiced attitudes modeled by parents, teachers and peers.
c.	an attribution of more positive characteristics to out-group members.
d.	repeated exposure to negative stereotypes in the media.
e.	the overgeneralization of direct experiences one has had with another person to an entire group of people.

112. Which of the following definitions best describes out-group negativism?

a.	The belief that members of other groups hold prejudiced attitudes toward members of one's own group
b.	The perception that members of out-groups are more alike than members of in-groups
c.	A predisposition to attribute more positive characteristics to members of in-groups than to members of out-groups
d.	A sense of threat evoked in members of stereotyped out-groups
e.	A predisposition to attribute more negative characteristics to members of out-groups than to those of in-groups

113. Which personality type has been found to be associated with the development of prejudice?

a.	Authoritarian
b.	Authoritative
c.	Obsessive-compulsive
d.	Antisocial
e.	Universalist

114. In order for intergroup contact to have a desirable effect on prejudice and intergroup tension, all EXCEPT which of the following conditions are necessary?

a.	Opportunities for members to become acquainted
b.	Equal status for all group members

c.	Members with high levels of empathy
d.	Social and institutional support
e.	Intergroup cooperation

115. All EXCEPT which of the following are predicted to help an individual reduce prejudice and stereotypical thinking?

a.	Telling oneself not to think in stereotypical terms
b.	Participating in diversity education
c.	Rehearsing positive images of out-group members
d.	Repeated practice in rejecting prejudiced thoughts as they occur
e.	Developing empathy

116. Contemporary theorists are LEAST likely to choose which factor to explain human aggression?

a.	Biological influences
b.	Sociocultural influences
c.	Alcohol and other drugs
d.	Environmental factors, like heat
e.	Instinct

117. A group of psychologists discuss the causes of aggression. Which psychologist speaks from a sociocultural perspective?

a.	Dr. Sherry says, “Violent behavior is perpetuated through generations as children observe the adults in their lives use violence to solve their problems.”
b.	Dr. Wendrowski says, “Men have higher levels of testosterone than women, and research shows that males are more aggressive than females across many cultures.”
c.	Dr. Reeves says, “Interpersonal violence takes place in the context of poverty, unemployment, and violent communities.”
d.	Dr. Bowen says, “High temperatures cause people to be aggressive by increasing their hostile thoughts and feelings.”
e.	Dr. Richards says, “People act aggressively when they are frustrated.”

118. What is the influence of temperature on aggression?

a.	Temperature does not influence aggression.
b.	Extreme cold and hot temperatures are linked to greater aggression.
c.	Extreme cold and hot temperatures are linked to less aggression.
d.	Hostile thoughts, feelings, and behaviors increase as the temperature rises.
e.	Hostile thoughts and feelings decrease as the temperature rises and increase when the temperature cools down.

119. Miguel is asked to describe himself. Which of Miguel’s statements represents his personal identity?

a.	I am a Mexican American.
b.	I am Buddhist.
c.	I am intelligent and creative.
d.	I am Carla and Manuel’s son.
e.	I am a college student.

120. Other factors being equal, which person is likely to identify more strongly with their personal identity than their social identity?

a.	An Asian-American female
b.	A European American female

c.	A Hispanic American male
d.	An African American female
e.	A European American male

121. Which researcher conducted an influential study on conformity?

a.	Asch
b.	Bandura
c.	Zweigenhaft
d.	Donne
e.	Zajonc

122. Studies describing gender differences in conformity suggest that women are _____ men to conform.

a.	much more likely than
b.	slightly more likely than
c.	equally likely as
d.	slightly less likely than
e.	much less likely than

123. Shiloh is asked by a neighbor to sign a petition supporting a local politician and agrees. A week later, the neighbor asks for a donation to the candidate. The neighbor realizes that asking someone for a small favor makes it easier to convince that person to do a larger favor at a later time. Which technique of persuasion takes advantage of this principle?

a.	Low-ball
b.	Reciprocity
c.	Door-in-the-face
d.	Foot-in-the-door
e.	Bait-and-switch

124. Generalizing from research, we can predict that the presence of others will _____ performance on well-learned tasks and _____ performance on novel or challenging tasks.

a.	decrease; have no effect on
b.	increase; have no effect on
c.	decrease; increase
d.	have no effect on; decrease
e.	increase; decrease

125. The tendency for people to reduce their efforts when working as part of a group is called:

a.	social inhibition.
b.	social facilitation.
c.	social intervention.
d.	social loafing.
e.	groupthink.

126. In group decision-making, the tendency for group discussion to be limited to a single point of view is best described by which psychological principle?

a.	Diffusion of responsibility
b.	Social loafing
c.	Groupthink
d.	Legitimization of authority
e.	Consensus-building

127. Personality traits associated with higher job satisfaction include all of the following EXCEPT:

a.	self-esteem.
b.	intelligence.
c.	self-efficacy.
d.	emotional stability.
e.	cheerfulness.

128. We all experience _____ from time to time, but when it is prolonged or excessive it can serve as one of the criteria for abnormal behavior.

a.	hallucinations
b.	social deviance
c.	dangerousness
d.	unusualness
e.	emotional distress

129. Behavior that violates social standards describes which of the following criteria for determining abnormal behavior?

a.	Dangerousness
b.	Social deviance
c.	Maladaptive behavior
d.	Unusualness
e.	Emotional distress

130. George was committed to a mental institution after he was caught happily shopping at the local supermarket without any clothes on. By what criterion is George's behavior considered abnormal?

a.	Dangerousness
b.	Maladaptive behavior
c.	Social deviance
d.	Emotional distress
e.	Faulty perceptions or interpretations of reality

131. Perhaps the earliest idea regarding abnormal behavior was that:

a.	supernatural forces were at work.
b.	the brains of people displaying abnormal behavior were defective.
c.	it was the product of the inappropriate use of rewards and punishments.
d.	it was the result of a moral weakness.
e.	irrational thoughts or distorted thinking lead to emotional problems.

132. The first modern model of abnormal behavior was the:

a.	social model.
b.	psychological model.
c.	culture-based model.
d.	medical model.
e.	exorcism model.

133. Garth goes to a psychodynamic therapist for treatment of his anxiety. Which of the following best describes the goal of Garth's therapy?

a.	To unroot unconscious conflicts that give rise to his anxiety
b.	To determine the biological cause of his anxiety and find the right drug to treat it
c.	To become aware of his true feelings, fix his self-image, and come to accept himself the way he is

d.	To identify and change the irrational thought patterns that have led to his anxiety
e.	To determine how factors like his gender, social class, and ethnicity interact to make him anxious

134. Major support for the sociocultural model of abnormal behavior is provided by evidence that:

a.	intelligent people are more likely to suffer from severe forms of abnormality.
b.	psychological disorders appear equally frequently in all cultures studied.
c.	wealthy people rarely suffer psychological disorders.
d.	severe disorders such as schizophrenia and depression are more prevalent in impoverished and otherwise disadvantaged groups.
e.	severe disorders such as schizophrenia and depression are more prevalent in wealthy, industrialized nations.

135. As described in the text, the diathesis-stress model is an example of which model of abnormal behavior?

a.	Humanistic
b.	Cognitive
c.	Psychodynamic
d.	Sociocultural
e.	Biopsychosocial

136. All EXCEPT who of the following people have a specific phobia?

a.	Joe, who is afraid of spiders
b.	Pat, who is afraid of heights
c.	Nicole, who is afraid of venturing out into open places
d.	Michael, who is afraid of snakes
e.	Meghan, who is afraid of flying in airplanes

137. Jurgen has been diagnosed as having a phobia. This means that Jurgen experiences:

a.	sudden episodes of sheer terror with no apparent cause.
b.	persistent anxiety without a specific focus.
c.	nagging, intrusive thoughts.
d.	an irrational or excessive fear of something.
e.	a loss of a physical function that defies explanation.

138. Ella finds herself extremely frightened whenever she sees a snake. This describes a form of

a.	panic disorder.
b.	specific phobia.
c.	agoraphobia.
d.	obsessive-compulsive disorder.
e.	social phobia.

139. The irrational or excessive fear of enclosed spaces is called:

a.	acrophobia.
b.	social phobia.
c.	claustrophobia.
d.	obsessive-compulsive disorder.
e.	agoraphobia.

140. Angelique has not left her house for two years. She is completely terrified of going out. Based on this description, she is probably suffering from:

a.	agoraphobia.
----	--------------

b.	social phobia.
c.	specific phobia.
d.	panic disorder.
e.	posttraumatic stress disorder.

_____ 141. Nagging, intrusive thoughts are called _____, and repetitive or ritual behaviors are called _____.

a.	diatheses; delusions
b.	compulsions; obsessions
c.	obsessions; compulsions
d.	diatheses; conversions
e.	conversions; diatheses

_____ 142. Twin and adoptee studies provide strong evidence for a _____ factor involved in anxiety disorders.

a.	biochemical
b.	genetic
c.	biopsychosocial
d.	neurotransmitter
e.	prenatal

_____ 143. Phobias develop through associations of fearful stimuli with previously neutral stimuli. This expresses the _____ explanation of phobia development.

a.	cognitive
b.	sociocultural
c.	operant conditioning
d.	psychodynamic
e.	classical conditioning

_____ 144. Reduction of anxiety that occurs when feared objects are avoided is the basis of which explanation of phobic avoidance?

a.	Biological
b.	Classical conditioning
c.	Operant conditioning
d.	Cognitive
e.	Humanistic

_____ 145. Charlotte feels a knot in her stomach when she enters a hospital to visit an ailing aunt. She interprets this to mean that the hospital is a threatening place because it's filled with dangerous diseases. This leads to anxiety and worry, which in turn cause her to feel shortness of breath and a tightening of the chest muscles. Then she becomes certain that she's having a heart attack. This scenario explains panic attacks from the point of view of which theoretical model?

a.	Psychodynamic
b.	Behavioral
c.	Cognitive
d.	Humanistic
e.	Biopsychosocial

_____ 146. A class of psychological disorders involving changes in consciousness, memory, or self-identity are known as:

a.	personality disorders.
b.	phobias.

c.	somatoform disorders.
d.	mood disorders.
e.	dissociative disorders.

147. Dissociative identity disorder is a more technical term for:

a.	multiple personality disorder.
b.	neurosis.
c.	schizophrenia.
d.	generalized anxiety disorder.
e.	antisocial personality disorder.

148. Dissociative amnesia is:

a.	a loss of memory due to head trauma.
b.	another term for dissociative identity disorder.
c.	another term for multiple personality disorder.
d.	a loss of memory with no identifiable physical cause.
e.	a loss of memory due to a neurological condition.

149. A woman walks into a police station. She has no identification and reports that she was walking down the street with no sense of who she is or how she got there. She is referred to a neurologist who finds no physical explanation for her condition. This description sounds like a case of:

a.	dissociative amnesia.
b.	dissociative identity disorder.
c.	multiple personality disorder.
d.	anterograde amnesia.
e.	bipolar disorder.

150. A loss of physical function that has no organic cause is the primary symptom of:

a.	hypochondriasis.
b.	dissociative identity disorder.
c.	conversion disorder.
d.	schizophrenia.
e.	dissociative amnesia.

151. The type of psychological disorder that attracted Sigmund Freud to the study of psychological factors in abnormal behavior would now be called:

a.	dissociative amnesia.
b.	dissociative identity disorder.
c.	hypochondriasis.
d.	schizophrenia.
e.	conversion disorder.

152. Of the following people with psychological disorders, who is most likely to have similar cognitive biases as those with panic disorder?

a.	Marie, who has hypochondriasis
b.	Kiara, who has a conversion disorder
c.	Matthew, who has dissociative amnesia
d.	Gloria, who has dissociative identity disorder
e.	Bob, who has schizophrenia

153. Regarding major depressive disorder:

a.	men are more likely than women to be diagnosed.
----	---

b.	men and women are equally likely to be diagnosed.
c.	women are more likely than men to be diagnosed.
d.	young women are more likely than young men to be diagnosed and the pattern reverses in middle age.
e.	young men are more likely than young women to be diagnosed and the pattern reverses in middle age.

154. Bonnie has been feeling extremely sad for the last two months. She has difficulty getting out of bed to face the day and has lost interest in formerly pleasurable activities. Occasionally, she thinks about committing suicide. She sounds like she may be suffering from:

a.	mania.
b.	antisocial personality disorder.
c.	bipolar disorder.
d.	major depressive disorder.
e.	conversion disorder.

155. Regarding major depression, which of the following statements is FALSE?

a.	Major depression has a relatively high rate of recurrence.
b.	Many psychologists believe that the stressors faced by many women today contribute to their increased risk of depression.
c.	When left untreated, episodes of major depression can last months, or a year or more.
d.	Researchers have found that women and men tend to cope with depression differently, with men more likely to ruminate.
e.	About 16.5 percent of U.S. adults develop major depression at some point in their lives.

156. Major depression that occurs repeatedly during fall and winter, followed by elevated mood in spring and summer, is called:

a.	major depressive disorder.
b.	cyclothymic disorder.
c.	dysthymic disorder.
d.	seasonal affective disorder.
e.	winter dysthymia.

157. Joyce experiences prolonged periods (several years) of mild sadness. Joyce's disorder would best be described as:

a.	major depressive disorder.
b.	dysthymic disorder.
c.	cyclothymic disorder.
d.	bipolar disorder.
e.	schizophrenia.

158. Attempts to understand the biological basis of depression has linked it to imbalances in:

a.	serotonin and dopamine.
b.	dopamine and norepinephrine.
c.	norepinephrine and serotonin.
d.	serotonin and acetylcholine.
e.	epinephrine and dopamine.

159. How do the antidepressants Prozac and Zoloft address imbalances of neurotransmitters in the brain?

a.	By acting as an agonist to dopamine
b.	By acting as an antagonist to norepinephrine

c.	By acting as an agonist to norepinephrine
d.	By acting as a antagonist to serotonin
e.	By acting as an agonist to serotonin

160. Regarding gender and suicide, which of the following statements is TRUE?

a.	There are no gender differences in suicide attempts and suicide acts.
b.	When attempting suicide, women tend to choose more lethal methods.
c.	When attempting suicide, men are more likely than women to choose pills or poison.
d.	More men attempt suicide, but more women complete the suicide act.
e.	More women attempt suicide, but more men complete the suicide act.

161. Other factors being equal, which person is MOST at risk for suicide?

a.	Hugh, a 90-year-old male
b.	DeeDee, a 70-year-old female
c.	Frank, a 50-year-old male
d.	Betty, a 50-year-old female
e.	Jake, an 18-year-old male

162. Which of the following involves the removal of normal restraints that serve to keep impulsive behaviors in check?

a.	An exit event
b.	A cognitive distortion
c.	A negative symptom
d.	Waxy flexibility
e.	The disinhibition effect

163. The disorder that most resembles common notions of insanity, madness, or lunacy is:

a.	major depressive disorder.
b.	dissociative identity disorder.
c.	generalized anxiety disorder.
d.	schizophrenia.
e.	bipolar disorder.

164. Schizophrenia is best described as a type of:

a.	anxiety disorder.
b.	personality disorder.
c.	psychotic disorder.
d.	mood disorder.
e.	dissociative disorder.

165. Tatiana is a schizophrenia patient with delusional thinking. Based on this description, what is Tatiana most likely experiencing?

a.	Perceptions that occur without appropriate external stimuli
b.	False but firm beliefs
c.	Violent, aggressive outbursts
d.	Patterns of disorganized speech
e.	Removal of inhibitions resulting in violent outbursts

166. Delusions of _____ describe the most common theme among schizophrenia patients.

a.	waxy flexibility
b.	jealousy
c.	la belle indifference

d.	grandeur
e.	persecution

167. The most common type of schizophrenia is _____, and the most rare type is _____.

a.	catatonic; paranoid
b.	disorganized; catatonic
c.	paranoid; catatonic
d.	disorganized; paranoid
e.	paranoid; disorganized

168. Genetic studies demonstrate that the concordance rate for schizophrenia is:

a.	highest among family members.
b.	highest among monozygotic twins.
c.	highest among dyzygotic twins.
d.	highest among distant family members.
e.	similar across different groups.

169. Schizophrenia may involve either _____ or _____, for the neurotransmitter _____.

a.	too few receptors, hypersensitivity; dopamine
b.	too many receptors, hypersensitivity; dopamine
c.	too few receptors, deficiency in sensitivity; dopamine
d.	too many receptors, hypersensitivity; serotonin
e.	too few receptors, deficiency in sensitivity; serotonin

170. In research on the diathesis-stress model of schizophrenia, which of the following represents the most likely diathesis?

a.	Brain abnormalities
b.	Genetic predispositions
c.	Stressful life experiences
d.	Psychosocial influences
e.	Biochemical imbalances

171. Personality disorders are a cluster of psychological disorders:

a.	involving extremely rigid patterns of behavior.
b.	in which mood disturbances are the primary symptom.
c.	that all include psychotic symptoms.
d.	involving extreme anxiety.
e.	in which cognitive distortions result in impaired functioning.

172. Vonda's friend Shelley has just made reference to committing suicide. Generally, what is the poorest response Vonda could make?

a.	"Have you made a specific plan?"
b.	"Tell me about what you're feeling."
c.	"Promise me that you will get some help."
d.	"Everyone feels like that once in a while; it will pass."
e.	"Let me go with you to get some help."

173. Regarding suicide, your text suggests all EXCEPT which of the following?

a.	Focus on alternatives.
b.	Assess the immediate danger of the situation.
c.	Express understanding.
d.	Get the suicidal person to agree to seek help.

e. Only take explicit threats seriously.