

Student: _____

1. The term _____ refers to enduring, distinctive thoughts, emotions, and behaviors that characterize the way a person adapts to the world.
 - A. personality
 - B. lifestyle
 - C. motivation
 - D. coping style
2. For a class project, Raul was required to write down those distinctive characteristics and behaviors that depict how he adapts to the world. Raul is doing a class project about his:
 - A. motivational style.
 - B. coping style.
 - C. personality.
 - D. phenomenological traits.
3. Which of the following is/are issues addressed by the major personality perspectives?
 - A. Is personality due more to heredity or to learning?
 - B. To what extent is personality conscious or unconscious?
 - C. What characterizes a well-adjusted personality?
 - D. All of the above are issues addressed by the major personality perspectives.
4. Which psychological perspective views personality as being primarily unconscious and emphasizes that early experiences with parents play an important role in the development of one's personality?
 - A. Humanistic perspective
 - B. Behavioral perspective
 - C. Trait perspective
 - D. Psychodynamic perspective
5. Which of the following psychological theorists viewed behavior as merely a surface characteristic and advocated the understanding of personality through the exploration of the symbolic meanings of behavior and the deep inner-workings of the mind?
 - A. Albert Bandura
 - B. B.F. Skinner
 - C. Sigmund Freud
 - D. Carl Rogers
6. Maggie dreams about water every night. In some dreams, she is swimming, in other dreams she is paddling a boat down a stream, and in some dreams she is wading through puddles of water. If her therapist interprets these dreams as symbolizing her repressed feelings toward sex, her therapist would most likely be a _____ therapist.
 - A. humanistic
 - B. psychodynamic
 - C. social-cognitive
 - D. behavioral
7. If you believe that there are unconscious ideas and wishes in people's jokes, doodles, and slips of the tongue, then you are advocating which psychological perspective?
 - A. Psychodynamic perspective
 - B. Behavioral perspective
 - C. Social-cognitive perspective
 - D. Humanistic perspective

8. According to Freud, one's memories are locked away from awareness in the _____ level.
- A. preconscious
 - B. conscious
 - C. postconscious
 - D. unconscious
9. According to Freud, the _____ consists of instincts, is totally unconscious, and is a reservoir of psychic energy.
- A. id
 - B. ego
 - C. conscience
 - D. superego
10. According to Freud, the _____ operates according to the pleasure principle.
- A. superego
 - B. ego ideal
 - C. ego
 - D. id
11. If the id could speak, it would say:
- A. "I need to think carefully about how I can get what I want."
 - B. "I want as much pleasure as I can get, right now."
 - C. "I need to test reality so that I can make the right decisions."
 - D. "I should be careful as to what I want. Some things are not good for me."
12. Billy is a toddler who sees a toy in a department store and immediately grabs the toy. His mother takes it away, and Billy starts kicking the display cases and screaming loudly. Freud would say that Billy's behavior is being controlled by his _____ at this point in time.
- A. superego
 - B. superid
 - C. id
 - D. ego
13. According to Freud, the _____ principle states that one seeks immediate gratification of one's wants, and avoids all pain.
- A. pleasure
 - B. reality
 - C. gluttonous
 - D. narcissistic
14. According to Freud, the _____ acts as the executive of the personality, and helps us to test reality to see how far we can go in satisfying our desires without getting into trouble with the world or hurting ourselves.
- A. ego ideal
 - B. ego
 - C. superego
 - D. conscience
15. The ego's task is to:
- A. create the collective unconscious.
 - B. determine if behavior is morally right or wrong.
 - C. respond to the wishes of the id according to society's norms.
 - D. mediate between the conscience and the ego ideal.

16. According to Freud, the struggle between meeting one's own needs and caring for others is resolved by following the:
- A. pleasure principle.
 - B. reality principle.
 - C. fixation principle.
 - D. regression principle.
17. The id is to _____ as the ego is to _____.
- A. pleasure; pain
 - B. a defense mechanism; repression
 - C. the reality principle; the pleasure principle
 - D. the pleasure principle; the reality principle
18. The part of the personality in Freud's theory that deals with morality and is aware of right and wrong is the:
- A. ego.
 - B. id.
 - C. superego.
 - D. archetype.
19. On the way to work, Sam drives the speed limit while all the other cars pass him. Sam's superego must be saying to Sam:
- A. "Are you crazy? Look! You're the slowest in this entire state."
 - B. "Hurry up. Drive with the traffic. The police probably won't pull you over."
 - C. "Sam, you need to buy a radar detector."
 - D. "Very good, Sam, you're doing the right thing. You are obeying the law."
20. According to Freud, defense mechanisms _____ by unconsciously distorting reality.
- A. increase anxiety
 - B. reduce anxiety
 - C. increase fixation
 - D. decrease fixation
21. Which of the following statements is FALSE concerning defense mechanisms?
- A. The use of defense mechanisms occurs unconsciously.
 - B. Defense mechanisms distort reality.
 - C. The use of defense mechanisms reduces anxiety.
 - D. The use of defense mechanisms, even in moderation, is unhealthy.
22. Randy can't recall witnessing a terrible car accident when he was six years old. No matter how hard Randy tries, he simply cannot remember the accident. Freud would say that Randy is exhibiting which defense mechanism?
- A. repression
 - B. rationalization
 - C. regression
 - D. displacement
23. As Mario is filling out his income tax forms, he makes the decision not to report all of his income. He figures that it is okay, because everyone cheats on their taxes; and besides, he needs the money more than the government does. Mario is exhibiting which defense mechanism?
- A. regression
 - B. displacement
 - C. rationalization
 - D. sublimation

24. The father has a bad day at work, comes home and yells at the mother. The mother yells at the son, and the son yells at the dog. Freud would suggest that _____ is occurring in this family.
- A. displacement
 - B. sublimation
 - C. rationalization
 - D. regression
25. You hate to work with Mason because he is always late to meetings and rarely has all his materials with him. When people ask Mason about working with you, he says the same things about you. Could it be that both you and Mason are seeing similar shortcomings in each other? You both are using Freud's defense mechanism called:
- A. sublimation.
 - B. displacement.
 - C. projection.
 - D. regression.
26. Whenever Helen gets angry, she works off this anger and bad feelings by cooking and freezing lots of casseroles. Freud would say that Helen is taking her unacceptable and non-productive anger and channeling it in to something productive and socially acceptable by using the defense mechanism called:
- A. sublimation
 - B. projection
 - C. regression
 - D. rationalization
27. When Ryan broke up with Susan, she whined, cried, and begged Ryan not to leave her. Susan is exhibiting the defense mechanism of:
- A. repression
 - B. regression
 - C. projection
 - D. sublimation
28. Although we all know that we will die someday, we typically deal with this anxiety by using the defense mechanism known as:
- A. projection.
 - B. sublimation.
 - C. regression.
 - D. denial.
29. Even though a woman really despises her mother, she calls her mother on the phone every day, buys her little gifts, and tells everyone that her mother is her best friend and she dearly loves her. Freud would say that this woman, in order to deal with her hatred of her mother, has used the defense mechanism of:
- A. reaction formation.
 - B. projection.
 - C. displacement.
 - D. regression.
30. The correct sequence of Freud's stages of personality development are:
- A. anal, oral, phallic, genital, latency.
 - B. oral, anal, latency, genital, phallic.
 - C. anal, oral, phallic, latency, genital.
 - D. oral, anal, phallic, latency, genital.
31. The Oedipus and Electra complexes occur during which of Freud's stages of personality development?
- A. oral
 - B. anal
 - C. phallic
 - D. latency

32. According to Freud, if the underlying conflict at a particular stage is not resolved and one's needs are either under- or over-gratified, then the individual will:
- A. develop the Oedipus complex if male and the Electra complex if female.
 - B. become fixated at this stage of development.
 - C. fail to develop a superego.
 - D. experience a reaction formation at this stage of development.
33. According to Freud, six-year-old Edgar resolves the Oedipus complex and reduces the conflict he feels by:
- A. identifying with his father.
 - B. identifying with his mother.
 - C. rationalizing his fixation.
 - D. unconsciously regressing to the pleasure principle.
34. During which of Freud's stages of personality development do children repress all interest in sexuality, develop social and intellectual skills, and channel much of their energy into emotionally safe areas that help them forget the stressful conflicts of the previous stage?
- A. phallic stage
 - B. anal stage
 - C. latency stage
 - D. oral stage
35. Luke tends to overreact toward and strike back at authorities, while his sister Sarah is compulsively neat and organized. Freud would say that this brother and sister were both fixated at the:
- A. oral stage.
 - B. anal stage.
 - C. phallic stage.
 - D. latency stage.
36. Paul and Jonathan are brothers. Paul is a compulsive gum chewer, while his brother Jonathan is a two-pack-a-day smoker. Freud would say that both brothers are fixated at the:
- A. oral stage.
 - B. anal stage.
 - C. phallic stage.
 - D. latency stage.
37. Jerome flirts with every woman he sees and brags to his friends and even to acquaintances about his latest sexual conquest. Freud would say that Jerome was fixated in the:
- A. oral stage.
 - B. anal stage.
 - C. phallic stage.
 - D. latency stage.
38. Which of Freud's stages of personality development is a time of sexual reawakening, when the source of sexual pleasure becomes someone outside of the family and when unresolved conflicts with parents reemerge?
- A. oral stage
 - B. phallic stage
 - C. latency stage
 - D. genital stage
39. Freud's critics, the psychoanalytic revisionists, stressed all of the following points EXCEPT which one?
- A. Sociocultural facts are much more important than Freud believed.
 - B. Sexuality is not the pervasive force behind personality as Freud believed.
 - C. The ego and conscious thought processes play more dominant roles in our personality than Freud gave them credit.
 - D. The first 5 years are more powerful in shaping adult personality than Freud believed.

40. Karen Horney believed that the need for _____ was the most important motive for humans.
- A. sex
 - B. order
 - C. security
 - D. superiority
41. Which theorist believed that people cope with anxiety by moving toward, moving away, or moving against people?
- A. Horney
 - B. Freud
 - C. Jung
 - D. Rogers
42. When Sara is anxious, she sometimes seeks out others for support, while at other times she prefers to be by herself to think through her problems and, on occasion, she will try to handle the anxiety by confronting the situation and the people involved. According to Karen Horney, Sara will be considered:
- A. an insecure person.
 - B. a secure person.
 - C. an aggressive person.
 - D. too independent.
43. _____ believed that because of our common past, all humans beings share a collective unconscious.
- A. Horney
 - B. Freud
 - C. Jung
 - D. Maslow
44. According to Jung, all human beings share a _____, which is the impersonal, deepest layer of the unconscious.
- A. subconscious
 - B. libido
 - C. collective unconscious
 - D. postconscious mind
45. According to Jung, the mandala figure in art and shadow characters, such as Dracula and Darth Vader of *Star Wars*, are examples of:
- A. archetypes.
 - B. fixations.
 - C. schemas.
 - D. prototypes.
46. According to Jung, _____ are emotionally-laden ideas and images that have rich meaning for all people and emerge in art, religion, and dreams.
- A. prototypes
 - B. fixations
 - C. archetypes
 - D. schemas
47. Sixteen-year-old Justin has been practicing several hours a day for several weeks so that his band will do a good job as the opening act for a nationally-known band that is coming to their area. Adler would say that Justin is:
- A. fixated in the phallic stage.
 - B. striving for superiority.
 - C. becoming self-actualized.
 - D. expressing an archetype.

48. Although Nancy is always the last student in the 4th grade chosen for an athletic team, she is happy to always be the first student chosen for an academic team or as a Trivial Pursuit partner. Adler would say that Nancy is using _____ to overcome feelings of inferiority.
- A. reaction formation
 - B. projection
 - C. compensation
 - D. displacement
49. George hurriedly enters the bank to make a transaction and is faced with a long line of people. He explains to the people in the long line that he must be allowed to move up in the line. When the bank guard asks George to move to the back of the line, George angrily exclaims that the guard obviously does not know who he is and will regret his actions once the bank president hears how George was treated. According to Adler, George is exhibiting _____ to mask feelings of inferiority.
- A. a superiority complex
 - B. an archetypal complex
 - C. a latent fixation
 - D. his superego
50. Martin's therapist interprets what Martin says in order to bring unconscious material into conscious awareness. The therapist is also helping Martin work through his earlier relationships with his parents. This therapist is utilizing a _____ approach to psychotherapy.
- A. humanistic
 - B. behavioral
 - C. cognitive
 - D. psychodynamic
51. The psychodynamic perspective:
- A. is supported largely by clinicians' subjective evaluations of their clients.
 - B. presents a view of people that is too negative and pessimistic.
 - C. places too much emphasis in the unconscious mind to control behavior.
 - D. is characterized by all of the above.
52. The behavioral and social cognitive perspectives focus on:
- A. unconscious forces and early life experiences.
 - B. the environment and observable responses.
 - C. the ability to reflect on one's inner self and to determine one's own actions.
 - D. a person's unique set of personality traits.
53. The form of learning that involves a neutral stimulus becoming capable of eliciting a response is called:
- A. insight learning.
 - B. cognitive learning.
 - C. operant conditioning.
 - D. classical conditioning.
54. In Pavlov's salivating dog experiment, the _____ served as the conditioned stimulus.
- A. meat powder
 - B. sound of the bell
 - C. salivation to the meat powder
 - D. salivation to the bell
55. In Pavlov's salivating dog experiment, the _____ served as the unconditioned stimulus.
- A. meat powder
 - B. sound of the bell
 - C. salivation to the meat powder
 - D. salivation to the bell

56. In Pavlov's salivating dog experiment, the _____ served as the conditioned response.
- A. meat powder
 - B. sound of the bell
 - C. salivation to the meat powder
 - D. salivation to the bell
57. Little Mark was stung by a bee while playing in the hay in his grandfather's barn. The next time his cousin wanted him to play in the barn, little Mark ran to his grandmother crying and refused to go near the barn. Little Mark's fear of the barn most likely occurred due to:
- A. operant conditioning.
 - B. insight learning.
 - C. cognitive learning.
 - D. classical conditioning.
58. While little Jeanie was playing with her grandmother's big tabby cat, the cat scratched her badly, causing her pain and her arm to bleed. Now Jeanie muscles tense up and she shows fear, every time any cat is near her. The conditioned stimulus in this example would be:
- A. the pain from the scratches.
 - B. the cat.
 - C. showing fear to the cat.
 - D. showing fear to the pain.
59. Little Susan's parents take her to a family restaurant that is painted bright red and yellow on the outside and has a wonderful play area complete with slides and a climbing area. The next week, Susan is riding in the car with her parents in the car, and she sees a building painted bright red and yellow. Susan begins to scream to "Please stop, please stop." It turns out the red and yellow building was a plumbing supply business. Susan had learned to associate a red and yellow building with fun. In this example, the red and yellow building served as the:
- A. unconditioned stimulus.
 - B. conditioned stimulus.
 - C. unconditioned response.
 - D. conditioned response.
60. Sydney's dog was chewing on her wooden rocking chairs on the porch. So, Sydney rubbed the legs of the chairs with hot sauce. (She also provided a large bowl of water for the dog.) The next time her dog tried to chew on the rocking chair, he got a surprise when his mouth began to burn. Sydney's dog learned to associate the burning sensation of the hot sauce with the chairs and learned not to chew on the chairs. In this example, the hot sauce served as the:
- A. unconditioned stimulus.
 - B. unconditioned response.
 - C. conditioned stimulus.
 - D. conditioned response.
61. After an automobile accident, Marlo became so tense when she was sitting in the driver's seat that she was unable to drive. Marlo would be advised by a behavioral therapist that:
- A. her fear is an unconscious manifestation of her relationship with her parents.
 - B. through self-reflection and an objective analysis of the accident, she will be able to overcome her fear in time.
 - C. fears can be acquired and eliminated through conditioning.
 - D. she will always have a phobia of driving a car.
62. Although a record of Sherman's blood pressure at home shows his pressure to be within normal limits, Sherman's blood pressure increases dramatically every time he enters a doctor's office to be examined. This reaction to the doctor's office is most likely due to:
- A. cognitive learning.
 - B. operant conditioning.
 - C. classical conditioning.
 - D. instrumental conditioning.

63. If you wanted to change a person's behavior through consequences, you would be using:
- A. operant conditioning.
 - B. classical conditioning.
 - C. respondent conditioning.
 - D. conditioning through a hierarchy of motives.
64. JoAnna received positive reinforcement for a behavior, while Eddie received negative reinforcement for this same behavior. Which of these children is likely to increase this behavior?
- A. JoAnna only
 - B. Eddie only
 - C. Both JoAnna and Eddie
 - D. Neither child
65. When Jay is playing the guitar piece correctly, Jay sees his teacher smiling and nodding his head in time to the music. If Jay increases his behavior because of this smiling and nodding, one can say that the smiling and nodding served as a(n):
- A. positive reinforcement.
 - B. negative reinforcement.
 - C. positive punishment
 - D. unconditioned stimulus.
66. With _____, the frequency of behavior increases because it is followed by the removal of an aversive (unpleasant) stimulus.
- A. extinction
 - B. positive punishment
 - C. negative punishment
 - D. negative reinforcement
67. Every time Marilyn has a nagging cough, she drinks hot tea with honey and lemon to relieve this coughing. Thus, the hot tea with honey and lemon serves as a(n):
- A. positive reinforcement.
 - B. negative reinforcement.
 - C. positive punishment.
 - D. extinction.
68. Abby is very cold, so she goes to her closet and gets a furry sweater to put on and eliminate her coldness. The next time she is cold, she will probably reach for the sweater because of:
- A. positive punishment.
 - B. negative punishment.
 - C. positive reinforcement.
 - D. negative reinforcement.
69. Every time you eat something that causes heartburn, you reach for an antacid tablet. If this tablet continues to relieve your discomfort, then you are using the antacid because of:
- A. negative reinforcement.
 - B. positive reinforcement.
 - C. positive punishment.
 - D. extinction.
70. Students have been used to getting free class time on Friday if their desks are clean and tidy. Even though their desks were clean and tidy this Friday, the teacher did not give them free class time. If the students stop keeping their desks clean and tidy, it is because of:
- A. negative reinforcement.
 - B. positive punishment.
 - C. a conditioned stimulus.
 - D. extinction.

71. _____ occurs when a previously reinforced behavior is no longer reinforced and the tendency to perform the behavior decreases.
- A. Negative reinforcement
 - B. Extinction
 - C. An unconditioned response
 - D. Positive punishment
72. You love ice cream cones and usually stop each afternoon by the college snack shop for a cone on the way back to the dorm. However, for the last week, the snack shop has not had any ice cream. If you stop going to this snack shop, it is due to:
- A. negative reinforcement.
 - B. positive punishment.
 - C. extinction.
 - D. insight learning.
73. Negative reinforcement _____ the frequency of behavior; positive punishment _____ the frequency of behavior.
- A. increases; increases
 - B. increases; decreases
 - C. decreases; increases
 - D. decreases; decreases
74. In _____, a behavior decreases when it is followed by an unpleasant stimulus.
- A. positive punishment
 - B. negative punishment
 - C. negative reinforcement
 - D. extinction
75. In _____, a behavior decreases when a positive stimulus is removed as a result of the behavior.
- A. positive punishment
 - B. negative punishment
 - C. negative reinforcement
 - D. extinction
76. Greg is teasing the cat and is scolded by his mother. Greg stops teasing the cat. His mother used:
- A. extinction.
 - B. positive punishment.
 - C. negative punishment.
 - D. negative reinforcement.
77. Carol wears a new hair style, and her friends tell her that it looks like she is wearing a "red football helmet" on her head. Carol never wears this hair style again. Carol received _____ from her friends.
- A. extinction conditioning
 - B. positive punishment
 - C. negative punishment
 - D. negative reinforcement
78. Simon and Cody begin fighting on the playground. Their teacher takes away their playground privileges for two days, and Simon and Cody stop their fighting when they are on the playground. Their teacher is using:
- A. cognitive learning.
 - B. positive punishment.
 - C. negative punishment.
 - D. negative reinforcement.

79. Ginny's father gets the bill for Ginny's cell phone, which is over a hundred dollars for that month. Ginny loses her cell phone for a month. Ginny's irresponsibility with the cell phone cost her the privilege of using her phone for a month. This is an example of:
- A. negative punishment.
 - B. positive punishment.
 - C. negative reinforcement.
 - D. extinction.
80. Barry is a two-year-old, who is throwing his blocks against the wall in the living room. When he does not stop this behavior at his mother's request, his mother puts Barry in time-out by having him sit quietly facing the corner of the room for 5 minutes. Barry's mother has used _____ to stop Barry's misbehavior.
- A. extinction.
 - B. negative reinforcement
 - C. positive punishment
 - D. negative punishment
81. From Skinner's point of view, the way you are is due to:
- A. personality traits.
 - B. the motives, wishes, and conflicts in your unconscious mind.
 - C. the reinforcement and punishment in the environment that shaped you.
 - D. your need for self-actualization.
82. Larry is very outgoing and enjoys being around people. If Larry's personality were analyzed by Skinner, Skinner would conclude that:
- A. Larry's deficiency needs are being met.
 - B. Larry's need to constantly talk resulted from his fixation at the oral stage of development.
 - C. Larry's outgoing behavior has been reinforced.
 - D. Larry has an inborn temperament trait that causes him to be more outgoing than other people.
83. _____ states that behavior, environment, and factors, such as thoughts, memories, and expectations are important in understanding personality.
- A. Social cognitive theory
 - B. Psychodynamic theory
 - C. Humanistic theory
 - D. Operant conditioning
84. Which of the following theorists were the main architects of social cognitive theory's contemporary version?
- A. Maslow and Rogers
 - B. Pavlov and Skinner
 - C. Freud and Jung
 - D. Bandura and Mischel
85. After watching his favorite superhero cartoon on television in which this superhero was praised for fighting the "bad guys," Jeffery was seen in the backyard imitating the fighting movements of this superhero. Jeffery learned these new behaviors through:
- A. classical conditioning.
 - B. operant conditioning.
 - C. observational learning.
 - D. insight learning.
86. Jake watched as a classmate stole another student's pencil and was scolded by the teacher. If Jake learns not to steal other students' property from this experience, one can say that Jake learned this rule through:
- A. classical conditioning.
 - B. operant conditioning.
 - C. insight learning.
 - D. observational learning.

87. Which of the following is NOT one of the four processes involved in observational learning?
- A. attention
 - B. need
 - C. retention
 - D. production
88. Four-year-old Jonathan observes his 16-year-old brother having fun driving his sports car, using the clutch and shifting the gears. Although Jonathan would like to drive his brother's car, he is limited in his imitation because he lacks this process?
- A. attention
 - B. retention
 - C. production
 - D. reinforcement
89. Bandura coined the term _____ to explain that the environment can change a person's behavior, but a person's behavior can also change the environment.
- A. reciprocal determinism
 - B. locus of control
 - C. self-actualization
 - D. insight learning
90. Mr. Myers developed a group learning project to improve the students' understanding of classical conditioning. The students' performance on classical conditioning test questions did improve significantly after Mr. Myers used this group work. Thus, because of their improvement, he is now creating group projects for many of the theories he teaches in his general psychology class. This change in both Mr. Myers and the students' behavior demonstrates:
- A. the establishment of a hierarchy of needs.
 - B. reciprocal determinism.
 - C. unconditional positive regard between the teacher and students.
 - D. the effectiveness of negative reinforcement.
91. Which of the following is NOT one of the three aspects of personal control, according to social cognitive theory?
- A. delay of gratification
 - B. self-efficacy
 - C. locus of control
 - D. self-actualization
92. Mark would like to hang out with his friends after school, but he goes home to work on his term paper that is due next week. He knows that he needs to do the term paper first and then hang out with his friends. Mark is:
- A. exhibiting a lack of unconditional positive regard for his friends.
 - B. deferring immediate gratification for a desirable future outcome.
 - C. demonstrating an external locus of control.
 - D. doing all of the above.
93. Although Janet made a C on her first psychology test, she believes that she can, with hard work, have an A in this course by the end of the semester. According to Bandura, Janet is exhibiting:
- A. self-actualization.
 - B. unconditional positive regard for herself.
 - C. an external locus of control.
 - D. self-efficacy.
94. To increase your self-efficacy, the author of your textbook suggests all of the following EXCEPT:
- A. to keep written records of and pay close attention to your failed attempts.
 - B. to begin with the easier tasks before coping with the harder ones.
 - C. to distinguish between past performance and the present project.
 - D. to remind yourself that past failures are in the past.

95. Randy believes that if he exercises, watches his diet, watches his stress level, and consistently takes the medication prescribed by the doctor, he can lower his blood pressure and prevent a stroke. According to the social cognitive theorists, Randy would be described as:
- A. having an external locus of control.
 - B. having an internal locus of control.
 - C. inappropriately delaying gratification based on past history.
 - D. becoming self-actualized.
96. After making a D and an F on her first two psychology tests, Felicia believes that if she passes this course, it will be due to luck or the teacher taking sympathy on her worst students. Felicia would be described as:
- A. having an external locus of control.
 - B. having an internal locus of control.
 - C. relying on positive punishment for a good grade.
 - D. having a narcissistic personality.
97. Alex is setting up a program at his university to help at-risk freshmen. Successful seniors will advise and act as role models for these freshmen. Alex's program will help students:
- A. by utilizing positive and negative punishment.
 - B. to develop an external locus of control.
 - C. to develop a hierarchy of needs.
 - D. through mentoring.
98. The behavior and social cognitive perspectives have been criticized for all of the following EXCEPT:
- A. being too mechanistic.
 - B. being reductionistic.
 - C. emphasizing situational influences on adjustment.
 - D. emphasizing the role that biology plays in adjustment.
99. Dr. Arnot encourages the personal growth of his clients in his therapy by emphasizing that they have the ability to choose their own destinies and to control their own lives. Dr. Arnot would mostly likely be a:
- A. psychodynamic therapist.
 - B. behavioral therapist.
 - C. humanistic therapist.
 - D. trait-situational therapist.
100. Personal control is emphasized by the:
- A. psychodynamic and behavioral perspectives.
 - B. humanistic and social cognitive perspectives.
 - C. behavioral and social cognitive perspectives.
 - D. psychodynamic and the trait perspectives.
101. Which of the following theorists emphasized personal growth, the freedom to choose one's own destiny, and positive human qualities?
- A. Maslow and Rogers
 - B. Skinner and Pavlov
 - C. Adler and Jung
 - D. Allport and Eysenck
102. According to Rogers, the _____ is a whole, consisting of one's self-perceptions and the values one attaches to these perceptions.
- A. superego
 - B. ego
 - C. self
 - D. locus of control

103. Jason takes a positive approach to life, is open to experiences, is not overly defensive, is sensitive to himself and the external world, and has harmonious relationships with others. Carl Rogers would describe Jason as:
- A. a person with an external locus of control.
 - B. a fully functioning person.
 - C. a narcissistic personality.
 - D. having been fixated during the latency period of development.
104. Marion sees herself as a smart, friendly person, who is average in physical attractiveness and athletic ability. She values her intelligence and her sociability and accepts her average attributes at this time but is also open to improving them, such as taking a physical education course or changing her hairstyle. According to Rogers, this description constitutes Marion's:
- A. ego.
 - B. real self.
 - C. superego.
 - D. ideal self.
105. Edward has just started college and is majoring in business. Ten years from now, he hopes to have a successful business and a family. According to Rogers, Edward's future plans constitute his:
- A. ego ideal.
 - B. ideal self.
 - C. real self.
 - D. superego.
106. "I believe that when we try to live up to others' expectations, we lose sight of who we really are." Which theorist is most likely to say that?
- A. Freud
 - B. Skinner
 - C. Rogers
 - D. Allport
107. According to Rogers, if our real self is very different from our ideal self, we are likely to:
- A. become self-actualized.
 - B. become fixated at that developmental stage.
 - C. be maladjusted.
 - D. have an internal locus of control.
108. Harry wants to become a doctor, but he is having great difficulty in his science and mathematics courses even though he is constantly studying. Rogers would say this discrepancy between Harry's performance in college and his future dream would create:
- A. an internal locus of control.
 - B. unconditional positive regard.
 - C. reverse self-efficacy.
 - D. maladjustment.
109. In a parenting class, Howard and Cherie are learning how to raise their children to have positive self-worth. If this class used the ideas of Carl Rogers, Howard and Cherie would learn that _____ can raise a child's self-worth.
- A. positive punishment
 - B. unconditional positive regard.
 - C. developing an external locus of control.
 - D. compensation.
110. Jessica tells her young son that she loves him very much, but she just does not like the behavior he is "showing" right now. Jessica is illustrating Roger's concept of:
- A. unconditional positive regard.
 - B. conditional positive regard.
 - C. positive punishment.
 - D. negative reinforcement.

111. When a mother says to her young son, "I love you only when you behave properly," the mother is illustrating Roger's concept of:
- A. unconditional positive regard.
 - B. conditional positive regard.
 - C. negative punishment.
 - D. positive punishment.
112. Rogers proposed three methods to help people develop a more positive self-concept. Which of the following is NOT one of Rogers' methods?
- A. unconditional positive regard
 - B. genuineness
 - C. self-efficacy
 - D. empathy
113. To help his clients develop a positive self-concept, Paul, a humanistic psychologist, is a sensitive listener and tries to understand his client's true feelings. Paul is demonstrating:
- A. conditional positive regard.
 - B. an external locus of control.
 - C. empathy.
 - D. self-efficacy.
114. Joey is open with his feelings and does not put on any pretenses or facades when he meets people. In other words, "what you see is who he is." Rogers would say that Joey is exhibiting:
- A. genuineness.
 - B. conditional positive regard.
 - C. self-efficacy.
 - D. an external locus of control.
115. Maslow's hierarchy of needs states that individuals' main needs are satisfied in which sequence?
- A. physiological, safety, self-actualization, love and belonging, esteem
 - B. safety, physiological, love and belonging, esteem, self-actualization
 - C. physiological, safety, love and belonging, esteem, self-actualization
 - D. physiological, love and belonging, safety, esteem, self-actualization
116. According to Maslow, Eleanor Roosevelt, Albert Einstein, and Abraham Lincoln developed high levels of _____, which involves reaching one's full potential as a human being.
- A. self-efficacy
 - B. unconditional positive regard
 - C. empathy
 - D. self-actualization
117. According to Maslow's hierarchy of needs, which of the following would be satisfied first?
- A. feeling good about yourself.
 - B. realizing your potential as a human being.
 - C. developing a long-term love relationship.
 - D. protecting yourself from crime.
118. Which of the following is NOT a strategy that Maslow advocated to help a person to become more self-actualized?
- A. Be motivated to change.
 - B. Alleviate self-blame by realistically placing the blame on others.
 - C. Have a mission or "calling" in life that will make a difference in the world.
 - D. Monitor and reevaluate your life on a regular basis.
119. Which of the following statements BEST illustrates a self-actualized personality?
- A. "The ends justify the means."
 - B. "What would people think if I did that."
 - C. "I love having people around me all the time. I never met a stranger."
 - D. "For better or worse, this is me."

120. Which of the following is a criticism of the humanistic perspective?
- A. It places too much emphasis on disturbed individuals.
 - B. It places too much emphasis on situations and ignores the individual.
 - C. Its concepts are difficult to test using the experimental approach.
 - D. It is too pessimistic about human nature and underestimates the rationality of humans.
121. _____ state that personality consists of broad, enduring dispositions that tend to lead to characteristic responses.
- A. Trait theories
 - B. Psychodynamic theories
 - C. Behavioral theories
 - D. Humanistic
122. Which of the following is NOT one of the three dimensions that Eysenck used to explain personality?
- A. introversion-extroversion
 - B. stable-unstable
 - C. psychoticism
 - D. conscientiousness
123. Cary is a quiet, unsociable, passive, cautious individual, while Amy is active, optimistic, sociable, and outgoing. According to Eysenck, Cary is a(n) _____ person, while Amy is a(n) _____ person.
- A. stable; unstable
 - B. introverted; extroverted
 - C. neurotic; psychotic
 - D. agreeable; open
124. According to Eysenck, _____ reflects the degree to which people are in contact with reality, can control their impulses, and are cruel or caring toward others.
- A. introversion dimension
 - B. neuroticism dimension
 - C. psychoticism dimension
 - D. conversion dimension
125. McCrae and Costa describe five big factors of personality, or "supertraits." These "supertraits" include extraversion and neuroticism as well as:
- A. openness, conscientiousness, and agreeableness.
 - B. empathy, genuineness, and goal-orientation.
 - C. caring, warmth, and altruism.
 - D. creativity, intelligence, and individualism.
126. Recent research on the big five factors of personality have found which of the following?
- A. Some support has been found for the additional personality dimension of *excellent-ordinary*.
 - B. Some support has been found for the additional personality dimension of *evil-decent*.
 - C. Researchers have found that some version of the five factors appears in people from countries as diverse as China, Japan, Poland, and Canada.
 - D. All of the above are findings from recent research on the big five.
127. Walter Mischel's criticism of trait theories is that:
- A. there is a lack of empirical evidence to support the concept of traits.
 - B. personality changes as the situation changes.
 - C. the unconscious is ignored.
 - D. personal growth is overemphasized.
128. _____ is the term used to describe the idea that personality can vary from one context to another.
- A. Situationism
 - B. Collectivism
 - C. Individualism
 - D. Specificity

129. Mr. Marquez is calm and quiet at work and in most business situations, but he is outgoing and sociable at parties with his friends. This illustrates the idea that:
- A. traits completely determine one's behavior in all situations.
 - B. traits interact with situations to determine behavior.
 - C. learning is more important than biology.
 - D. the situation is the determining factor, not a person's traits.
130. In studying cross-cultural differences, Professor Buckbee has examined how Americans seem to give priority to personal goals rather than group goals. He is studying:
- A. democracy.
 - B. capitalism.
 - C. collectivism.
 - D. individualism.
131. During the summer, Tito and Maura want to be exposed to a country that is collectivistic. Which country should they visit?
- A. Canada
 - B. India
 - C. Germany
 - D. United States
132. If your instructor describes a culture as emphasizing collectivism, she is saying the culture values represent:
- A. group interdependence.
 - B. personal achievement.
 - C. the goals of the individual.
 - D. freedom and independence.
133. Many of the assumptions about personality in Western culture emphasize:
- A. group integrity.
 - B. the individual or self.
 - C. harmonious relationships.
 - D. group interdependence.
134. Jan is from the United States and will be an exchange student in Japan. Which of the following would be GOOD advice for Jan to improve her interactions with others in Japan?
- A. If you criticize a person, do so in front of the group since this is a country that is collectivistic.
 - B. Do not expect a person to be as attached to his or her family as you are.
 - C. Do not provoke competitive situations.
 - D. Feel free to talk about your accomplishments.
135. Asma is from India and is an exchange student in the United States. Which of the following would be GOOD advice for Asma to improve her interactions with others in the United States?
- A. Compliment individuals more than you are used to doing.
 - B. Do not provoke competitive situations.
 - C. Do not talk about your accomplishments.
 - D. Expect people to be as attached to his or her family as you are.
136. Margaret develops a new test and finds that the results of this test are consistent whether she uses the test in a clinical setting or in the school and that the test measures consistently over time. Thus, the test would be considered:
- A. projective.
 - B. objective.
 - C. reliable.
 - D. valid.

137. Dr. Cerna developed a new test and finds that this test accurately and consistently measures a child's reading comprehension ability as well as or better than the current test being used in schools around the country. Thus, Dr. Cerna's new test has established that it is _____ of reading comprehension.
- A. a valid test
 - B. an objective test
 - C. a projective test
 - D. a self-report test
138. Carol is presented with an ambiguous stimulus and asked to describe it or tell a story about it. Carol is being administered a:
- A. self-report test.
 - B. projective test.
 - C. behavioral assessment.
 - D. cognitive assessment.
139. The projective tests are theoretically aligned with the _____ perspective since they are designed to elicit the individual's unconscious feelings and conflicts.
- A. humanistic
 - B. behavioral
 - C. social-cognitive
 - D. psychodynamic
140. Alfred is being administered a test that consists of 10 cards, half in black and white and half in color, and he is asked to describe what he sees in each of these ambiguous stimulus cards. Alfred is being administered the:
- A. Thematic Apperception Test.
 - B. Rorschach Inkblot Test.
 - C. MMPI-2.
 - D. NEO-PI-R.
141. Barbara is being administered a test that consists of a series of pictures in which Barbara will be asked to tell a story about each of the pictures, including events leading up to the situation, the characters' thoughts and feelings, and the way the situation turns out. Barbara is being administered the:
- A. Thematic Apperception Test.
 - B. Rorschach Inkblot Test
 - C. MMPI-2.
 - D. NEO-PI-R.
142. Clinical techniques that involve an individual drawing a person, completing incomplete sentences, or saying the first word that comes to mind when presented with a word, such as *fear* or *happy*, would be considered:
- A. self-report tests.
 - B. projective tests.
 - C. cognitive assessments.
 - D. behavioral assessments.
143. A(n) _____ relies on items to predict some criterion, such as differentiating between individuals who will be competent or incompetent in a particular job.
- A. projective test
 - B. empirically keyed test
 - C. tests based on face validity
 - D. cognitive assessment

144. Karen is being administered a test consisting of 567 items, each of which can be answered "true," "false," or "cannot say." The items are categorized into clinical scales, such as depression, schizophrenia, and social introversion. Karen is being administered the:
- A. Rorschach test.
 - B. Thematic Apperception Test.
 - C. MMPI-2.
 - D. NEO-PI-R.
145. The _____ scales on the MMPI-2 are designed to indicate whether an individual is lying, careless, defensive, or evasive when answering the test items.
- A. reliability
 - B. validity
 - C. projective
 - D. clinical
146. Costa and McCrae believe that their assessment tool known as the _____ can improve the diagnosis of personality disorders and help therapists understand how therapy might influence different types of clients.
- A. Thematic Apperception Test
 - B. NEO-PI-R
 - C. Behavioral Assessment
 - D. MMPI-2
147. Gordon is being administered an assessment instrument that measures the big five factors of personality and has been shown to predict supervisor ratings and one's success in training courses. Gordon is most likely being administered the:
- A. MMPI-2.
 - B. Thematic Apperception Test.
 - C. Rorschach Inkblot Test.
 - D. Hogan Personality Test.
148. Dr. Jacobs is observing the frequency of six-year-old Ryan's aggressive behavior with his younger sister. Dr. Jacobs asks Ryan's parents to change their responses to Ryan's behaviors in order to observe how their responses affect Ryan's aggressiveness. Dr. Jacobs is utilizing a(n):
- A. projective technique.
 - B. behavioral assessment.
 - C. cognitive assessment.
 - D. objective inventory of behavior.
149. Tina is asked by her therapist to remember the thoughts that she experienced before, during, and after particular upsetting events in her life. Her therapist by using this _____ is trying to discover what thoughts underlie her maladaptive behaviors.
- A. projective technique
 - B. objective behavioral inventory
 - C. cognitive assessment
 - D. behavioral assessment

ch02 Key

1. A
2. C
3. D
4. D
5. C
6. B
7. A
8. D
9. A
10. D
11. B
12. C
13. A
14. B
15. C
16. B
17. D
18. C
19. D
20. B
21. D
22. A
23. C
24. A
25. C
26. A
27. B
28. D
29. A
30. D
31. C
32. B
33. A
34. C
35. B
36. A

37. C
38. D
39. D
40. C
41. A
42. B
43. C
44. C
45. A
46. C
47. B
48. C
49. A
50. D
51. D
52. B
53. D
54. B
55. A
56. D
57. D
58. B
59. B
60. A
61. C
62. C
63. A
64. C
65. A
66. D
67. B
68. D
69. A
70. D
71. B
72. C
73. B
74. A

75. B
76. B
77. B
78. C
79. A
80. D
81. C
82. C
83. A
84. D
85. C
86. D
87. B
88. C
89. A
90. B
91. D
92. B
93. D
94. A
95. B
96. A
97. D
98. D
99. C
100. B
101. A
102. C
103. B
104. B
105. B
106. C
107. C
108. D
109. B
110. A
111. B
112. C

- 113. C
- 114. A
- 115. C
- 116. D
- 117. D
- 118. B
- 119. D
- 120. C
- 121. A
- 122. D
- 123. B
- 124. C
- 125. A
- 126. D
- 127. B
- 128. A
- 129. B
- 130. D
- 131. B
- 132. A
- 133. B
- 134. C
- 135. A
- 136. C
- 137. A
- 138. B
- 139. D
- 140. B
- 141. A
- 142. B
- 143. B
- 144. C
- 145. B
- 146. B
- 147. D
- 148. B
- 149. C

ch02 Summary

<u>Category</u>	<u># of Questions</u>
Difficulty Level: Basic	41
Difficulty Level: Challenging	32
Difficulty Level: Factual	1
Difficulty Level: Moderate	75
Learning Goal: 1: Define personality and identify major issues i	3
Learning Goal: 2: Summarize the psychodynamic perspectives.	48
Learning Goal: 3: Explain the behavioral and social cognitive pe	47
Learning Goal: 4: Describe the humanistic perspectives.	22
Learning Goal: 5: Discuss the trait perspectives.	15
Learning Goal: 6: Characterize the main methods of personality a	14
Question Type: Applied	68
Question Type: Basic	1
Question Type: Conceptual	43
Question Type: Factual	37
Santrock - Chapter 02	149