

Complete Take Home Exam Package

And study guide for chapter exams and final

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Take Home Exam # 1

Due on or before

Late exams and assignments are not accepted and will be
award a grade of zero (0).

Name: _____ Date: _____

1. Edward Titchener is associated with which early approach or “school” of psychology?
 - A) behaviorism
 - B) structuralism
 - C) functionalism
 - D) psychoanalysis

2. Mary Whiton Calkins:
 - A) founded the first psychology laboratory in America at Yale University.
 - B) studied with Sigmund Freud and became the first female psychoanalyst in the United States.
 - C) is best known for her pioneering research on comparative psychology and her book, *The Animal Mind*.
 - D) conducted research on personality, dreams, and memory, and was the first woman elected president of the American Psychological Association.

3. Professor Diaz is studying the development of the human brain from infancy to early adulthood. She takes the _____ perspective and her specialty area is _____ psychology.
 - A) humanistic; social
 - B) evolutionary; cognitive
 - C) behavioral; social
 - D) biological; developmental

4. A collectivistic culture is one in which:
 - A) individual achievements are highly valued.
 - B) a person's social behavior is influenced more by individual preference than cultural values and norms.
 - C) a person's individual preferences and goals are considered to be more important than the requirements and goals of his or her social group.
 - D) great importance is placed on following established tradition and customs.

5. Evidence that is the result of observation, measurement, and experimentation is referred to as _____ evidence.
 - A) empirical
 - B) pseudoscientific
 - C) operational
 - D) dependent

6. Professor Wallace studied over 3,000 elderly individuals for a decade and found a statistically significant relationship between survival rate and number of close friends. Specifically, he found that elderly individuals with few close friends had a much higher death rate. To say that the results of his study are “statistically significant” means that:
- A) the finding has great practical value and significance.
 - B) there is a cause-and-effect relationship between the two variables.
 - C) the finding does not have to be replicated to be accepted by the scientific community.
 - D) the results are unlikely to have occurred by chance.
7. Dr. Ginsburg wants to study possible gender differences in the willingness of young children to engage in risky behaviors. To gather data, Ginsburg and a co-researcher carefully observe the willingness of boys and girls to try risky behaviors at a local zoo, such as petting a burro or feeding different animals. Dr. Ginsburg is using _____ to gather data.
- A) naturalistic observation
 - B) a survey
 - C) the case study method
 - D) a representative sample
8. In an online survey, people were asked if they would cheat on their partner if there was no chance of getting caught. Approximately 23,000 internet users responded to the survey. Almost half of those responding said they would not, while the other half said they probably would. What is a significant limitation with surveys like this one?
- A) Not enough people responded to the survey, which means the results are not valid.
 - B) Because the survey involved respondents who volunteered to participate, it is not a representative sample.
 - C) There is no experimental control group.
 - D) The survey did not follow a double-blind procedure, which means that expectancy effects probably slanted the results.
9. Professor Karney administered a psychological test measuring shyness to a large number of undergraduate students. The students also completed a lengthy questionnaire on their social life and activities, including number of friends. Professor Karney conducted a statistical analysis of the responses and found a correlation coefficient of $-.80$ between level of shyness and number of friends. This indicates that:
- A) as number of friends increases, level of shyness increases.
 - B) as number of friends decreases, level of shyness increases.
 - C) there is no relationship between level of shyness and number of friends.
 - D) a cause-and-effect relationship exists between shyness and number of friends.

10. Correlational research is useful because it can:
- A) provide compelling evidence of cause-and-effect relationships.
 - B) help identify the factors that play an important role in the behavior that is being investigated and rule out the factors that do not.
 - C) provide a detailed description of a single individual.
 - D) promote the acceptance of pseudosciences.
11. A cognitive psychologist decides to study the effects of chess practice on math abilities in middle school students. All students are tested on a standard math test at the beginning of the study. Students are then randomly assigned to a chess-group and a control group. Students in the chess group spend thirty minutes every school day learning chess strategy and playing chess. Students in the no-chess control group spend thirty minutes every school day watching educational television. At the end of three months, students take another standardized math test. The improvement or decline in their test score is computed and compared across the two groups. In this experiment, what is the DEPENDENT variable?
- A) the change in math test scores
 - B) playing chess or watching educational television
 - C) improvement in chess-playing ability
 - D) the number of chess matches won
12. In Crum and Langer's hotel experiment the group of participants who were informed that housekeeping work was good exercise was the:
- A) placebo control group.
 - B) experimental group.
 - C) extraneous group.
 - D) control group or control condition.
13. Ginkgo biloba is an herb that is thought to increase blood flow in the brain and enhance memory processes. In a carefully controlled study investigating this claim, young adults were assigned to one of three groups. Those in group 1 took a capsule containing 120 milligrams of ginkgo biloba once a day. Those in group 2 took a capsule that looked identical but was a fake. Those in group 3 did not take any capsules. The participants assigned to group 2 constituted the _____ in this study.
- A) dependent variable
 - B) placebo control group
 - C) extraneous group
 - D) out-of-control group

14. When college students are enrolled in a class in which participation in psychological research is part of the course requirement:
- A) the researcher is not required to provide the student participants with information about the purpose of the research.
 - B) their reactions and behavior in experimental situations can be videotaped without their consent.
 - C) they should complain to the college administration because it is a violation of the ethical standards for psychological research to use students as research participants.
 - D) students must be given the choice of an alternative activity to fulfill the course requirement or earn extra credit.
15. Which of the following is NOT one of the brain-imaging techniques discussed in the Focus on Neuroscience section in the text?
- A) magnetic resonance imaging (MRI)
 - B) functional magnetic resonance imaging (fMRI)
 - C) transcranial magnetic stimulation (TMS)
 - D) positron emission tomography (PET)
16. The three types of neurons are:
- A) excitatory, inhibitory, and myelinated.
 - B) sensory, motor, and interneurons.
 - C) interneurons, glial cells, and motor cells.
 - D) glial cells, myelinated cells, and unmyelinated cells.
17. In general, neural messages are received by the _____ and transmitted by the _____.
- A) cell body; dendrites
 - B) axons; nucleus
 - C) dendrites; axon
 - D) axon; dendrites
18. When neurotransmitters communicate an inhibitory message to the postsynaptic neuron:
- A) reuptake is inhibited.
 - B) the presynaptic neuron is less likely to activate.
 - C) the action potential is canceled out.
 - D) the postsynaptic neuron is less likely to activate.

19. The venom of the black widow spider bite causes _____ to be released continuously by motor neurons, causing severe muscle spasms.
- A) acetylcholine
 - B) dopamine
 - C) GABA
 - D) serotonin
20. _____ are to the peripheral nervous system as _____ are to the central nervous system.
- A) Nerves; neurons
 - B) Interneurons; glial cells
 - C) Neurons; nerves
 - D) Electrical impulses; chemical messengers
21. Janeen and Marty were strolling down a wooded path in a city park when a man holding a knife suddenly jumped out of the shrubbery. Rather than fight, Janeen and Marty decided to flee and took off running in the opposite direction. This quick reaction reflects the fight-or-flight response, which is triggered by the _____ nervous system, which stimulates the _____ to produce _____.
- A) somatic; adrenal medulla; dopamine and serotonin
 - B) parasympathetic; adrenal cortex; melatonin and androgen
 - C) sympathetic; adrenal medulla; epinephrine and norepinephrine
 - D) central; hypothalamus; GABA and dopamine
22. Although _____ has been shown to be a pseudoscience, it helped introduce the idea that functions were _____ in the brain.
- A) phrenology; lateralized
 - B) neuroscience; plastic or flexible
 - C) the split-brain procedure; lateralized
 - D) phrenology; localized
23. The development of new neurons in the brain is called:
- A) neurogenesis.
 - B) structural plasticity.
 - C) neuroplasticity.
 - D) functional plasticity.

24. The brainstem is made up of several structures, which include the:
- A) thalamus, hypothalamus, hippocampus, and amygdala.
 - B) medulla, pons, cerebellum, reticular formation, and midbrain, including the substantia nigra.
 - C) temporal lobe, parietal lobe, the occipital lobe, and frontal lobe.
 - D) corpus callosum, cerebral cortex, and the structures that make up the limbic system.
25. Samuel suffered damage to his temporal lobes during an operation to remove tumors from his brain. He is likely to have problems with his:
- A) vision.
 - B) ability to smell and taste.
 - C) hearing.
 - D) ability to process somatosensory information.
26. Processing somatosensory information is to _____ lobe as seeing is to _____ lobe.
- A) parietal; temporal
 - B) frontal; parietal
 - C) temporal; occipital
 - D) parietal; occipital
27. Which of the following is part of the limbic system and is involved in emotional responses and memories with a strong emotional component?
- A) the amygdala
 - B) the thalamus
 - C) the hypothalamus
 - D) the medulla
28. Broca is to _____ as Wernicke is to _____.
- A) expressive aphasia; receptive aphasia
 - B) left cerebral hemisphere; right cerebral hemisphere
 - C) structural plasticity; functional plasticity
 - D) receptive aphasia; expressive aphasia

29. Most left-handed people:
- A) are right-hemisphere dominant for language, the opposite pattern as right-handed people.
 - B) are left-hemisphere dominant for language, like most right-handed people.
 - C) are bilateral, using both hemispheres equally for virtually all tasks, including speech and language tasks.
 - D) are right-hemisphere dominant for language in their childhood but become increasingly more left-hemisphere dominant by early adulthood.
30. Modern neuroscience research has shown that learning a new motor skill, such as juggling, and living in an enriched environment:
- A) can make people more right-hemisphere dominant, and thus more creative.
 - B) can help shift functions from damaged to undamaged brain regions, a phenomenon called functional plasticity.
 - C) will reliably decrease average levels of GABA and acetylcholine.
 - D) can affect brain structures, such as the number and shape of neuronal dendrites and axon terminals, and the number of glial cells.
31. Walking into the bakery, you immediately notice the smell of freshly baked bread. What is the name of the process through which physical stimuli, such as odors, are converted into neural signals that are sent to the brain?
- A) sensory adaptation
 - B) the mere exposure effect
 - C) accommodation
 - D) transduction
32. According to Weber's law, the size of _____ is a constant proportion of the size of the initial stimulus.
- A) the absolute threshold
 - B) a just noticeable difference or difference threshold
 - C) a subliminal threshold
 - D) a binocular disparity
33. _____ provide more specific information and function best in bright light, while _____ provide less specific information and function best in dim light.
- A) Cones; rods
 - B) Rods; cones
 - C) Bipolar cells; ganglion cells
 - D) Ganglion cells; bipolar cells

34. The phenomenon of afterimages can be best explained by which theory?
- A) frequency theory
 - B) place theory
 - C) trichromatic theory
 - D) opponent-process theory
35. The sensory receptor cells for hearing are:
- A) located in the primary auditory cortex of the brain.
 - B) embedded in the tiny bones (anvil, hammer, stirrup) in the middle ear.
 - C) embedded in the basilar membrane in the cochlea of the inner ear.
 - D) located along the length of the auditory nerve.
36. Which sensory receptors are constantly being replaced?
- A) taste buds, proprioceptors, and nociceptors
 - B) rods, cones, and olfactory receptors.
 - C) olfactory receptors and taste buds
 - D) taste buds and hair cells in the basilar membrane.
37. Which of the following statements is TRUE?
- A) There is no evidence to support the existence of pheromones in humans.
 - B) Psychologists have recently discovered a pheromone that is emitted by breastfeeding women that makes them irresistible to the opposite sex.
 - C) There is evidence that human pheromones function as social signals, affecting moods and social interactions.
 - D) A chemical has recently been identified in the perspiration of young males that acts as a powerful sexual stimulus, increasing sexual motivation in women.
38. Which of the following receptors trigger the experience of pain?
- A) nociceptors
 - B) proprioceptors
 - C) Pacinian corpuscles
 - D) vestibular receptors
39. While helping his friends move, Ben dropped a box of books on his big toe. The immediate, sharp sensation of pain was carried by _____, while the throbbing pain that lasted for the next few days was transmitted by _____.
- A) nociceptors; substance P
 - B) A-delta fibers; C fibers
 - C) Pacinian corpuscles; nociceptors
 - D) C fibers; A-delta fibers

40. You and your friends are trying to put together a 5,000-piece jigsaw puzzle. Because you are doing this one piece at a time without knowing what the final picture will be you are relying on:
- A) bottom-up processing.
 - B) top-down processing.
 - C) conceptually driven processing.
 - D) kinesthetic processing.
41. When Matt went duck-hunting with his father, they wore camouflage clothing that would allow them to blend in with their surroundings. The effectiveness of camouflage is based upon which Gestalt principle?
- A) proximity
 - B) similarity
 - C) the law of Prägnanz
 - D) figure-ground
42. Because of the law of _____, you tend to perceive the following as three groups of letters:
- BBBBBBccccTTTTT.
- A) proximity
 - B) closure
 - C) good continuation
 - D) similarity
43. Which of the following would NOT be considered to be an example of a paranormal phenomenon?
- A) psychokinesis
 - B) subliminal perception
 - C) precognition
 - D) telepathy

44. Janna had always been fascinated by stories of the Loch Ness monster, so when she went to Scotland she made sure to visit the famous lake, Loch Ness. One rainy morning when she was scanning the lake with high-powered binoculars, she was certain that she saw a huge, long-necked sea monster surface for a few moments. Her companion, however, insisted that she had just seen an uprooted tree being swept by the high waves. Of the following options, which is the most likely explanation for Janna's sighting of the famous Loch Ness monster?
- A) telepathy
 - B) subliminal perception
 - C) perceptual set
 - D) clairvoyance
45. To reduce the intense pain of her migraine headaches, Lisette's doctor taught her a procedure that involved learning to control the blood flow and muscle tension in her head and neck. What is the technique called?
- A) acupuncture
 - B) counterirritation
 - C) positive self talk
 - D) biofeedback

Take Home Exam # 2

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Name: _____ Date: _____

1. Biological processes that systematically vary over a 24-hour cycle are called _____ and are regulated by a cluster of neurons called the _____.
 - A) intrinsic rhythms; melatonin cluster
 - B) circadian rhythms; suprachiasmatic nucleus
 - C) circadian rhythms; pineal gland
 - D) brain waves; suprachiasmatic nucleus

2. Most people who are deprived of all environmental time cues tend to naturally follow a _____-hour sleep/wake cycle.
 - A) 12
 - B) 20
 - C) 25.2
 - D) 24.2

3. Which of the following lists the correct sequence of sleep stages during the first 90 minutes of sleep?
 - A) stage 1 NREM, stage 2 NREM, stage 3 NREM, stage 4 NREM, REM sleep
 - B) REM sleep, stage 4 NREM, stage 3 NREM, stage 2 NREM, stage 1 NREM
 - C) stage 1 REM, stage 2 REM, stage 3 REM, stage 4 REM, NREM
 - D) wakefulness, drowsiness, dreaming, deep sleep, paradoxical sleep

4. Mandy is 8 months old, her mother Jennie is 40 years old, and her grandmother Matilda is 70 years old. During a typical 24-hour period, who experiences the highest proportion of REM to NREM sleep?
 - A) Jennie
 - B) Matilda
 - C) Mandy
 - D) Mandy, Jennie, and Matilda all experience the same approximate proportion of REM to NREM sleep during a typical 24-hour period.

5. Sleep restriction studies have shown that:
- A) research participants adapted to the four-hour-per-night sleep schedule by the end of the first week and showed no cognitive or physical impairments over the course of the experiments.
 - B) there were some beneficial effects in terms of memory consolidation, reaction time, and immune system functioning.
 - C) immune system functioning, concentration, vigilance, reaction time, memory skills, and ability to gauge risk were all diminished.
 - D) there is no evidence to support the notion that REM and NREM sleep deprivation result in REM and NREM rebound effects.
6. According to _____, dreaming is the subjective awareness of the brain's internally generated signals during sleep.
- A) the neodissociation model
 - B) Freud's psychoanalytic theory
 - C) the activation-synthesis model
 - D) social-cognitive theory
7. Sleepwalking and sleep terrors are _____ that tend to occur in _____.
- A) parasomnias; stages 3 and 4 NREM sleep
 - B) parasomnias; REM sleep
 - C) dyssomnias; stages 1 and 2 NREM sleep
 - D) dyssomnias; REM sleep
8. According to the _____ theory of hypnosis, people who are hypnotized are not in any special state of consciousness but are simply highly motivated to respond to the social demands of the hypnotist and the situation.
- A) neodissociation
 - B) imaginative suggestibility
 - C) social-cognitive
 - D) activation-synthesis
9. Techniques for focusing attention, which are found in most cultures and many religions, are called:
- A) stimulus control techniques.
 - B) imaginative-suggestibility techniques.
 - C) hypnosis.
 - D) meditation.

10. Chris drinks coffee frequently. If she tries to get through the day without a cup of coffee, she feels tired and groggy. Chris's feelings of fatigue and drowsiness are most likely _____ that are caused by a phenomenon called the _____ effect.
- A) psychological symptoms; placebo
 - B) withdrawal symptoms; drug-rebound
 - C) addictive symptoms; stimulant-induced
 - D) withdrawal symptoms; dissociative
11. The physically addictive depressant drugs include:
- A) cocaine, caffeine, heroin.
 - B) heroin, opium, and "downers," or barbiturates.
 - C) alcohol, tranquilizers, and barbiturates.
 - D) heroin, morphine, and LSD.
12. Which of the following is a category of addictive drugs that mimic the properties of a natural brain substance called endorphins?
- A) depressants
 - B) stimulants
 - C) psychedelics
 - D) opiates
13. _____ promote(s) wakefulness, mental alertness, vigilance, and faster thought processes by stimulating the release of dopamine in the brain's prefrontal cortex and by blocking adenosine's sleep-inducing effects.
- A) Nicotine
 - B) Caffeine
 - C) Cocaine
 - D) Amphetamines
14. Whenever Lloyd uses his favorite drug he experiences intense euphoria, mental alertness, and increased self-confidence. These psychological responses occur because the drug he takes blocks the reuptake of dopamine, serotonin, and norepinephrine which potentiates the effects of these neurotransmitters. Lloyd's favorite drug is _____.
- A) caffeine
 - B) cocaine
 - C) heroin
 - D) marijuana

15. The Enhancing Well-Being with Psychology section provides a number of tips to help minimize sleep problems. Which of the following is NOT one of those recommendations?
- A) Use stimulus-control therapy.
 - B) Engage in regular daytime exercise.
 - C) Use depressant drugs, such as alcohol or barbiturates, that cause drowsiness.
 - D) Establish a consistent sleep-wake cycle.
16. In his original studies of digestion, Pavlov placed food on a dog's tongue to make the dog salivate. In this situation, the food is a(n) _____ and the dog salivating is a(n) _____.
- A) conditioned stimulus; unconditioned response
 - B) unconditioned stimulus; unconditioned response
 - C) conditioned stimulus; conditioned response
 - D) unconditioned stimulus; conditioned response
17. Madison met her first serious boyfriend when she was working a summer job at a café on the beach at an oceanfront resort. Years later, when Madison smells the distinctive smell of saltwater and sand, she still feels a twinge of sadness, remembering the ending of their romance at the end of the summer when they both returned to their separate colleges. In this example, the conditioned stimulus is _____ and the conditioned response is _____.
- A) the smell of the ocean; sadness
 - B) sadness; the smell of the ocean
 - C) the smell of the ocean; sexual arousal
 - D) the smell of the ocean; memories of being a waitress at the café
18. Ivan conditioned his pet bloodhound, Watson, to drool every time the doorbell rang. After a few weeks, he got tired of mopping up the puddle of drool by his front door so he repeatedly rang the doorbell without pairing the sound with food. Eventually, the process of _____ occurred, and Watson stopped drooling every time the doorbell rang.
- A) learned helplessness
 - B) stimulus discrimination
 - C) instinctive drift
 - D) extinction
19. Which psychologists strongly insisted that psychology should only study observable behaviors, not mental processes or consciousness?
- A) Martin Seligman and John Garcia
 - B) Robert Rescorla and Edward L. Thorndike
 - C) Edward C. Tolman and Albert Bandura
 - D) John B. Watson and B. F. Skinner

20. In the famous “Little Albert” study, what was the conditioned stimulus?
- A) the white rat
 - B) fear of the loud clang
 - C) fear at the sight of the rat
 - D) the loud clang
21. During a severe thunderstorm, Christopher was talking on the phone with his girlfriend when lightning struck the house and the electrical shock traveled through the telephone wire. Christopher received a strong shock and the fright of his life. Although he wasn't severely injured, he developed an intense fear of lightning and thunderstorms. However, Christopher did NOT develop a fear of telephones or his girlfriend. Which concept helps explain this fact?
- A) latent learning
 - B) the law of effect
 - C) biological preparedness
 - D) stimulus discrimination
22. “Responses followed by a satisfying effect are strengthened and likely to occur again in a particular situation, but responses followed by a dissatisfying effect are weakened and less likely to occur again in a particular situation.” What principle does this statement describe?
- A) biological preparedness
 - B) learned helplessness
 - C) the law of effect
 - D) the Premack principle
23. If an action is negatively reinforced, it is _____ to be repeated. If an action is positively reinforced, it is _____ to be repeated.
- A) less likely; more likely
 - B) more likely; less likely
 - C) less likely; less likely
 - D) more likely; more likely
24. Gabe got stuck in an elevator in a high-rise office building one morning. Now he refuses to enter an elevator. If “entering an elevator” is the operant, what type of consequence has altered Gabe's behavior?
- A) punishment by application
 - B) punishment by removal
 - C) positive reinforcement
 - D) negative reinforcement

25. Sarah gets a weekly allowance, but only if all of her chores are completed by 5 PM on Friday night. Although Sarah does some work around the house during the week, most of her chores are done in a burst of activity after she comes home from school on Friday afternoon. Sarah's behavior is being maintained on a _____ schedule of reinforcement.
- A) variable-ratio (VR)
 - B) fixed-ratio (FR)
 - C) variable-interval (VI)
 - D) fixed-interval (FI)
26. According to _____, a rat learning to navigate a maze will eventually acquire _____.
- A) Edward C. Tolman; a cognitive map of the maze
 - B) Martin Seligman; learned helplessness
 - C) John Garcia; a taste aversion to any food eaten in the maze
 - D) Ivan Pavlov; a conditioned emotional response to the maze
27. In dogs, learned helplessness could be overcome by:
- A) repeatedly presenting the conditioned stimulus without the unconditioned stimulus.
 - B) dragging the dogs over the barrier to the side of the cage that was not electrified.
 - C) removing the food from the end of the maze.
 - D) disconnecting the food dispenser from the operant chamber in the dogs' cages.
28. While his exhausted mother was taking a nap, four-year-old Dennis decided to help her out by doing the laundry. He dragged a stool over to the washing machine, stuffed clothes into it, turned it on, and dumped a box of detergent on top of the clothes. Which psychologist and which learning theory could best explain Dennis's behavior?
- A) Ivan Pavlov; classical conditioning
 - B) Edward Thorndike; the law of effect
 - C) Albert Bandura; observational learning
 - D) John Garcia; biological preparedness
29. Based on a review of more than 30 years of research, the American Psychological Association and other public health organizations, stated that viewing entertainment violence:
- A) was associated with lower cognitive performance and negative social behavior in African American males but not in white males.
 - B) can lead to a decrease in aggressive attitudes, values, and behaviors.
 - C) was associated with lower cognitive performance and negative social behavior in white males and females but not in African American males and females.
 - D) can lead to an increase in aggressive attitudes, values, and behaviors.

30. According to the Enhancing Well-Being with Psychology section “Using Learning Principles to Improve Self-Control,” to help motivate yourself to finish your history term paper on time, you should:
- A) provide yourself with a reinforcing stimulus before you begin, so you won't be distracted.
 - B) plan to reward yourself with a reinforcing stimulus when your term paper is complete.
 - C) frequently fantasize about all the enjoyable things you could be doing instead of writing your term paper, to make the process more enjoyable.
 - D) reduce your stress level by ignoring the deadline and adopt a flexible approach to writing the paper.
31. Of the different types of memory, _____ memory has the shortest duration.
- A) working
 - B) sensory
 - C) short-term
 - D) long-term
32. A classic experiment by psychologist George Sperling demonstrated that:
- A) the capacity of short-term memory is virtually limitless.
 - B) the schemas that people hold in a particular situation can erroneously influence the details they later remember about the situation.
 - C) distributed practice is superior to massed practice.
 - D) information is held in visual sensory memory for about half a second.
33. According to George Miller, capacity of short-term memory:
- A) is about four items of information, plus or minus one.
 - B) can be increased by clustering.
 - C) can be increased by maintenance rehearsal of the information.
 - D) is about seven items of information, plus or minus two.
34. During a test of his short-term memory, Tommy was given lists of items to remember. He found the task much easier if he grouped the items according to whether they were animals, plants, minerals, and so on. Tommy is using a memory aid called:
- A) clustering.
 - B) the self-referencing technique.
 - C) chunking.
 - D) massed practice.

35. In Baddeley's model of working memory, one component called the _____ is specialized for verbal material, such as lists of numbers or words.
- A) visuospatial sketchpad
 - B) semantic network
 - C) phonological loop
 - D) central executive
36. You can keep information in short-term memory beyond the usual 20-second duration by:
- A) engaging in maintenance rehearsal.
 - B) using clustering.
 - C) engaging in chunking.
 - D) using imagination inflation.
37. When seven-year-old Grace had to recite the Girl Scout Pledge in front of the other members of her Brownie troop, she had trouble remembering some of the lines in the middle of the pledge. This illustrates:
- A) the serial position effect.
 - B) state-dependent retrieval.
 - C) source confusion.
 - D) mood congruence
38. When you are in a positive mood, you are more likely to recall positive memories. This phenomenon is referred to as _____ and it is one form that _____ can take.
- A) source amnesia; source monitoring
 - B) mood congruence; the encoding specificity principle
 - C) inattention blindness; encoding failure
 - D) mood congruence; long-term potentiation
39. The famous Ebbinghaus forgetting curve:
- A) showed that long-term potentiation failure is the primary cause of forgetting.
 - B) demonstrates that much of what we forget is lost relatively soon after we originally learn the information.
 - C) demonstrated that encoding failure is the primary reason we forget most information.
 - D) showed that the “magical number” of items that can be held in short-term memory is four, plus or minus one, and not seven plus or minus two, as had been believed.

40. Professor Sheehan spent most of the class session lecturing on different aspects of memory, and ended by reminding her students of the test at the next class session. After her students had shuffled out of the classroom, Professor Sheehan noticed a student's cellphone on a desk toward the back of the classroom. The student forgetting his cellphone is an everyday example of _____ that is most probably due to _____.
- A) inattentive blindness; source amnesia
 - B) source amnesia; retrieval cue failure
 - C) prospective memory; retrieval cue failure
 - D) absentmindedness; encoding failure
41. In the study in which participants sat briefly in a psychology professor's office:
- A) most participants were unable to remember significant details of the office when tested later.
 - B) most participants were able to accurately remember significant details of the objects that were present in the office when tested later.
 - C) memory for details of the office was easily distorted by the later use of misinformation during the recall test.
 - D) many participants erroneously remembered items that were not actually present in the room but were consistent with the schema of a professor's office.
42. The basic premise of repressed memory therapy or recovered memory therapy is that:
- A) adult psychological problems are often due to sexual abuse in childhood, and memories of the childhood abuse have been repressed.
 - B) memories can be changed through hypnosis and suggestion.
 - C) people can be trained or taught to actively suppress traumatic memories, which will result in improved psychological functioning.
 - D) adult psychological problems are usually due to clear and vivid memories of childhood sexual abuse that are difficult to actively suppress.
43. Why did Karl Lashley fail to uncover the area of the rats' brain in which the memory trace of the maze was stored or located?
- A) Memory could not be studied with the relatively crude and simplistic methods that Lashley used in the early 1900s.
 - B) A rat's memory for maze running is a classically conditioned response and is not localized in one area of the brain, such as the cortex or cerebellum.
 - C) Lashley was looking in the cerebral cortex for the memory trace, when he should have been looking in the cerebellum.
 - D) A rat's memory for maze running is not a single memory but a complex set of interrelated memories involving information from multiple senses and is distributed throughout the brain and not localized in the cortex.

44. The famous case of the man known as H.M. illustrates the important role played by _____ in the formation of new memories.
- A) the amygdala
 - B) beta-amyloid plaques and neurofibrillary tangles
 - C) the hippocampus
 - D) cerebellum
45. The Enhancing Well-Being with Psychology section provides several techniques and suggestions to enhance your memory of information. Which of the following is one of those suggestions?
- A) Use maintenance rehearsal to help encode information for meaning.
 - B) Minimize interference by using massed practice.
 - C) Counteract the serial position effect by spending more time learning material at the beginning and end of a sequence.
 - D) Take the distributed practice approach to learning new information.

Take Home Exam # 3

Due on or before

Late exams and assignments are not accepted and will be
award a grade of zero (0).

Name: _____ Date: _____

1. _____ is formally defined as the mental activities involved in acquiring, retaining, and using knowledge, including memory and perception.
 - A) Thinking
 - B) Motivation
 - C) Cognition
 - D) Problem solving

2. Rick asks you how many stop signs you encounter on your drive home. To answer his question, you probably rely on a:
 - A) mental image.
 - B) linguistic concept.
 - C) map of your city.
 - D) natural concept.

3. Erika is asked to generate a list of five different animals that can be kept as pets. She quickly responds, “dogs, cats, goldfish, gerbils, and canaries.” Dogs would thus represent Erika's _____ for the _____ concept of “pets.”
 - A) defining features or attributes; natural
 - B) prototype; natural
 - C) exemplar; formal
 - D) prototype; formal

4. For his independent project in Cooking 101, Henry decides to develop a new dip for raw vegetables, using sour cream and herbs. He tries one combination of ingredients after another, adjusting the seasoning as he goes along. What problem-solving strategy is Henry using?
 - A) the working backward heuristic
 - B) the additive model
 - C) the single-feature algorithm
 - D) the trial-and-error strategy

5. Emily is planning a trip to northern Canada in January. She decides to buy the warmest coat she can find, no matter what its cost or appearance. Emily is relying upon the _____ to decide which coat to buy.
 - A) additive model
 - B) single-feature model
 - C) elimination by aspects model
 - D) insight and intuition

6. When people need to make a decision involving a high degree of uncertainty, what techniques do they often use to estimate the probability of an event occurring?
 - A) the trial-and-error strategy and the additive model
 - B) the elimination by aspects model and the single-feature model
 - C) the availability heuristic and the representativeness heuristic
 - D) insight, intuition, mental sets, and pure guesswork

7. ESP believers and ESP disbelievers participated in a study in which they watched two attempts to demonstrate telepathic communication. Although the participants didn't know it, one attempt was rigged to appear successful, and the other attempt was rigged to fail. Following the demonstration:
 - A) all of the participants incorrectly remembered both attempts as being unsuccessful.
 - B) the ESP disbelievers thought that ESP did not occur in either the successful or the unsuccessful demonstration.
 - C) only the ESP believers said that ESP had taken place in the unsuccessful attempt, thus demonstrating the belief-bias effect.
 - D) only the ESP disbelievers said that ESP had taken place in the unsuccessful attempt, thus demonstrating the fallacy of positive instances.

8. The term _____ refers to the rules for combining words in a particular language.
 - A) generative
 - B) displacement
 - C) syntax
 - D) exemplar

9. The linguistic relativity hypothesis:
 - A) contends that American Sign Language (ASL) lacks the formal requirements for language and is relatively impoverished linguistically.
 - B) is the notion that thoughts and perceptions are influenced by the particular language that is used.
 - C) proposes that the formal characteristics of a language are relative and not absolute.
 - D) Suggests that the way people think and perceive the world in different linguistic groups influences the formal language that they develop and use.

10. Who translated and revised Binet's intelligence test for use in the United States?
 - A) David Wechsler
 - B) Charles Spearman
 - C) Louis Thurstone
 - D) Lewis Terman

11. When a psychological test is administered to the same group of people on different occasions and it produces very similar scores for each of the participants, it is said to be:
- A) reliable.
 - B) standardized.
 - C) a “culture-free” test.
 - D) valid.
12. According to psychologist _____, there are multiple, independent forms of intelligence, such as linguistic intelligence, spatial intelligence, or interpersonal intelligence.
- A) Charles Spearman
 - B) David Wechsler
 - C) Howard Gardner
 - D) Lewis Terman
13. Cross-cultural research on group differences in IQ scores has shown that:
- A) the stereotype threat is not a cross-cultural phenomenon.
 - B) standard IQ tests can be translated and used in any cultural setting.
 - C) minority groups who are discriminated against tend to have lower average IQ scores than the dominant group, whatever their racial or ethnic identity.
 - D) test-taking behavior does not vary from one culture or society to another.
14. Cindi and Beth are participants in a research study that involves taking a difficult math test. Cindi is told that scores on the math test usually reflect gender differences, while Beth is told that scores on the math test usually do *not* reflect gender differences. Cindi and Beth's math scores will be compared to the scores of male students taking the same test. Based on Claude Steele's research, what would you predict about Cindi and Beth's scores on the math test?
- A) Because of stereotype threat, Cindi will score lower than the male students, but Beth's score will score about the same as the male students.
 - B) Because of the stereotype lift, Beth will score lower than the male students, but Cindi will score about the same as the male students.
 - C) Because of the stereotype lift, Beth and Cindi's scores will be about the same as the male students.
 - D) Because of stereotype threat, Cindi will score higher than the male students, but Beth's score will be lower than male students.

15. According to the Enhancing Well-Being with Psychology section, “A Workshop on Creativity,” creativity can be enhanced if you:
- A) ignore everyday hassles and focus on the “big picture.”
 - B) try to avoid learning too much about the area in which you wish to be creative, so as to guarantee a fresh approach.
 - C) focus all your efforts on refining a single promising approach, rather than being distracted by too many possibilities.
 - D) are flexible and persist in the face of obstacles and setbacks.
16. Glucose is:
- A) the hormone produced by fat cells that signals the hypothalamus to regulate hunger and eating behavior.
 - B) the neurotransmitter that promotes satiation and produces feelings of fullness as you eat.
 - C) also called the “hunger hormone” because its presence in the lining of the stomach strongly stimulates appetite.
 - D) also called blood sugar and is the primary source of energy in your body.
17. High blood levels of the hormone ghrelin:
- A) cause negative energy balance and loss of weight.
 - B) stimulate appetite and eating behavior.
 - C) cause a loss of appetite and suppression of normal eating behavior.
 - D) increase the sensitivity of stomach receptors, promote satiation, and reduce or stop eating behavior.
18. Cholecystokinin is:
- A) a hormone that strongly stimulates appetite.
 - B) a neurotransmitter that promotes the production of growth hormone by the pituitary gland.
 - C) both a hormone and a neurotransmitter that increases the sensitivity of stretch receptors in the stomach, promotes satiation, and reduces or stops eating behavior.
 - D) a neurotransmitter manufactured throughout the brain that triggers eating behavior.
19. Karen has a BMI of 28, which means that she is:
- A) underweight.
 - B) in the healthy weight range.
 - C) overweight, but not obese.
 - D) obese.

20. Getting too little sleep can promote weight gain by:
- A) increasing blood levels of ghrelin and decreasing blood levels of leptin.
 - B) increasing blood levels of both ghrelin and leptin.
 - C) decreasing blood levels of ghrelin and increasing blood levels of leptin.
 - D) decreasing the number of dopamine receptors in the brain and triggering the onset of compulsive eating or binge eating episodes.
21. The Focus on Neuroscience feature discussed a PET scan study comparing the brains of normal-weight individuals and obese individuals. One finding in the study was that compared with the normal weight individuals, the obese individuals had:
- A) significantly fewer dopamine receptors in their brains.
 - B) significantly lower levels of the neurotransmitter neuropeptide Y (NPY) in various brain areas, most notably the hypothalamus.
 - C) significantly more dopamine receptors in their brains.
 - D) significantly higher levels of the neurotransmitter neuropeptide Y (NPY) in various brain areas, most notably the hypothalamus.
22. The Focus on Neuroscience box, “Romantic Love and the Brain,” described a study in which love-struck young adults underwent an fMRI brain scan while they looked at a photo of their beloved or at a photo of a friend. The results of this study indicated:
- A) that viewing a photo of a friend produced increased activity in four brain areas associated with emotion: the anterior cingulate cortex, caudate nucleus, putamen, and insula.
 - B) that when the participants viewed a photo of their lover, it activated some of the same brain areas that are activated by euphoria-producing drugs, such as opiates and cocaine.
 - C) no significant differences, as both photos activated the same four brain areas associated with emotion, the anterior cingulate cortex, caudate nucleus, putamen, and insula.
 - D) that looking at a photo of their lover produced a marked reduction in activity in four brain areas associated with emotion: the anterior cingulate cortex, caudate nucleus, putamen, and insula.

23. It was _____ who wrote, "It is quite true that man lives by bread alone—where there is no bread. But what happens to man's desires when there is plenty of bread and when his belly is chronically filled? At once other (and "higher") needs emerge and these, rather than physiological hungers, dominate the organism. And when these in turn are satisfied, again new (and still "higher") needs emerge, and so on. That is what we mean by saying that the basic human needs are organized into a hierarchy of relative prepotency."
- A) William James
 - B) Paul Ekman
 - C) Abraham Maslow
 - D) Charles Darwin
24. Which of the following is NOT a valid criticism of Maslow's theory of motivation?
- A) Maslow's initial studies on self-actualization were based on limited samples and often relied on the life stories of acquaintances, and biographies and autobiographies of historical figures he selected.
 - B) The concept of self-actualization is vague and almost impossible to define in such a way that it could be empirically measured or tested.
 - C) Despite the claim that that self-actualization is an inborn motivational goal, most people do not experience or achieve self-actualization.
 - D) Because of Maslow's influence, psychology was encouraged to focus on the motivation and development of psychologically healthy people.
25. Psychologists define the term _____ as a complex psychological state that involves subjective experience, a physiological response, and a behavioral or expressive response.
- A) motivation
 - B) emotion
 - C) self-efficacy
 - D) anthropomorphism
26. Charles Darwin:
- A) contended that nonhuman animals do not experience emotions.
 - B) believed that anthropomorphism was the best methodology for scientifically investigating emotions in nonhuman animals.
 - C) believed that the capacity to experience emotion is an evolved trait that humans share with lower animals.
 - D) argued that emotional expression in humans is completely different from the instinctive displays of nonhuman animals.

27. When Graham was taking his first ride up the steep slope at the beginning of the Mighty Mouse Roller Coaster ride, he became aware of his high level of physiological arousal. He then began to feel very fearful. The sequence of events in Graham's emotional experience reflects:
- A) Schachter and Singer's two-factor theory of emotion.
 - B) Walter Cannon's theory of emotion.
 - C) the James–Lange theory of emotion.
 - D) the instinct or evolutionary theory of emotion.
28. In looking at gender differences on emotion, psychologist Agneta Fischer and her colleagues analyzed cross-cultural data from 37 countries around the world. According to the Critical Thinking box, “Are Women *Really* More Emotional Than Men?” the researchers found that across cultures:
- A) women report experiencing and expressing more sadness, fear, and guilt (*powerless* emotions), while men report experiencing and expressing more anger and hostility (*powerful* emotions).
 - B) men and women report experiencing the same emotions, but GSR measurements clearly showed that women reacted more strongly to the frightening film clips.
 - C) men are significantly more accurate than women in interpreting the emotional meaning of nonverbal cues, such as facial expression.
 - D) men report experiencing and expressing more sadness, fear, and guilt (*powerless* emotions), while women report experiencing and expressing more anger and hostility (*powerful* emotions).
29. A Focus on Neuroscience box, “Emotions and the Brain,” described a PET scan study by researcher Antonio Damasio and his colleagues. The study found that when participants recalled an emotionally charged memory:
- A) internal brain changes occurred after the participant reported subjectively feeling the emotion.
 - B) there was an increase in brain levels of the neurotransmitter neuropeptide Y (NPY).
 - C) there was an increase in brain levels of the neurotransmitter cholecystokinin (CCK).
 - D) internal brain changes occurred before the participant reported subjectively feeling the emotion.
30. Psychologist Peter Gollwitzer developed an approach that helps people achieve their goals. What are the two key strategies of Gollwitzer's approach?
- A) creating mastery experiences and developing self-efficacy
 - B) meeting basic needs and achieving self-actualization
 - C) developing competence and achieving autonomy
 - D) forming goal intentions and creating implementation intentions

31. Which of the following is the correct term for a segment of DNA that encodes the formula for a particular protein molecule?
- A) gene
 - B) genotype
 - C) chromosome
 - D) phenotype
32. Mark and Mathew are identical twins who developed from a single zygote and share identical DNA. Nevertheless, as they develop, differences in physical and psychological characteristics become evident. These differences are due to:
- A) each twin's unique genetic blueprint.
 - B) pruning of unused neurons in each child's brain.
 - C) allele variation.
 - D) epigenetic change.
33. During the embryonic period:
- A) the zygote becomes implanted on the mother's uterine wall.
 - B) the fetus can move its arms, legs, mouth, and head.
 - C) the mother experiences quickening.
 - D) all of the organs and the major body systems form.
34. Henry and Heidi are proud new parents. Based on the information in Figure 9.3 of the text you can predict that Lauren, their new baby, will most likely:
- A) walk easily before she is 10 months of age.
 - B) be able to sit without support before she will be able to roll over.
 - C) be able to roll over before she will be able to sit without support.
 - D) begin walking at exactly the same age as her older brother did.
35. According to developmental psychologist Jerome Kagan, there are two broad temperamental patterns, which are:
- A) high-reactive and low-reactive.
 - B) slow-to-warm-up and difficult.
 - C) secure and insecure.
 - D) difficult and shy.

36. Which cultural values are reflected in the U.S. custom of putting infants to sleep in a separate room from their parents?
- A) the importance of interdependence
 - B) the need to be independent and self-reliant
 - C) the importance of noise-free, low-stress environments, especially sleeping quarters, for both parents and infants
 - D) the low priority placed on forming secure attachment relationships
37. A group of 5-year-old children are shown pictures of children engaged in activities that violate common gender stereotypes, such as girls playing with toy vehicles and boys playing with dolls. If the children are questioned a few days later, gender schema theory would predict that they:
- A) will tend to recall having seen the boys playing with trucks and cars and the girls playing with dolls.
 - B) will accurately recall that the boys were playing with dolls and the girls with trucks and cars.
 - C) will have trouble describing what they saw because their production vocabulary is much smaller than their comprehension vocabulary.
 - D) will have trouble describing what they saw because their comprehension vocabulary is much smaller than their production vocabulary.
38. Renée Baillargeon has conducted research on the cognitive abilities of very young infants. Baillargeon's research is based on which of the following premises?
- A) Infants will turn away from events that they find puzzling or confusing.
 - B) Infants will notice and pay attention to events that violate their expectations.
 - C) Infants express their cognitive abilities through their physical actions.
 - D) Infants' comprehension vocabulary is much larger than their production vocabulary.
39. Nine-year-old Faith patiently helped her 4-year-old brother, Cole, learn how to fold a piece of paper and cut it to make a paper snowflake. This example illustrates which of the following?
- A) Vygotsky's zone of proximal development
 - B) Baillargeon's event-specific expectations
 - C) Bem's gender schema theory of gender role development
 - D) Kohlberg's conventional level of moral reasoning

40. Sexual characteristics that develop during puberty and differentiate between the sexes but are not directly involved in reproduction, such as male facial hair and female breast development, are called:
- A) secondary sex characteristics.
 - B) epigenetic sex characteristics.
 - C) gender identity characteristics.
 - D) primary sex characteristics.
41. In adolescence, negative and stressful family relationships, including absence of the biological father, are associated with:
- A) later puberty and delayed physical development in both girls and boys.
 - B) earlier puberty and accelerated physical development in both girls and boys.
 - C) later puberty in boys but earlier puberty in girls.
 - D) premature pruning in the prefrontal cortex.
42. What changes take place as the human brain matures over the adolescent years into early adulthood?
- A) Immature white matter develops into mature gray matter.
 - B) The amount of gray matter steadily increases in the cerebral cortex and new neurons continue to be developed until about age 30.
 - C) Unused neurons and neuronal connections are pruned.
 - D) The brain goes through two critical periods in early adolescence, which are called generativity and induction.
43. While writing a paper on the development of moral reasoning, Hugh read that there is not much evidence to support Carol Gilligan's idea that men and women have entirely different approaches to moral reasoning. However, he found that there is empirical evidence that:
- A) Kohlberg's theory predicts the way humans engage in moral reasoning and also how they behave morally.
 - B) the best predictor of moral behavior in real-life situations is moral reasoning in response to hypothetical dilemmas.
 - C) men and women use a mix of both the ethic of individual rights and justice and the ethic of care and responsibility.
 - D) the development of moral reasoning follows a universal sequence of levels and stages suggesting a strong genetic influence.
44. Development during adulthood reflects the increasing importance of:
- A) gender differences in moral reasoning.
 - B) epigenetic influences.
 - C) psychosocial conflicts.
 - D) individual variation.

45. Parents who explain the reasons for insisting that their children behave in a certain way, including the consequences and effects of misbehavior, are using a form of discipline called:
- A) the permissive-parenting approach.
 - B) centration.
 - C) induction.
 - D) the authoritarian approach.

Take Home Exam # 4

Due on or before

Late exams and assignments are not accepted and will be
award a grade of zero (0).

Name: _____ Date: _____

1. Which of the following perspectives on human personality emphasizes the study of individual differences?
 - A) the psychoanalytic perspective
 - B) the social cognitive perspective
 - C) the trait perspective
 - D) the neo-Freudian perspective

2. In Freud's psychoanalytic theory of personality, which one of the following personality structures is entirely unconscious?
 - A) the id
 - B) the libido
 - C) the ego
 - D) the superego

3. Ben's wife Rebecca is a field biologist who accepted a post at a remote research station in Antarctica and has been gone for over two months. Since Rebecca's departure, Ben has remodeled the kitchen, planted a vegetable garden, and is now hard at work building a new deck. Freud would probably describe Ben's burst of creative and productive activities as an example of:
 - A) rationalization.
 - B) sublimation.
 - C) projection.
 - D) reaction formation.

4. During the _____ stage, sexual impulses become repressed and children develop same-sex friendships and focus their attention on school and other activities.
 - A) anal
 - B) oral
 - C) genital
 - D) latency

5. The successful resolution of the Oedipus complex involves the use of:
 - A) rationalization.
 - B) fixation at the oral stage.
 - C) identification.
 - D) regression.

6. Basic anxiety is to _____ as feelings of inferiority is to _____.
- A) Karen Horney; Alfred Adler
 - B) Alfred Adler; Karen Horney
 - C) Carl Rogers; Albert Bandura
 - D) Carl Jung; Hans Eysenck
7. According to _____, each person is highly motivated to act in a way that is consistent with his or her _____.
- A) Albert Bandura; possible self
 - B) Carl Rogers; self-concept
 - C) Carl Jung; anima or animus
 - D) Raymond Cattell; surface traits
8. According to Carl Rogers, the fully functioning person experiences:
- A) high levels of incongruence.
 - B) a deep need to move *toward* other people as a defense against basic anxiety.
 - C) a superiority complex because of success in overcoming challenges and developing a high level of self-actualization.
 - D) congruence.
9. *Reciprocal determinism* explains personality as the interaction:
- A) between genetics and environmental influences.
 - B) of behavioral, cognitive, and environmental factors.
 - C) of social, cultural, behavioral, and environmental factors.
 - D) between the actualizing tendency and the self-concept.
10. Hannah would like to be a professional musician one day. According to Albert Bandura, the best way for her to strengthen her sense of self-efficacy in this particular realm of behavior is:
- A) through unconditional positive regard and developing a congruent self-concept.
 - B) through observational learning and mastery experiences.
 - C) by adopting the ego defense mechanisms of sublimation and displacement.
 - D) by developing a more positive “possible self” and daydreaming of making her debut at Carnegie Hall.
11. Which of the following is NOT one of the five factors in the five-factor model of personality?
- A) psychoticism
 - B) neuroticism
 - C) openness to experience
 - D) agreeableness

12. Research on personality traits has demonstrated that:
- A) personality traits are flexible, and can vary greatly from one situation to another.
 - B) many personality traits can be associated with particular unconscious conflicts or fixation at a particular psychosexual stage.
 - C) the actualizing tendency is the most fundamental personality trait.
 - D) personality traits are remarkably consistent over the lifespan.
13. Table 10.5 lists the major personality perspectives and their key theorists. Robert McCrae and Paul Costa, Jr., are key personality theorists associated with:
- A) the trait perspective.
 - B) the psychoanalytic perspective.
 - C) the humanistic perspective.
 - D) the social-cognitive perspective.
14. Thousands of research studies have established the reliability and validity of all of the following self-report personality tests EXCEPT:
- A) the Myer-Briggs Type Indicator (MBTI).
 - B) the Minnesota Multiphasic Personality Inventory (MMPI).
 - C) California Personality Inventory (CPI).
 - D) Sixteen Personality Factor Questionnaire (16PF).
15. In a research study described in your text, trained graphologists evaluated handwriting samples of 170 people. What were the findings of that study?
- A) Graphology was found to provide a valid assessment of occupational aptitude and was the best predictor of vocational success.
 - B) The trained graphologists were highly accurate in identifying the actors, actresses, and psychologists in the pool of participants, but were unable to identify those who were nuns, monks, or librarians.
 - C) Although the graphologists predicted that they would be 100 percent accurate in distinguishing among the participants, they were not much more accurate than people with no training in graphology.
 - D) Graphology was found to be highly accurate in distinguishing among people in different occupational groups and in identifying several personality traits.

16. Having recently moved to the United States from Guatemala to attend college, Jose notices that people often back up a couple of steps when he is talking to them. As he is eating lunch in the student cafeteria, he casually watches the interactions of Americans who are standing. Suddenly it dawns on him: When people in the United States converse they don't stand as close as they do in Guatemala. Jose's observations seem to indicate that the personal space people feel comfortable with while conversing is governed by:
- A) ethnocentrism.
 - B) cultural stereotypes.
 - C) different cultural social norms.
 - D) normative social influence.
17. Joey and Ross were good friends. Joey was a very handsome guy and Ross was a homely, nerdy-looking guy. Joey is likely to be perceived by other people as being _____ than Ross.
- A) more intelligent, happier, and better adjusted
 - B) less intelligent, less happy, and less well adjusted
 - C) more lonely, less popular, and more socially anxious
 - D) more intelligent, more popular, but less happy
18. For thirty years, the community of Wichita, Kansas, was haunted—and taunted—by a serial killer who dubbed himself the BTK killer, which stood for “bind, torture, kill.” In February of 2005, a break in the case came when Wichita police arrested Dennis Rader, age 59, a city inspector, former Boy Scout leader, and church council president who was married with two adult children. Based on what you learned in the social psychology chapter, which of the following statements explains how Rader escaped detection for so many years?
- A) Strong feelings of ethnocentrism convinced people that the BTK killer was someone from outside their community.
 - B) Diffusion of responsibility allowed people to psychologically distance themselves from the people murdered by BTK.
 - C) Rader contradicted the implicit personality theory that people have for a serial killer.
 - D) People have a strong, natural tendency to blame the victims for contributing to their fate rather than the person who murdered them.

19. As Nina and Erin were eating lunch in the Central High School student cafeteria, they were discussing the news coverage about the girls' athletic coach being arrested for selling steroids to student athletes. "I think the guy just did it because they don't pay teachers enough money," Nina suggested. "I bet the guy had some other kind of drug addiction he was trying to pay for," Erin countered. Nina and Erin's ideas about the cause of the coach's drug-selling behavior are examples of:
- A) attributions.
 - B) the hindsight bias.
 - C) the stereotype threat.
 - D) implicit cognitions.
20. "I can't believe that people would be so stupid as to build a house on the edge of a cliff like that; it's their own fault they are homeless now," Owen said as he looked at the news footage of the wrecked expensive homes at the bottom of the muddy hillside collapse. Owen's response illustrates an attributional pattern called:
- A) the self-serving bias.
 - B) the fundamental attribution error.
 - C) blaming the victim.
 - D) hindsight bias.
21. Deliberate, conscious mental processes are to _____ as automatic, nonconscious mental processes are to _____.
- A) hindsight bias; implicit personality theory
 - B) implicit cognitions; explicit cognitions
 - C) stereotypes; prejudice
 - D) explicit cognition; implicit cognition
22. The tendency to blame oneself for one's failures, attributing them to internal, personal causes, while downplaying one's successes by attributing them to external, situational causes, is called:
- A) the self-serving bias.
 - B) the fundamental attribution bias.
 - C) hindsight bias.
 - D) the self-effacing, or modesty, bias.

23. Because of his deep concerns about the effects of global warming, Riley took part in a protest demonstration in front of the hotel where the head of the U.S. Environmental Protection Agency was making a speech to an annual meeting of coal producers. This example best illustrates the _____ component of attitudes.
- A) behavioral
 - B) emotional
 - C) biological
 - D) cognitive
24. On numerous occasions in the past, Destiny had strongly advocated alternative energy sources and less reliance on fossil fuels. So, her friend Sara was surprised to see Destiny drive up in a large gas-guzzling SUV. Sara asked, "So, Destiny, how do you guys like your new SUV?" Without a moment's hesitation, Destiny replied, "You know, we really needed a bigger vehicle to haul the kids and all their soccer stuff around. And I sure don't have any problems fitting all the grocery sacks in the back!" Destiny's change in attitude to match her behavior reflects which of the following concepts?
- A) self-serving bias
 - B) hindsight bias.
 - C) cognitive dissonance
 - D) diffusion of responsibility
25. "I don't care what kind of lawyer he is! I can't believe that Mia is going to marry a lawyer! They're all just money-grubbing, bloodless leeches. You know what you call an honest lawyer? An impossibility!" Kathy laughed. Kathy's view that all lawyers share the same qualities is an example of:
- A) the out-group homogeneity effect.
 - B) the fundamental attribution error.
 - C) an implicit personality theory.
 - D) blaming the victim.
26. A technique used to promote cooperation that involves students working together in small, ethnically diverse groups on a mutual project is called the:
- A) foot-in-the-door technique.
 - B) jigsaw classroom technique.
 - C) conform-to-the-norm technique
 - D) the in-group bias effect.

27. Even though it had been billed as “one of the most delightfully funny Broadway plays every produced,” Michael thought the jokes were corny, the actors were too mechanical in delivering their lines, and the singing was mediocre. However, at the conclusion of the play, Michael reluctantly stood up with the rest of the audience to join in the standing ovation. Michael's behavior clearly illustrates:
- A) obedience.
 - B) prosocial behavior.
 - C) the stereotype threat.
 - D) conformity.
28. Informational social influence results from people's desire to:
- A) be correct and gain accurate information.
 - B) be liked and accepted by the group.
 - C) avoid deindividuation.
 - D) gain social approval.
29. Your text discussed several factors that seemed to have contributed to the abuse of Iraqi prisoners at the Abu Ghraib prison. Which of the following was NOT a factor that contributed to the mistreatment of prisoners?
- A) conformity
 - B) prejudice and stereotyping
 - C) altruism
 - D) cognitive dissonance
30. Gilda volunteers two or three mornings a week at a local animal rescue center because she believes that helping abused and abandoned animals is something that is “the right thing to do.” Her friend Wilda volunteers a few times a week at the same shelter because she believes that it gives her valuable work experience and may help her gain admission to veterinary school. Gilda's motivation is guided by _____ and Wilda's motivation reflects _____.
- A) altruism; prosocial behavior
 - B) normative social influence; informational social influence
 - C) prosocial behavior; altruism
 - D) informational social influence; normative social influence
31. 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

32. 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 be explained by the social contagion effect.
 - D) is due to the release of the hormone oxytocin by the adrenal medulla.
33. _____ 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
34. 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
35. 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.

36. 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.
37. 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.
38. 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.
39. 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.

40. 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.
41. 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.
42. 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
43. 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

44. 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
45. 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.