

Name

Class

Date

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## **Chapter 1 Essay**

1. What roles did philosophy and physiology play in the development of psychology as an independent science?

**ANSWER:** Answers will vary. A complete answer may include the following information: The earliest origins of psychology can be traced back several centuries to the writings of the great philosophers. More than 2,000 years ago, the Greek philosopher Aristotle wrote extensively about topics like sleep, dreams, the senses, and memory. Many of Aristotle's ideas remained influential until the seventeenth century, when René Descartes, a French philosopher, came on the scene and proposed interactive dualism—the notion that the mind and body were separate, but interacting entities that produced sensations, emotions, and other conscious experiences. Philosophers also laid the groundwork for the nature–nurture issue. Philosophers had debated which was more important: inborn traits of the individual or environmental influences (the nurture of the individual). These philosophical discussions influenced the topics that would be considered in psychology. However, philosophy could advance the understanding of human behavior only up to a point because of the limitation of their methods. The emergence of psychology as a science hinged on advances in physiology. Physiology studies the biology of living organisms, including humans. Initial interest was in damaged brains, which were noted to produce a loss of function in the opposite side of the body. In the 1800s, scientists began to suggest that different brain areas were related to different behavioral functions. Taken together, the early work of physiologists established the foundation for the scientific methods that were subsequently applied to better understand behavior and mental processes.

2. How did Edward Titchener and William James differ in their views of what psychology should study?

**ANSWER:** Answers will vary. A complete answer may include the following information: Edward Titchener was one of William Wundt's most devoted students. Wundt defined *psychology* as the study of consciousness and emphasized the use of experimental methods to study and measure consciousness. Titchener championed Wundt's ideas about the nature of psychology and created the concept of structuralism, which acknowledges that even our most complex conscious experiences can be broken down into elemental structures, or component parts, of sensations and feelings. Titchener developed his own approach, which he called “structuralism,” the first major school of thought in psychology. To identify these structures of conscious thought, subjects engaged in introspection. However, structuralism was criticized for relying too heavily on this approach, and it disappeared after Titchener's death. In contrast, William James took a more evolutionary approach to understanding psychology and behavior. James's ideas became the basis for a school of psychology, referred to as “functionalism,” which stressed studying the adaptive and practical functions of human behavior. Both structuralists and functionalists believed that psychology should focus on the study of conscious experiences. However, functionalists had very different ideas about the nature of consciousness and how it should be studied.

3. Discuss Charles Darwin's influence on William James and explain how Darwin's theory of evolution contributed to psychology.

**ANSWER:** Answers will vary. A complete answer may include the following information: In 1859, Charles Darwin's groundbreaking work, *On the Origin of Species*, was published. The book came to have a profound impact on William James's thinking about the developing field of psychology. James stressed the importance of adaptation to environmental challenges. He wrote his own textbook on psychology that discussed brain function, habit, memory, sensation, perception, and emotion. James's ideas became the basis for a new school of psychology, called “functionalism,” which stressed the importance of how behavior functions to allow people and animals to adapt to their

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environments. Rather than trying to identify the essential structures of consciousness at a given moment, James saw consciousness as an ongoing stream of mental activity that shifts and changes. Functionalism's themes regarding the importance of the adaptive role of behavior and the application of psychology to enhance human behavior continue to be evident in modern psychology.

4. What contributions did Mary Whiton Calkins and Margaret Floy Washburn make to psychology?

**ANSWER:** Answers will vary. A complete answer may include the following information: Mary Calkins studied with William James. She completed all the requirements for a Ph.D. in psychology. However, Harvard refused to grant her the Ph.D. degree because she was a woman, and at the time Harvard was not a coeducational institution. Nonetheless, Calkins made many contributions to psychology. She conducted research in dreams, memory, and personality. In 1891, she established a psychology laboratory at Wellesley College and wrote a well-regarded textbook, titled *Introduction to Psychology*. In 1905, she was elected president of the American Psychological Association—the first woman, but not the last, to hold that position. Margaret Floy Washburn was the first American woman to earn an official Ph.D. in psychology. She was Edward Titchener's first doctoral student at Cornell University. She strongly advocated the scientific study of the mental processes of different animal species, and she published an influential textbook in 1908, titled *The Animal Mind*. She was the second woman elected president of the American Psychological Association.

5. What contributions did Francis C. Sumner, Kenneth Bancroft, and Mamie Phipps Clark make to psychology?

**ANSWER:** Answers will vary. A complete answer may include the following information: Francis C. Sumner was one of G. Stanley Hall's notable students. He was the first Black American psychologist to receive a Ph.D. in psychology in 1920 from Clark University. At Howard University, Sumner was the chair of the psychology department when it produced more Black psychologists than all other U.S. colleges and universities combined. Kenneth Bancroft Clark was a student of Sumner's. Clark and his wife, Mamie Phipps Clark, researched the negative effects of racial discrimination. Their work was paramount in the U.S. Supreme Court's 1954 decision to end segregation in schools. Sadly, Mamie Clark's contributions were long overlooked, including the fact that segregation was initially her project, rather than her husband's. Thankfully, Kenneth at least acknowledged her work when speaking about their research to the Supreme Court.

6. Who was Sigmund Freud, and what were the basic ideas of the school of psychological thought he founded?

**ANSWER:** Answers will vary. A complete answer may include the following information: In Vienna, Austria, a physician named Sigmund Freud developed a theory of personality based on uncovering causes of behavior that were unconscious, or hidden from the person's conscious awareness. Freud's school of thought, called "psychoanalysis," emphasized the role of unconscious conflicts in determining behavior and personality. Freud was trained as a neurologist, but his thinking was strongly influenced by developments in psychology. Freud's psychoanalytic theory of personality and behavior was based largely on his work with his patients and on insights derived from self-analysis. Freud believed that human behavior was motivated by unconscious conflicts that were almost always sexual or aggressive in nature. Past experiences, especially childhood experiences, were thought to be critical in the formation of adult personality and behavior. According to Freud, glimpses of these unconscious impulses are revealed in everyday life in dreams, memory blocks, slips of the tongue, and spontaneous humor. Freud believed that when unconscious conflicts

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became overwhelming, psychological disorders could result. Freud's psychoanalytic theory of personality also provided the basis for psychotherapy.

7. Compare and contrast psychoanalysis and behaviorism as two of the early schools of psychology.

*ANSWER:* Answers will vary. A complete answer may include the following information: Psychoanalysis had a strong influence on psychological thinking in the early 1900s, as did behaviorism, which emerged as a dominating force in early psychology. Psychoanalysis emphasized the role of unconscious conflicts in determining behavior and personality. The psychoanalytic theory of personality and behavior was based largely on Freud's work with patients and on insights derived from self-analysis. Freud believed that human behavior was motivated by unconscious conflicts that were almost always sexual or aggressive in nature. Past experiences, especially childhood experiences, were thought to be critical in the formation of adult personality and behavior. Freud believed that unconscious impulses were revealed in everyday life in dreams, memory blocks, slips of the tongue, and spontaneous humor. Contrarily, behaviorism rejected the emphasis on consciousness promoted by structuralism and functionalism as well as Freud's ideas about unconscious influences on behavior, since they are difficult to test. For the behaviorist, consciousness and unconscious variables were not usable concepts. Instead, behaviorism believed that psychology should focus its scientific investigations strictly on overt, observable behaviors that could be objectively measured and verified.

8. What roles did Ivan Pavlov, John B. Watson, and B.F. Skinner play in the founding of behaviorism?

*ANSWER:* Answers will vary. A complete answer may include the following information: Behaviorism grew out of the pioneering work of Russian physiologist, Ivan Pavlov. Pavlov showed that dogs could learn to associate a neutral stimulus, such as the sound of a ticking metronome, with an automatic behavior, such as reflexively salivating at the sight of food. Once an association between the sound of the metronome and the food was formed, the sound of the metronome alone would trigger the salivation reflex in the dog. Pavlov believed he had discovered the mechanism by which all behaviors were learned. John B. Watson shared Pavlov's enthusiasm and championed behaviorism as a new school of thought for psychology. He believed that how behavior is acquired and modified in response to environmental influences is essential to the understanding of psychology. B.F. Skinner extended the ideas of Watson, believing that psychology should restrict itself to studying overt, observable behaviors that could be measured and verified. Skinner systematically worked with rats and pigeons to demonstrate the principles of reinforcement or punishment and how they shape behavior.

9. What is humanistic psychology, and who advocated this approach?

*ANSWER:* Answers will vary. A complete answer may include the following information: Humanistic psychology was primarily advocated by the American psychologists Carl Rogers and Abraham Maslow. Rogers, like Freud, was influenced by his experiences with patients. Rogers emphasized the conscious experiences of his patients (rather than the unconscious) and focused on each person's unique potential for psychological growth and self-direction. Rogers believed that human behavior was shaped and maintained by external causes. The humanistic approach emphasized self-determination, free will, and choice in human behavior; it included not only influential theories of personality but also a form of psychotherapy. Maslow developed a theory of motivation that emphasized psychological growth.

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10. List and describe the eight major perspectives in contemporary psychology described in the textbook. Be sure to address each perspective's unique emphasis and approach.

**ANSWER:** Answers will vary. A complete answer may include the following information: The biological perspective emphasizes the examination of the physical bases of human and animal behavior, including the nervous, endocrine, and immune systems as well as genetics. More specifically within biological psychology, neuroscience involves the study of the nervous system, particularly the brain. The psychodynamic perspective, Freud's landmark theory of psychoanalysis, continues to be relevant today. The emphasis in this perspective is on unconscious influences, early life experiences, and interpersonal relationships in explaining the underlying dynamics of behavior or in treating people with psychological problems. The behavioral perspective, championed by Watson and Skinner, involves a focus on observable behaviors and the fundamental laws of learning. Psychologists interested in this perspective continue to study how behavior is acquired or modified by environmental causes. The humanistic perspective was influenced by the work of Carl Rogers and Abraham Maslow. This approach focuses on the motivation of people to grow psychologically, the influence of interpersonal relationships on a person's self-concept, and the importance of choice and self-direction in striving to reach one's potential. The positive psychology perspective focuses on the study of positive emotions and psychological states, positive individual traits, and the social institutions that foster those qualities in individuals and communities. The cognitive perspective involves examining the role of mental processes in how people process and remember information, develop language, solve problems, and think. The cross-cultural perspective involves studying how cultural factors influence behavior. The evolutionary perspective involves the application of the principles of evolution to explain psychological processes and phenomena.

11. Which perspective in contemporary psychology was influenced by Carl Rogers and Abraham Maslow? What does this perspective focus on?

**ANSWER:** Answers will vary. A complete answer may include the following information: The humanistic perspective was influenced by Rogers's work as a therapist and Maslow's development of a theoretical framework for motivation. This approach focuses on the motivation of people to grow psychologically, the influence of interpersonal relationships on a person's self-concept, and the importance of choice and self-direction in striving to reach one's potential. The humanistic perspective is most often emphasized among psychologists working in the mental health field.

12. Evolutionary theory is based on the principle of natural selection. How does the evolutionary perspective relate to our understanding of human thought and behavior? What must be assumed in the evolutionary perspective in psychology to apply the principles of evolution to the investigation of human thought and behavior?

**ANSWER:** Answers will vary. A complete answer may include the following information: The evolutionary perspective within psychology refers to the application of the principles of evolution to explain psychological processes. This approach proposes that the individual members of a species compete for survival. Because of inherited differences, some members of a species are better adapted to their environment than are others. These individuals inherit more useful characteristics and are more likely to survive, reproduce, and pass on their characteristics. This process reflects the principle of natural selection. In the context of psychology, psychologists assume that psychological processes are similarly subject to the principle of natural selection. Those psychological processes that help individuals adapt to their environments also help them survive,

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reproduce, and pass those abilities on to their offspring.

13. How do individualistic cultures differ from collectivistic cultures?

**ANSWER:** Answers will vary. A complete answer may include the following information: *Culture* is a term that is used to describe the attitudes, values, beliefs, and behaviors shared by a group of people; these values/beliefs are subsequently shared between generations. We learn to adopt patterns of behavior consistent with the culture we live in. These cultural norms of behavior, once internalized, influence behavior without much thought. In individualistic cultures social behavior is strongly influenced by individual preferences and attitudes rather than by cultural norms and values. In these cultures, the self is seen as independent, autonomous, and distinctive. Personal identity is defined by individual achievements, abilities, and accomplishments. However, in collectivistic cultures the needs and goals of the group are emphasized over individual needs and goals. Further, the self is seen as being much more interdependent with the group. That said, the majority of cultures are neither completely individualistic nor completely collectivistic, falling somewhere between these two extremes.

14. How do clinical psychologists differ from psychiatrists, and how are they similar?

**ANSWER:** Answers will vary. A complete answer may include the following information: Both clinical psychologists and psychiatrists work with people with psychological disorders. Many people think that psychologists and psychiatrists are the same profession and undergo the same training, however, this assumption is not correct. Psychologists who specialize in clinical psychology are trained in the diagnosis, treatment, causes, and prevention of psychological disorders, leading to a master's degree or doctorate in clinical psychology. In contrast, psychiatry is a medical degree, either an M.D. or a D.O., followed by several years of specialized training in the treatment of mental disorders. Psychiatrists can hospitalize people, order biomedical therapies, and prescribe medications for individuals. Generally speaking, clinical psychologists cannot order medical treatments or prescribe medications. However, in a few states, laws have been passed that allow clinical psychologists to prescribe medications after undergoing specialized training.

15. Summarize the assumptions and attitudes that are held by psychologists, and explain how the scientific method guides their research.

**ANSWER:** Answers will vary. A complete answer may include the following information: Regardless of their approach or specialty, psychologists who do research are scientists. As scientists, psychologists rely on the scientific method to guide their research. Psychologists are guided by the basic scientific assumption that events are lawful and explainable. Psychologists are also open-minded and willing to consider new or alternative explanations of behavior and mental processes. However, their open-minded attitude is tempered by a healthy sense of scientific skepticism in which they critically evaluate the evidence for new findings, especially in those findings that seem contrary to established knowledge.

16. Briefly describe the steps in the scientific method.

**ANSWER:** Answers will vary. A complete answer may include the following information: Psychology is based on verifiable empirical evidence that is the result of objective observation, measurement, and experimentation. Psychologists follow four basic steps as part of the scientific method. These steps are as follows: (1) Develop a specific research question that can be tested, (2) design an experiment

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to collect relevant data, (3) analyze the data and make conclusions, and (4) report the results. However, following these basic guidelines does not guarantee a significant effect or valid conclusions. Instead, these steps help guard against bias and minimize the chances for error and faulty conclusions.

17. How is a theory different from a hypothesis?

*ANSWER:* Answers will vary. A complete answer may include the following information: As research findings accumulate from individual studies, theories will be developed. A theory, sometimes also called a “model,” is a tentative explanation that tries to account for diverse findings in a particular area. A theory attempts to integrate and summarize many research findings in a particular area. In contrast, a hypothesis is a specific question that an experiment is designed to test. A good theory will generate new predictions and hypotheses that can be tested by further research.

18. Professor Inez wants to conduct an experiment to answer the following research question, “Will students learn better in an indoor or outdoor environment?” Professor Inez predicts students will learn better indoors. Students in Professor Inez’s intro to psychology course are randomly assigned to study at the library or to study outside at the park for two hours a day for six days. Both groups are studying material for the next psychology exam. Professor Inez then compares the exam results of each group and finds a statistically significant difference—students who studied outdoors had a higher exam score than students who studied indoors. This result has a large effect size. What is Professor Inez’s hypothesis? What does this statistically significant result mean? What does the effect size tell you about this experiment? Was Professor Inez’s hypothesis correct?

*ANSWER:* Answers will vary. A complete answer may include the following information: Professor Inez’s hypothesis is that students will learn more material indoors compared to outdoors. A statistically significant result is a mathematical indication that the research results are not very likely to have occurred by chance. Since Professor Inez found a statistically significant difference, that is, students who studied outdoors performed better on their exam than students who studied indoors, their hypothesis was proven incorrect. They actually found the opposite result of what they predicted. The effect size being large means that this result is very meaningful.

19. Why is it important for psychologists to report their research findings?

*ANSWER:* Answers will vary. A complete answer may include the following information: Psychologists report and share their findings with others in the scientific discipline in order to advance the general body of knowledge within a particular area. They provide a detailed description of the study itself, who participated in it, how variables were operationally defined, how data were analyzed, and what conclusions they made based on the data collected. Describing the exact details of the study allows other investigators to repeat the study. This replication is an important step in the scientific process. If an experiment can be replicated and the same basic results are obtained again, it increases confidence in the results and verifies that this information can be included in the developing body of information available in a particular area. In recent years, there has been a movement for psychologists to report their findings in open science. Open science involves transparent research practices where psychologists share the procedures of their study, the specifics of how the statistics were calculated, and the research data. Open science is a way to crowdsource research. Reporting results has become even more important because of the *replication crisis*.

20. Describe the research method of naturalistic observation and some of its advantages.

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**ANSWER:** Answers will vary. A complete answer may include the following information: Naturalistic observation involves the systematic observation and recording of behaviors as they occur in natural settings. This approach is used to avoid being detected by the researcher's subjects (people or animals). An advantage of this method is that natural behavior is not altered. The overall goal is to observe natural behavior patterns that might not be apparent in a laboratory or if the subjects knew they were being watched. Another advantage to this approach is that researchers can study human behaviors that cannot ethically be manipulated in an experiment, such as bullying behavior in children.

21. A researcher compiled detailed information from numerous sources to construct a complete picture of an individual with a rare disorder. The information included interviews with friends and family of the individual as well as records from psychological and physical exams. Describe the research method the researcher utilized and its advantages and limitations.

**ANSWER:** Answers will vary. A complete answer may include the following information: The researcher performed a case study. Case studies are often used in psychological research investigating rare, unusual, or extreme conditions. These kinds of case studies often provide psychologists with information that can be used to help understand normal behavior. While case studies can provide invaluable information, they also have limitations. The most important limitation is that the findings on people with rare or unusual conditions might not apply to people in the broader population.

22. Professor Marta plans to survey Eastern University students about the nature and quality of their educational experience. Describe how participants should be selected and explain the importance of the selection process.

**ANSWER:** Answers will vary. A complete answer may include the following information: Professor Marta should randomly select a sample of Eastern University students who will be included in her study. Random selection means that every member of the larger group or population may have an equal opportunity to be included in the sample. Emphasis should be placed on the use of random sampling as the selection process to best obtain a representative sample. A representative sample is a sample that resembles the population in particular demographics, such as age, gender, race, and so on.

23. What do correlational studies examine, and what conclusions can be drawn from a correlational study? What indicates a strong correlation versus a weak correlation?

**ANSWER:** Answers will vary. A complete answer may include the following information: A correlational study examines how strongly two variables are related to, or associated with, one another. Correlations can be used to analyze the data gathered by any type of descriptive method and are also used to analyze the results of experiments. However, even if two factors are very strongly correlated, a correlation does not indicate a causal relationship between variables or the direction of the correlation. It only tells you that two variables seem to be related or co-vary in some systematic way. This approach cannot be used to demonstrate a true cause-and-effect relationship—an experiment would be required to achieve that goal. A strong correlation occurs when the correlation coefficient is closer to +1.0 for a positive correlation or -1.0 for a negative correlation. A weak correlation occurs when the correlation coefficient is near 0.

24. What is the difference between a positive correlation and a negative correlation? Give an example of each.

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**ANSWER:** Answers will vary. A complete answer may include the following information: A positive correlation is one in which the two factors vary in the same direction such that they increase or decrease together. For example, the text cites a strong positive correlation between GPA and the use of self-testing as a study strategy. The more students engage in self-testing, the better their GPA. In contrast, a negative correlation is one in which two variables move in opposite directions: As one factor decreases, the other increases. The text cites a study that investigated multitasking and GPA. A study found that there was a negative correlation between time spent sending text messages while studying and GPA: an increase in time spent texting while studying related to a decrease in GPA.

25. What is the difference between the independent variable and the dependent variable? Provide an example of an independent variable with one experimental group and one control group. Provide an example of a dependent variable related to your independent variable.

**ANSWER:** Answers will vary. A complete answer may include the following information: In an experiment, the independent variable is deliberately manipulated by the researcher and the effects of this manipulation are observed on the dependent variable. Thus, changes in the dependent variable depend on variations in the independent variable; any changes that occur in the dependent variable can be attributed to the deliberate manipulation of the independent variable. In summary, the dependent variable is measured and the independent variable is manipulated. In an experiment testing the effects of environment on studying, the independent variable could be listening to music while studying a list of vocabulary words. The experimental group would listen to the same music at the same volume while studying the vocabulary list for 20 minutes and the control group would not listen to music while studying the same list for 20 minutes in an otherwise similar environment. The groups would then be given the same test based on the vocabulary list. The dependent variable would be the number of words remembered after studying.

26. Professor Rahn is conducting a study on the effects of caffeine on college students' study habits. His research question is: Will students who consume moderate doses of caffeine prior to studying perform better on an exam than students who do not consume any caffeine prior to studying? Professor Rahn randomly assigns students to one of two groups: One group is given two caffeinated beverages prior to studying and the second group is given beverages without caffeine. Both groups of students believe they are consuming caffeinated beverages. What is the second group of participants receiving? What technique could Professor Rahn use to control for demand characteristics in his study?

**ANSWER:** Answers will vary. A complete answer may include the following information: The second group of participants is receiving a placebo, which is sometimes referred to as a "sugar pill." In this example, the second group of participants believes they are consuming caffeine when, in fact, they are simply drinking decaffeinated beverages (the placebo). Professor Rahn can use the double-blind technique so neither the experimenter nor the participants know they are part of the experimental group or the control group.

27. What is a natural experiment and how does it differ from other research methods?

**ANSWER:** Answers will vary. A complete answer may include the following information: A natural experiment is not a true experiment. In this approach, researchers carefully observe and measure the impact of a naturally occurring event such as disasters, epidemics, or some other condition on their study participants. One issue with typical laboratory experiments is that they are criticized for being too arbitrary and may not generalize to the real world. However, there may be experiments



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that cannot be conducted because of ethical issues. In the natural experiment, participants are not randomly assigned to conditions, so this approach is not as rigorous as a true experiment. Consequently, convincing evidence of a cause-and-effect relationship between the independent and dependent variables may not be as robust.

28. As a critical thinker, it is important to follow four steps when determining the validity of a particular claim presented in a research study. List the four steps.

*ANSWER:* Answers will vary. A complete answer may include the following information: (1) Identify the claim, (2) evaluate the evidence, (3) consider alternative explanations, and (4) consider the source of the research or claim.

29. Describe five key APA ethical guidelines that regulate research with human subjects.

*ANSWER:* Answers will vary. A complete answer may include the following information: First, psychologists must inform participants of the purpose of the research as well as factors that might influence a person's willingness to participate in the study. These factors include potential risks, discomfort, or unpleasant emotional experiences. The psychologist must also inform the participants that they are free to decline to participate or to withdraw from the research at any time. This guideline is referred to as "informed consent and voluntary participation." Second, students as research participants must be given a choice of an alternative activity besides participating in research experiments as a course requirement or for extra credit. Third, deception may only be used in experiments when two conditions have been met: (1) when it is not possible to use alternatives that do not involve deception and (2) when deception is necessary for scientific, educational, or applied reasons. Fourth, information should remain confidential. Psychologists should not disclose the identity of or identifying information about research subjects in their writing, lectures, or other public arenas. Psychologists must also keep personal information confidential. In their writing, lectures, or other public forums, psychologists may not disclose personally identifiable information about research participants. Fifth, participants must be provided with the opportunity to obtain information about the nature, results, and conclusions of the research. Psychologists are also obligated to debrief the participants and to correct any misconception that participants may have had about the research.

30. What are some of the reasons that psychologists use animals in research?

*ANSWER:* Answers will vary. A complete answer may include the following information: First, psychologists may be interested in the study of animal behavior for its own sake. For example, comparative psychology focuses on the study of the behavior of nonhuman animals or animal cognition, which studies animal learning, memory, thinking, and language. Such research has been used to improve the quality of life of animals in zoos and to increase the likelihood of survival of endangered species in the wild. Second, animals may be used to address questions that cannot be addressed using human subjects. Finally, psychologists can exercise greater control over animals than they can over human subjects. Researchers can control the animals' environment as well as their genetic background.

31. The hormone \_\_\_\_\_ increases the sensitivity of the stomach's stretch receptors, promotes satiation, and reduces or stops eating behavior.

a. CCK

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- b. leptin
- c. ghrelin
- d. neuropeptide Y

ANSWER:

a

32. \_\_\_\_\_ challenged the James–Lange theory of emotion by noting that the subjective experience of emotions is often virtually instantaneous, but the physiological changes caused by the sympathetic nervous systems can take several seconds to occur.

- a. Walter Cannon
- b. Gregorio Marañón
- c. Paul Ekman
- d. Schachter and Singer

ANSWER:

a

33. According to \_\_\_\_\_, how an individual cognitively appraises the personal significance of any event will determine the emotion experienced.

- a. Paul Ekman
- b. Richard Lazarus
- c. William James
- d. Walter Cannon

ANSWER:

b

34. During a severe thunderstorm, Christopher was talking on the phone with his partner 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 partner. Which concept helps explain this fact?

- a. latent learning
- b. the law of effect
- c. biological preparedness
- d. stimulus discrimination

ANSWER:

c

35. 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. positive punishment
- b. negative punishment
- c. positive reinforcement
- d. negative reinforcement

ANSWER:

a

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36. According to Evans and Waring (2012) and their review of the existing research, more than \_\_\_\_\_ different learning style theories were identified.

- a. 12
- b. 34
- c. 84
- d. 104

*ANSWER:*

c

37. According to Albert Bandura, the four factors that are necessary for observational learning and imitation to occur are:

- a. attention, memory, motor skills, and motivation.
- b. attention, cognition, motor skills, and reinforcement.
- c. attention, memory, stimulus discrimination, and motivation.
- d. conditioning, reinforcement, punishment, and motivation.

*ANSWER:*

a