1. Sue’s friends say that she is sympathetic, trusting, cooperative, and straightforward. Which of the following “Big Five” traits would best describe her?
   a. neuroticism
   b. extraversion
   c. agreeableness
   d. conscientiousness

2. Eric studies three hours per day, five days a week. He only misses school when he is sick and is almost never late for class. On which of the following “Big Five” traits would he likely receive a high score?
   a. neuroticism
   b. extraversion
   c. agreeableness
   d. conscientiousness

3. Physiological motivation describes behavior that is primarily "pushed" by biological needs such as the need for food, water, and sexual activity. This view is most compatible with which of the following personality theories?
   a. Freudian Psychodynamic Theory
   b. Rogerian Humanistic Theory
   c. Social Learning Theory
   d. Cognitive-Behavioral Theory

4. For Freud, personality development is strongly influenced by:
   a. the effect of reward and punishment.
   b. a natural striving for superiority.
   c. how the individual deals with unconscious conflicts and urges
   d. the need to self-actualize.

5. You're feeling guilty after your third bowl of ice cream. You tell yourself it's alright because yesterday you skipped lunch. This is an example of what defense mechanism:
   a. conceptualization.
   b. rationalization.
   c. displacement.
   d. identification.

10. Attributing your own thoughts, feelings, or motives to others as a way to avoid feeling anxiety or guilt is called
    a. regression.
    b. displacement.
    c. projection.
    d. reaction formation.
11. According to Jung, the collective unconscious is a storehouse of latent memory traces inherited from people's ancestral past, which is
   a. unique to each individual
   b. shared with the entire human race
   c. shared only with one's blood relatives
   d. present to help one feel connected to other humans

12. According to Adler, ______ involves efforts to overcome imagined or real inferiorities by developing one's abilities.
   a. introversion
   b. compensation
   c. reaction formation
   d. individual psychology

13. Which of the following theoretical orientations asserts that scientific psychology should focus only on the study of observable behavior?
   a. humanism
   b. behaviorism
   c. psychoanalytic
   d. structuralism

The typical procedure for inducing classical conditioning involves presentations of a neutral stimulus along with a stimulus which evokes an innate, often reflexive, response. Pavlov called these the unconditioned stimulus (US) and unconditioned response (UR), respectively. If the CS and the US are repeatedly paired, eventually the two stimuli become associated and the organism begins to produce a behavioral response to the CS. Pavlov called this the conditioned response (CR)

14. An originally neutral stimulus that acquires the capacity to elicit a conditioned response is called a(n)
   a. unconditioned stimulus.
   b. conditioned stimulus.
   c. response-bound stimulus.
   d. association-positive stimulus.

15. When a Conditioned Stimulus (CS) is repeatedly presented alone, without the Unconditioned Stimulus (UCS), it is likely that the conditioned response (CR) will:
   a. be extinguished
   b. lapse for some time then recover
   c. transfer to another UCS
   d. be viewed as negative reinforcement

Chapters 2 and 11: Practice Test Questions
16. __________ refers to the process of learning as one experiences the consequences of voluntary actions that are rewarded or punished.
   a. Operant conditioning
   b. Classical conditioning
   c. Innate learning
   d. Extinction

17. If you clean your room to put an end to your father’s incessant nagging on the subject, your room-cleaning response has been
   a. extinguished.
   b. discriminated.
   c. positively reinforced.
   d. negatively reinforced.

18. Albert Bandura differed from other behaviorists in that he gave an important role to __________ in influencing human behavior.
   a. reflexes
   b. cognition
   c. consequences
   d. punishments

19. One's belief about one's ability to perform behaviors that should lead to expected outcomes is called
   a. self-concept.
   b. self-actualization.
   c. self-confidence.
   d. self-efficacy.

20. Humanism is a theoretical orientation that
   a. regards human personality as a collection of response tendencies.
   b. views self-efficacy as the ultimate goal of personality development.
   c. sees personality as resulting mainly from observation of others.
   d. emphasizes unique human qualities such as free will and growth potential.

21. In contrast to the Freudian model, Maslow's theory placed a greater interest in the __________ aspects of personality and human behavior.
   a. conscious
   b. unconscious
   c. healthy
   d. unhealthy

30. Maslow’s hierarchy of needs is based on the idea that
   a. many drives are learned through observation
   b. needs are a function of self-concept; if you have a positive self-concept you will be successful at satisfying your needs
   c. some needs are more basic than others and must be met before a higher need can be successfully mastered
   d. most needs are a reaction to unconscious anxiety
31. Eysenck asserted that "personality is determined to a large extent by a person's genes." If this has validity siblings should demonstrate a high degree of similarity in personalities.
   a. True of all siblings
   b. True only for fraternal and identical twins
   c. True only for identical twins
   d. True only for identical twins reared in the same environment

32. Twin studies allow researchers to assess hereditary influences, in part, because
   a. genetic overlap for fraternal twins is greater than for non-twin siblings.
   b. twins are usually motivated to act similarly.
   c. genetic overlap is 100% for identical twins, 50% for fraternal twins.
   d. environmental influences are eliminated in twin studies.

33. Twin studies discussed in your text suggest that genes account for about ______ of peoples' variation in personality.
   a. 15%
   b. 25%
   c. 50%
   d. 75%

34. Evolutionary psychologists like David Buss have argued that the "Big Five" personality traits exist across a variety of cultures because these traits
   a. tend to be reinforced as societal norms.
   b. have had significant adaptive implications.
   c. are the ones most likely to be classically conditioned.
   d. help each individual evolve to his/her greatest potential.

35. In psychological testing, "standardization" means that
   a. a test can be administered in many different ways.
   b. the test has a normative base.
   c. subjects are expected to reach a certain standard of achievement on a test.
   d. uniform procedures are used in administration and scoring of tests.

36. Susie scored a 105 on an online test claiming to measure intelligence. One week later she took the same online test and earned a score of 107. Three weeks later she took it again and earned 103. These scores indicate that the online test is
   a. valid.
   b. standardized.
   c. reliable.
   d. projective.

37. _____________ test requires people to respond to ambiguous stimuli. Inferences about needs, emotions, and personality traits are drawn from the responses.
   a. An achievement
   b. A projective
   c. A self-report inventory
   d. A psychological aptitude

Chapters 2 and 11- Practice Test Questions
38. Puberty is the stage in development that marks the beginning of adolescence. This stage:
   a. Generally arrives about two years later for boys than for girls
   b. Is marked by full development of the primary sex characteristics, the structures necessary for reproduction
   c. Brings important changes to body organs like the heart and lungs, which increase in size
   d. All of the above

39. Girls who mature _________ and boys who mature _________ seem to feel particularly anxious and self-conscious about their changing bodies.
   a. early; early
   b. early; late
   c. late; early
   d. late; late

40. For Erikson, the search for identity is:
   a. an experience that occurs only when a role model is present
   b. a normal part of the developmental process
   c. a waste of time and energy
   d. a failed attempt at psychosocial maturity

41. Which of the following contributes to the intensity of the struggle that many experience during adolescence?
   a. The pressure to make a choice about occupation
   b. The changes in cognitive abilities that promote self-reflection
   c. The rapid physical changes that stimulate thoughts about self-image
   d. All of the above

42. According to Erikson, the intimacy vs. isolation stage of psychosocial development focuses on all of the following except?
   a. the ability to truly commit to others
   b. learning to open up to others
   c. the need to find a marriage partner
   d. the ability to give of oneself unselfishly

43. During adolescence major changes take place in ____________ which dramatically affect thinking, problem solving, impulse control and empathy.
   a. social opportunities
   b. sexual development
   c. the brain
   d. family relationships