

Student: _____

1. A set of interrelated statements that provides an explanation for a class of events is called a:
 - A. conjecture
 - B. observation
 - C. empirical set
 - D. theory
2. All of the following are true about a theory EXCEPT:
 - A. it allows us to organize our observations
 - B. it allows us to see relationships among facts
 - C. it proves that events occur for the reasons stated
 - D. it stimulates inquiry as we search for knowledge
3. The theory most closely related to the view that personality is fashioned progressively as the individual passes through various psychosexual stages is:
 - A. psychoanalytic theory
 - B. sexual stage theory
 - C. fixation theory
 - D. growth theory
4. The theory that human behavior arises out of a struggle between societal prohibitions and the instinctual drives associated with sex and aggression is attributed to:
 - A. B. F. Skinner
 - B. Sigmund Freud
 - C. Erik Erikson
 - D. Urie Bronfenbrenner
5. Marietta is unable to sustain a lasting, meaningful romantic relationship. Seeking help, she visits a psychologist who probes her to elaborate on her childhood experiences. The psychologist is using an approach based upon:
 - A. psychosocial theory
 - B. ecological theory
 - C. psychoanalytic theory
 - D. talk therapy
6. The theory that stresses the role of unconscious motivation on behavior is most closely associated with:
 - A. Piaget's learning theory
 - B. Freud's psychosexual theory
 - C. B. F. Skinner's learning theory
 - D. Bandura's social learning theory
7. According to Freud, the phase when children suppress most of their sexual feelings and are more interested in play and same-sex friendships is called:
 - A. oral
 - B. anal
 - C. phallic
 - D. latency

8. According to Freudian theory, the tendency to stay at a particular stage is called:
 - A. latency
 - B. fixation
 - C. lingering
 - D. repression
9. Freud's theories have been critiqued on the basis of:
 - A. an underdeveloped explanation for human behavior
 - B. dismissing the importance of childhood experience
 - C. the lack of definite stages
 - D. explanations that are based solely on adult patients
10. The correct chronological sequence of psychosexual stages is:
 - A. oral, phallic, genital, latency, anal
 - B. oral, phallic, anal, latency, genital
 - C. oral, anal, phallic, latency, genital
 - D. oral, anal, genital, latency, phallic
11. Which theory is Erik Erikson most associated with?
 - A. learning theory
 - B. ecological theory
 - C. psychosexual theory
 - D. psychosocial theory
12. Erikson's theory differs from Freud's because it:
 - A. states that personality develops over the life span
 - B. is not a stage theory
 - C. dismisses the importance of sexual influences
 - D. emphasizes the importance of adulthood over childhood
13. Erikson's developmental tasks are referred to as:
 - A. psychomotor stages
 - B. psychosexual stages
 - C. psychosocial stages
 - D. social-behavioral stages
14. Erikson himself referred to the developmental tasks in his model as:
 - A. critical stages
 - B. opportunities
 - C. crises
 - D. turning points
15. Erikson believed that each part of the personality has a particular time in the life span when it must develop (if it is to develop at all). If a particular stage of development is not completed the stages that should follow it will be hindered. This is based on the:
 - A. epigenetic principle
 - B. compliance principle
 - C. dependency theory
 - D. resolution theory
16. According to Erikson's theory, a person first establishes a sense of trust during which stage?
 - A. infancy
 - B. late childhood
 - C. adolescence
 - D. early childhood

17. Sherry is 4 ½ years old and loves to play with the remote controls for the TV and DVD player as well as with her toys. Her kindergarten teacher reports that Sherry always follows the teacher's directions and often helps to explain to her classmates why they are engaging in activities like lining up for lunch time. According to Erikson's theory, Sherry is successfully going through which stage of development?
- A. trust vs. mistrust
 - B. autonomy vs. shame and doubt
 - C. initiative vs. guilt
 - D. industry vs. inferiority
18. 10-year-old Robert is curious about how cars work. Whenever his father makes repairs to the family car Robert is on hand to be the "assistant mechanic." According to Erikson's theory, Robert is in the stage of:
- A. trust vs. mistrust
 - B. autonomy vs. shame and doubt
 - C. initiative vs. guilt
 - D. industry vs. inferiority
19. Connie has just completed college and has found a position as an elementary school teacher. She and her boyfriend Mark are talking about getting married in a few years. According to Erikson's theory, Connie is in which stage of development?
- A. identity vs. identity confusion
 - B. intimacy vs. isolation
 - C. generativity vs. stagnation
 - D. integrity vs. despair
20. John is retired from a career in the army. He often looks at his medals and photographs from the places he had been stationed. He talks fondly about "the old days" with anyone who will listen. According to Erikson's theory, John is probably in which stage of development?
- A. identity vs. identity confusion
 - B. intimacy vs. isolation
 - C. generativity vs. stagnation
 - D. integrity vs. despair
21. Emotions have not been researched with the same vigor as cognition until recently because:
- A. Freud did not think emotions were important
 - B. Descartes believed the body and mind are one
 - C. emotions are hard to quantify and measure
 - D. cross-cultural studies revealed that emotions vary too much by culture to study accurately
22. The theory that is concerned with the observable behavior of people—in contrast with introspection-based theory—is called:
- A. psychoanalytic
 - B. cognitive
 - C. behavioral
 - D. humanistic
23. The units that behavioral theorists have divided behavior into are called:
- A. units of analysis
 - B. responses
 - C. reflexes
 - D. stimuli
24. Behavioral theorists divide the environment into units called:
- A. responses
 - B. units of analysis
 - C. reflexes
 - D. stimuli

25. Another name for behavioral theory is:
- A. learning theory
 - B. reaction theory
 - C. response theory
 - D. humanistic theory
26. The process of stimulus substitution in which a new, previously neutral stimulus is substituted for the stimulus that naturally elicits a response is called:
- A. stimulus response
 - B. operant conditioning
 - C. stimulus conditioning
 - D. classical conditioning
27. Marisol is very bright with a tested IQ of 135. She likes school despite the fact that her first-grade teacher was very strict and punished students who failed tests by denying privileges such as play time. Marisol is a good student, but when she knows that a test will be given at school, she wakes up on those days with a headache and nausea. A behaviorist would argue that Marisol's reaction could be the result of:
- A. classical conditioning
 - B. operant conditioning
 - C. substitution anxiety
 - D. test anxiety
28. A type of learning in which the consequences of a behavior alter the strength of that behavior is called:
- A. classical conditioning
 - B. operant conditioning
 - C. stimulus response
 - D. response conditioning
29. On a visit to Sea Spectacular, an outdoor aquarium, your nephew notices that each time a dolphin performs a trick it is rewarded with a fish. You have read the brochure that explains that the dolphins are trained this way to ensure that they will continue to perform the tricks for several performances each day. This is an example of:
- A. classical conditioning
 - B. operant conditioning
 - C. stimulus response
 - D. response conditioning
30. A real estate company offers cash bonuses to salespeople who exceed the company's monthly quotas for home sales. These bonuses are an example of what behaviorists would call:
- A. response rewards
 - B. coerced stimulation
 - C. reinforcement
 - D. response feedback
31. An approach that applies learning theory and experimental psychology to altering maladaptive behavior is called:
- A. response feedback
 - B. behavior modification
 - C. experimental learning
 - D. behavior adjustment
32. Behavior modification uses:
- A. rewards only
 - B. punishments only
 - C. both rewards and punishments
 - D. neither rewards nor punishments

33. Marisa is trying to break the habit of biting her nails. She buys a product designed to be painted on the nails that has a bitter taste. She uses this product and also bought herself two bottles of nail polish that she liked. Marisa is using what technique to stop biting her nails?
- A. adaptive strategies
 - B. taste training
 - C. discipline
 - D. behavior modification
34. An approach in psychology that maintains that humans are different from all other organisms in that they actively intervene in the course of events to control their destinies and shape the world around them is known as:
- A. humanistic psychology
 - B. control psychology
 - C. destiny psychology
 - D. naturalistic psychology
35. The term self-actualization means:
- A. recognizing the self as all-important
 - B. realizing one's potential to the fullest
 - C. being ostracized for selfishness
 - D. realizing the boundaries between self and others
36. In contrast to psychoanalysis and behavior modification, humanistic psychology is:
- A. more pessimistic
 - B. more self-directed
 - C. less focused on building self-esteem
 - D. less focused on improving the human condition
37. Which theory of development focuses on sensation, perception, imagery, retention, recall, problem solving, reasoning, and thinking?
- A. psychoanalytic theory
 - B. learning theory
 - C. cognitive theory
 - D. sociocultural theory
38. Piaget put forth the idea that development occurs in sequential periods of growth or maturing of an individual's ability to think. This is called:
- A. maturational stages of development
 - B. thinking stages of development
 - C. cognitive stages of development
 - D. perceptual stages of development
39. Which statement does NOT reflect the ideas of Piaget?
- A. Children's thoughts are miniature versions of adults' thoughts.
 - B. As children grow up, the form of their thought changes.
 - C. A child operates from a different mental framework than an adult.
 - D. Children adapt by constructing mental frameworks called schemas.
40. In Piaget's theory, cognitive structures that people evolve for dealing with specific kinds of situations in their environments are known as:
- A. concepts
 - B. models
 - C. schemas
 - D. cognitive strategies

41. The process of taking in new information and interpreting it so that it conforms to a currently held model of the world is what Piaget termed:
- A. confirmation
 - B. accommodation
 - C. inference making
 - D. assimilation
42. The process of changing one's schema to make it match the world of reality better is what Piaget termed:
- A. modification
 - B. accommodation
 - C. schematization
 - D. assimilation
43. When the processes of accommodation and assimilation are in balance, it is known as _____ according to Piaget.
- A. equilibrium
 - B. stasis
 - C. schema balance
 - D. disequilibrium
44. When the ball that 9-month-old Reggie was playing with rolls under the bed he begins searching for it in the direction that it rolled. According to Piaget's stages of development, which stage corresponds to Reggie's behavior?
- A. sensorimotor
 - B. preoperational
 - C. concrete operations
 - D. formal operations
45. Five-year-old Nora is excited to see that it is starting to snow. She exclaims, "Wow, it's snowing so that I can make a snowman!" This kind of egocentric thinking is related to which of Piaget's stages of development?
- A. sensorimotor
 - B. preoperational
 - C. concrete operations
 - D. formal operations
46. Eight-year-old Margie is watching her little brother Harry play with clay. When Harry takes the lump of clay and rolls it into a "snake," he comments, "Look, I made it bigger." Margie replies, "No silly, it's the same amount of clay; you just stretched it." Margie's reasoning reflects which of Piaget's stages of development?
- A. sensorimotor
 - B. preoperational
 - C. concrete operations
 - D. formal operations
47. Presented with the following riddle: "Green is stop and red is _____?" Billy answers, "Go." He is displaying which of Piaget's stages of development?
- A. sensorimotor
 - B. preoperational
 - C. concrete operations
 - D. formal operations
48. When a person learns how to respond to something that he or she has not yet encountered from observing someone else's response, this is called:
- A. cognitive learning
 - B. behavioral learning
 - C. imitative learning
 - D. response skipping

49. Two-year-old Amina sees a cat for the first time. After watching her mother stroke the cat's back, Amina begins to stroke the cat's back, too. This is an example of:
- A. danger avoidance learning
 - B. enculturation
 - C. cognitive learning
 - D. experiential learning
50. The theory developed by Urie Bronfenbrenner that centers on the relationship between the developing individual and the changing environmental systems is known as:
- A. environmental theory
 - B. ecological theory
 - C. relational theory
 - D. systems theory
51. All of the following statements are true concerning the ecological theory of development EXCEPT:
- A. It relies on clinical settings to get at the roots of individuals' behaviors.
 - B. It seeks to capture the effects of change over time.
 - C. It looks at the individual and the environment.
 - D. Cultural, political, and religious values contribute to an understanding of development.
52. Which research design would be best suited to the ecological approach to understanding human development?
- A. experimental
 - B. cross-sectional
 - C. social survey
 - D. longitudinal
53. Millie and her brother are being raised by their grandmother. Millie's grandmother and brother comprise her:
- A. mesosystem
 - B. microsystem
 - C. macrosystem
 - D. exosystem
54. The idea that human development has a specifically historical character—that it is affected by where and when a person grows up—is associated with which theory of development?
- A. behavioral theory
 - B. psychoanalytic theory
 - C. psychosocial theory
 - D. sociocultural theory
55. The person associated with developing the sociocultural theory of development is:
- A. Kurt Lewin
 - B. Urie Bronfenbrenner
 - C. Lev Vygotsky
 - D. Erik Erikson
56. Vygotsky's sociocultural theory states that mental functions are facilitated primarily by _____, and that those functions are anchored in interpersonal relationships.
- A. language
 - B. emotions
 - C. activity
 - D. physical function
57. An approach which allows psychologists to choose from various theories and models is called:
- A. organic
 - B. eclectic
 - C. mechanistic
 - D. holistic

58. A model that says development produces smooth, gradual, and incremental change is the _____ model.
- A. organismic
 - B. organic
 - C. particle
 - D. mechanistic
59. A model that focuses on the whole and the ways in which the whole is greater than the sum of its parts is a(n) _____ model.
- A. organismic
 - B. holistic
 - C. mechanistic
 - D. organic
60. The organismic model views a human being as:
- A. a physical object, inherently passive
 - B. a structured whole, inherently active
 - C. machine-like, but also disorganized
 - D. disorganized and inherently passive
61. Which view sees development as a smooth, gradual process that produces incremental change?
- A. continuity
 - B. discontinuity
 - C. eclectic
 - D. mechanical
62. Which view sees development as similar to metamorphosis, where change is abrupt and constitutes a difference of kind rather than a difference of degree?
- A. continuity
 - B. discontinuity
 - C. eclectic
 - D. organic
63. Psychologists who object to the heredity vs. environment debate do so on the basis that:
- A. heredity is primary and is responsible for all observable traits
 - B. environment is primary and is responsible for all observable traits
 - C. heredity and environment interact to influence observable traits
 - D. some traits are due to heredity and others are due to environment
64. In seeking to answer the question "How much influence do environment and heredity have on behavior?" a psychologist would choose which of the following scenarios as the most appropriate design?
- A. siblings raised together
 - B. fraternal twins raised apart
 - C. identical twins raised together
 - D. identical twins raised apart
65. Anne Anastasi believed that some hereditary contributions such as physical attributes are direct while others such as stereotypes attached to physical characteristics are indirect. This is representative of what she termed the:
- A. continuum of indirectness
 - B. social stereotyping bias
 - C. biological determinism
 - D. hereditary bias

66. A field of study that focuses on individual differences and seeks to answer why individuals within a species exhibit different behaviors is called:
- A. genetic behaviorism
 - B. behavioral genetics
 - C. differential genetics
 - D. differential behaviorism
67. Kagan's studies on timidity indicate all of the following EXCEPT:
- A. Shyness during childhood can affect the course of adult life.
 - B. Over 50 percent of all children are predisposed to shyness.
 - C. Shy biological parents are likely to have shy children.
 - D. Researchers can detect physical responses in shy subjects to mildly stressful situations.
68. Scientists who study the behavior patterns of organisms from a biological point of view and believe that babies are biologically preadapted with certain behaviors to elicit caring behaviors in adults are known as:
- A. human ecologists
 - B. ethnographers
 - C. ethologists
 - D. bio-behaviorists
69. Marie loves her baby niece Fiona because of her tiny fingers, big brown eyes, and cute smile. When Fiona cries Marie always responds by picking her up to soothe her. Fiona's behaviors and characteristics are examples of what ethologists call:
- A. the cuteness quotient
 - B. releasing stimuli
 - C. infant survival techniques
 - D. responsive stimuli
70. Konrad Lorenz showed that baby ducks will follow the first moving object they see even if it is not the mother duck. This behavior is so resistant to change that it appears innate. This is called:
- A. following
 - B. critical instinct
 - C. imprinting
 - D. bonding period
71. What are the major similarities and differences between Freud's psychoanalytical theory of development and Erikson's theory of development?
72. Explain the differences between behavioral theory and humanistic theory.

73. Briefly describe Piaget's contribution to developmental studies.

74. Briefly describe Vygotsky's contribution to developmental studies.

2 Key

1. A set of interrelated statements that provides an explanation for a class of events is called a:
- A. conjecture
 - B. observation
 - C. empirical set
 - D. theory**

Refer to page 33 in the textbook.

*Crandell - Chapter 02 #1
Level: Basic
Objective: Learning Objective 1
Question Type: Factual*

2. All of the following are true about a theory EXCEPT:
- A. it allows us to organize our observations
 - B. it allows us to see relationships among facts
 - C. it proves that events occur for the reasons stated**
 - D. it stimulates inquiry as we search for knowledge

Refer to page 33 in the textbook.

*Crandell - Chapter 02 #2
Level: Basic
Objective: Learning Objective 1
Question Type: Factual*

3. The theory most closely related to the view that personality is fashioned progressively as the individual passes through various psychosexual stages is:
- A. psychoanalytic theory**
 - B. sexual stage theory
 - C. fixation theory
 - D. growth theory

Refer to page 33 in the textbook.

*Crandell - Chapter 02 #3
Level: Basic
Objective: Learning Objective 2
Question Type: Factual*

4. The theory that human behavior arises out of a struggle between societal prohibitions and the instinctual drives associated with sex and aggression is attributed to:
- A. B. F. Skinner
 - B. Sigmund Freud**
 - C. Erik Erikson
 - D. Urie Bronfenbrenner

Refer to page 34 in the textbook.

*Crandell - Chapter 02 #4
Level: Basic
Objective: Learning Objective 2
Question Type: Factual*

5. Marietta is unable to sustain a lasting, meaningful romantic relationship. Seeking help, she visits a psychologist who probes her to elaborate on her childhood experiences. The psychologist is using an approach based upon:
- A. psychosocial theory
 - B. ecological theory
 - C. psychoanalytic theory**
 - D. talk therapy

Refer to page 33 in the textbook.

*Crandell - Chapter 02 #5
Level: Basic
Objective: Learning Objective 2
Question Type: Conceptual*

6. The theory that stresses the role of unconscious motivation on behavior is most closely associated with:
- A. Piaget's learning theory
 - B. Freud's psychosexual theory**
 - C. B. F. Skinner's learning theory
 - D. Bandura's social learning theory

Refer to pages 34-35 in the textbook.

*Crandell - Chapter 02 #6
Level: Basic
Objective: Learning Objective 2
Question Type: Factual*

7. According to Freud, the phase when children suppress most of their sexual feelings and are more interested in play and same-sex friendships is called:
- A. oral
 - B. anal
 - C. phallic
 - D. latency**

Refer to page 35 in the textbook.

*Crandell - Chapter 02 #7
Level: Basic
Objective: Learning Objective 3
Question Type: Factual*

8. According to Freudian theory, the tendency to stay at a particular stage is called:
- A. latency
 - B. fixation**
 - C. lingering
 - D. repression

Refer to page 35 in the textbook.

*Crandell - Chapter 02 #8
Level: Basic
Objective: Learning Objective 3
Question Type: Factual*

9. Freud's theories have been critiqued on the basis of:
- A. an underdeveloped explanation for human behavior
 - B. dismissing the importance of childhood experience
 - C. the lack of definite stages
 - D.** explanations that are based solely on adult patients

Refer to page 35 in the textbook.

*Crandell - Chapter 02 #9
Level: Basic
Objective: Learning Objective 3
Question Type: Factual*

10. The correct chronological sequence of psychosexual stages is:
- A. oral, phallic, genital, latency, anal
 - B. oral, phallic, anal, latency, genital
 - C.** oral, anal, phallic, latency, genital
 - D. oral, anal, genital, latency, phallic

Refer to pages 34-35 in the textbook.

*Crandell - Chapter 02 #10
Level: Basic
Objective: Learning Objective 3
Question Type: Factual*

11. Which theory is Erik Erikson most associated with?
- A. learning theory
 - B. ecological theory
 - C. psychosexual theory
 - D.** psychosocial theory

Refer to page 36 in the textbook.

*Crandell - Chapter 02 #11
Level: Basic
Objective: Learning Objective 4
Question Type: Factual*

12. Erikson's theory differs from Freud's because it:
- A.** states that personality develops over the life span
 - B. is not a stage theory
 - C. dismisses the importance of sexual influences
 - D. emphasizes the importance of adulthood over childhood

Refer to page 36 in the textbook.

*Crandell - Chapter 02 #12
Level: Basic
Objective: Learning Objective 4
Question Type: Conceptual*

13. Erikson's developmental tasks are referred to as:
- A. psychomotor stages
 - B. psychosexual stages
 - C. psychosocial stages**
 - D. social-behavioral stages

Refer to page 37 in the textbook.

*Crandell - Chapter 02 #13
Level: Basic
Objective: Learning Objective 4
Question Type: Factual*

14. Erikson himself referred to the developmental tasks in his model as:
- A. critical stages
 - B. opportunities**
 - C. crises
 - D. turning points

Refer to page 36 in the textbook.

*Crandell - Chapter 02 #14
Level: Basic
Objective: Learning Objective 4
Question Type: Conceptual*

15. Erikson believed that each part of the personality has a particular time in the life span when it must develop (if it is to develop at all). If a particular stage of development is not completed the stages that should follow it will be hindered. This is based on the:
- A. epigenetic principle**
 - B. compliance principle
 - C. dependency theory
 - D. resolution theory

Refer to page 37 in the textbook.

*Crandell - Chapter 02 #15
Level: Basic
Objective: Learning Objective 4
Question Type: Conceptual*

16. According to Erikson's theory, a person first establishes a sense of trust during which stage?
- A. infancy**
 - B. late childhood
 - C. adolescence
 - D. early childhood

Refer to page 36 in the textbook.

*Crandell - Chapter 02 #16
Level: Basic
Objective: Learning Objective 5
Question Type: Factual*

17. Sherry is 4 ½ years old and loves to play with the remote controls for the TV and DVD player as well as with her toys. Her kindergarten teacher reports that Sherry always follows the teacher's directions and often helps to explain to her classmates why they are engaging in activities like lining up for lunch time. According to Erikson's theory, Sherry is successfully going through which stage of development?
- A. trust vs. mistrust
 - B. autonomy vs. shame and doubt
 - C. initiative vs. guilt**
 - D. industry vs. inferiority

Refer to page 36 in the textbook.

Crandell - Chapter 02 #17
Level: Basic
Objective: Learning Objective 5
Question Type: Conceptual

18. 10-year-old Robert is curious about how cars work. Whenever his father makes repairs to the family car Robert is on hand to be the "assistant mechanic." According to Erikson's theory, Robert is in the stage of:
- A. trust vs. mistrust
 - B. autonomy vs. shame and doubt
 - C. initiative vs. guilt
 - D. industry vs. inferiority**

Refer to page 36 in the textbook.

Crandell - Chapter 02 #18
Level: Basic
Objective: Learning Objective 5
Question Type: Conceptual

19. Connie has just completed college and has found a position as an elementary school teacher. She and her boyfriend Mark are talking about getting married in a few years. According to Erikson's theory, Connie is in which stage of development?
- A. identity vs. identity confusion
 - B. intimacy vs. isolation**
 - C. generativity vs. stagnation
 - D. integrity vs. despair

Refer to page 36 in the textbook.

Crandell - Chapter 02 #19
Level: Basic
Objective: Learning Objective 5
Question Type: Conceptual

20. John is retired from a career in the army. He often looks at his medals and photographs from the places he had been stationed. He talks fondly about "the old days" with anyone who will listen. According to Erikson's theory, John is probably in which stage of development?
- A. identity vs. identity confusion
 - B. intimacy vs. isolation
 - C. generativity vs. stagnation
 - D. integrity vs. despair**

Refer to page 36 in the textbook.

Crandell - Chapter 02 #20
Level: Basic
Objective: Learning Objective 5
Question Type: Conceptual

21. Emotions have not been researched with the same vigor as cognition until recently because:
- A. Freud did not think emotions were important
 - B. Descartes believed the body and mind are one
 - C. emotions are hard to quantify and measure**
 - D. cross-cultural studies revealed that emotions vary too much by culture to study accurately

Refer to page 38 in the textbook.

*Crandell - Chapter 02 #21
Level: Basic
Objective: Learning Objective 8
Question Type: Factual*

22. The theory that is concerned with the observable behavior of people—in contrast with introspection-based theory—is called:
- A. psychoanalytic
 - B. cognitive
 - C. behavioral**
 - D. humanistic

Refer to page 39 in the textbook.

*Crandell - Chapter 02 #22
Level: Basic
Objective: Learning Objective 6
Question Type: Factual*

23. The units that behavioral theorists have divided behavior into are called:
- A. units of analysis
 - B. responses**
 - C. reflexes
 - D. stimuli

Refer to page 39 in the textbook.

*Crandell - Chapter 02 #23
Level: Basic
Objective: Learning Objective 6
Question Type: Factual*

24. Behavioral theorists divide the environment into units called:
- A. responses
 - B. units of analysis
 - C. reflexes
 - D. stimuli**

Refer to page 39 in the textbook.

*Crandell - Chapter 02 #24
Level: Basic
Objective: Learning Objective 6
Question Type: Factual*

25. Another name for behavioral theory is:
A. learning theory
B. reaction theory
C. response theory
D. humanistic theory

Refer to page 39 in the textbook.

*Crandell - Chapter 02 #25
Level: Basic
Objective: Learning Objective 6
Question Type: Factual*

26. The process of stimulus substitution in which a new, previously neutral stimulus is substituted for the stimulus that naturally elicits a response is called:
A. stimulus response
B. operant conditioning
C. stimulus conditioning
D. classical conditioning

Refer to page 39 in the textbook.

*Crandell - Chapter 02 #26
Level: Basic
Objective: Learning Objective 6
Question Type: Factual*

27. Marisol is very bright with a tested IQ of 135. She likes school despite the fact that her first-grade teacher was very strict and punished students who failed tests by denying privileges such as play time. Marisol is a good student, but when she knows that a test will be given at school, she wakes up on those days with a headache and nausea. A behaviorist would argue that Marisol's reaction could be the result of:
A. classical conditioning
B. operant conditioning
C. substitution anxiety
D. test anxiety

Refer to page 39 in the textbook.

*Crandell - Chapter 02 #27
Level: Basic
Objective: Learning Objective 6
Question Type: Conceptual*

28. A type of learning in which the consequences of a behavior alter the strength of that behavior is called:
A. classical conditioning
B. operant conditioning
C. stimulus response
D. response conditioning

Refer to pages 40-41 in the textbook.

*Crandell - Chapter 02 #28
Level: Basic
Objective: Learning Objective 6
Question Type: Factual*

29. On a visit to Sea Spectacular, an outdoor aquarium, your nephew notices that each time a dolphin performs a trick it is rewarded with a fish. You have read the brochure that explains that the dolphins are trained this way to ensure that they will continue to perform the tricks for several performances each day. This is an example of:
- A. classical conditioning
 - B. operant conditioning**
 - C. stimulus response
 - D. response conditioning

Refer to pages 40-41 in the textbook.

*Crandell - Chapter 02 #29
Level: Basic
Objective: Learning Objective 6
Question Type: Conceptual*

30. A real estate company offers cash bonuses to salespeople who exceed the company's monthly quotas for home sales. These bonuses are an example of what behaviorists would call:
- A. response rewards
 - B. coerced stimulation
 - C. reinforcement**
 - D. response feedback

Refer to page 41 in the textbook.

*Crandell - Chapter 02 #30
Level: Basic
Objective: Learning Objective 6
Question Type: Conceptual*

31. An approach that applies learning theory and experimental psychology to altering maladaptive behavior is called:
- A. response feedback
 - B. behavior modification**
 - C. experimental learning
 - D. behavior adjustment

Refer to page 41 in the textbook.

*Crandell - Chapter 02 #31
Level: Basic
Objective: Learning Objective 6
Question Type: Factual*

32. Behavior modification uses:
- A. rewards only
 - B. punishments only
 - C. both rewards and punishments**
 - D. neither rewards nor punishments

Refer to page 41 in the textbook.

*Crandell - Chapter 02 #32
Level: Basic
Objective: Learning Objective 6
Question Type: Factual*

33. Marisa is trying to break the habit of biting her nails. She buys a product designed to be painted on the nails that has a bitter taste. She uses this product and also bought herself two bottles of nail polish that she liked. Marisa is using what technique to stop biting her nails?
- A. adaptive strategies
 - B. taste training
 - C. discipline
 - D. behavior modification**

Refer to pages 41 in the textbook.

*Crandell - Chapter 02 #33
Level: Basic
Objective: Learning Objective 6
Question Type: Conceptual*

34. An approach in psychology that maintains that humans are different from all other organisms in that they actively intervene in the course of events to control their destinies and shape the world around them is known as:
- A. humanistic psychology**
 - B. control psychology
 - C. destiny psychology
 - D. naturalistic psychology

Refer to page 41 in the textbook.

*Crandell - Chapter 02 #34
Level: Basic
Objective: Learning Objective 7
Question Type: Factual*

35. The term self-actualization means:
- A. recognizing the self as all-important
 - B. realizing one's potential to the fullest**
 - C. being ostracized for selfishness
 - D. realizing the boundaries between self and others

Refer to page 43 in the textbook.

*Crandell - Chapter 02 #35
Level: Basic
Objective: Learning Objective 7
Question Type: Factual*

36. In contrast to psychoanalysis and behavior modification, humanistic psychology is:
- A. more pessimistic
 - B. more self-directed**
 - C. less focused on building self-esteem
 - D. less focused on improving the human condition

Refer to page 43 in the textbook.

*Crandell - Chapter 02 #36
Level: Basic
Objective: Learning Objective 7
Question Type: Factual*

37. Which theory of development focuses on sensation, perception, imagery, retention, recall, problem solving, reasoning, and thinking?
- A. psychoanalytic theory
 - B. learning theory
 - C. cognitive theory
 - D. sociocultural theory

Refer to page 44 in the textbook.

*Crandell - Chapter 02 #37
Level: Basic
Objective: Learning Objective 8
Question Type: Factual*

38. Piaget put forth the idea that development occurs in sequential periods of growth or maturing of an individual's ability to think. This is called:
- A. maturational stages of development
 - B. thinking stages of development
 - C. cognitive stages of development
 - D. perceptual stages of development

Refer to page 44 in the textbook.

*Crandell - Chapter 02 #38
Level: Basic
Objective: Learning Objective 8
Question Type: Factual*

39. Which statement does NOT reflect the ideas of Piaget?
- A. Children's thoughts are miniature versions of adults' thoughts.
 - B. As children grow up, the form of their thought changes.
 - C. A child operates from a different mental framework than an adult.
 - D. Children adapt by constructing mental frameworks called schemas.

Refer to page 44 in the textbook.

*Crandell - Chapter 02 #39
Level: Basic
Objective: Learning Objective 8
Question Type: Factual*

40. In Piaget's theory, cognitive structures that people evolve for dealing with specific kinds of situations in their environments are known as:
- A. concepts
 - B. models
 - C. schemas
 - D. cognitive strategies

Refer to page 44 in the textbook.

*Crandell - Chapter 02 #40
Level: Basic
Objective: Learning Objective 9
Question Type: Factual*

41. The process of taking in new information and interpreting it so that it conforms to a currently held model of the world is what Piaget termed:
- A. confirmation
 - B. accommodation
 - C. inference making
 - D.** assimilation

Refer to page 44 in the textbook.

*Crandell - Chapter 02 #41
Level: Basic
Objective: Learning Objective 9
Question Type: Factual*

42. The process of changing one's schema to make it match the world of reality better is what Piaget termed:
- A. modification
 - B.** accommodation
 - C. schematization
 - D. assimilation

Refer to page 45 in the textbook.

*Crandell - Chapter 02 #42
Level: Basic
Objective: Learning Objective 9
Question Type: Factual*

43. When the processes of accommodation and assimilation are in balance, it is known as _____ according to Piaget.
- A.** equilibrium
 - B. stasis
 - C. schema balance
 - D. disequilibrium

Refer to page 45 in the textbook.

*Crandell - Chapter 02 #43
Level: Basic
Objective: Learning Objective 9
Question Type: Factual*

44. When the ball that 9-month-old Reggie was playing with rolls under the bed he begins searching for it in the direction that it rolled. According to Piaget's stages of development, which stage corresponds to Reggie's behavior?
- A.** sensorimotor
 - B. preoperational
 - C. concrete operations
 - D. formal operations

Refer to page 46 in the textbook.

*Crandell - Chapter 02 #44
Level: Basic
Objective: Learning Objective 8
Question Type: Conceptual*

45. Five-year-old Nora is excited to see that it is starting to snow. She exclaims, "Wow, it's snowing so that I can make a snowman!" This kind of egocentric thinking is related to which of Piaget's stages of development?
- A. sensorimotor
 - B. preoperational**
 - C. concrete operations
 - D. formal operations

Refer to page 46 in the textbook.

*Crandell - Chapter 02 #45
Level: Basic
Objective: Learning Objective 8
Question Type: Conceptual*

46. Eight-year-old Margie is watching her little brother Harry play with clay. When Harry takes the lump of clay and rolls it into a "snake," he comments, "Look, I made it bigger." Margie replies, "No silly, it's the same amount of clay; you just stretched it." Margie's reasoning reflects which of Piaget's stages of development?
- A. sensorimotor
 - B. preoperational
 - C. concrete operations**
 - D. formal operations

Refer to page 46 in the textbook.

*Crandell - Chapter 02 #46
Level: Basic
Objective: Learning Objective 8
Question Type: Conceptual*

47. Presented with the following riddle: "Green is stop and red is _____?" Billy answers, "Go." He is displaying which of Piaget's stages of development?
- A. sensorimotor
 - B. preoperational
 - C. concrete operations
 - D. formal operations**

Refer to page 46 in the textbook.

*Crandell - Chapter 02 #47
Level: Basic
Objective: Learning Objective 8
Question Type: Conceptual*

48. When a person learns how to respond to something that he or she has not yet encountered from observing someone else's response, this is called:
- A. cognitive learning**
 - B. behavioral learning
 - C. imitative learning
 - D. response skipping

Refer to page 47 in the textbook.

*Crandell - Chapter 02 #48
Level: Basic
Objective: Learning Objective 10
Question Type: Factual*

49. Two-year-old Amina sees a cat for the first time. After watching her mother stroke the cat's back, Amina begins to stroke the cat's back, too. This is an example of:
- A. danger avoidance learning
 - B. enculturation
 - C. cognitive learning**
 - D. experiential learning

Refer to page 47 in the textbook.

*Crandell - Chapter 02 #49
Level: Basic
Objective: Learning Objective 10
Question Type: Conceptual*

50. The theory developed by Urie Bronfenbrenner that centers on the relationship between the developing individual and the changing environmental systems is known as:
- A. environmental theory
 - B. ecological theory**
 - C. relational theory
 - D. systems theory

Refer to page 48 in the textbook.

*Crandell - Chapter 02 #50
Level: Basic
Objective: Learning Objective 11
Question Type: Factual*

51. All of the following statements are true concerning the ecological theory of development EXCEPT:
- A. It relies on clinical settings to get at the roots of individuals' behaviors.**
 - B. It seeks to capture the effects of change over time.
 - C. It looks at the individual and the environment.
 - D. Cultural, political, and religious values contribute to an understanding of development.

Refer to pages 48-49 in the textbook.

*Crandell - Chapter 02 #51
Level: Basic
Objective: Learning Objective 11
Question Type: Factual*

52. Which research design would be best suited to the ecological approach to understanding human development?
- A. experimental
 - B. cross-sectional
 - C. social survey
 - D. longitudinal**

Refer to pages 48-49 in the textbook.

*Crandell - Chapter 02 #52
Level: Basic
Objective: Learning Objective 11
Question Type: Conceptual*

53. Millie and her brother are being raised by their grandmother. Millie's grandmother and brother comprise her:
- A. mesosystem
 - B. microsystem**
 - C. macrosystem
 - D. exosystem

Refer to page 49 in the textbook.

*Crandell - Chapter 02 #53
Level: Basic
Objective: Learning Objective 12
Question Type: Conceptual*

54. The idea that human development has a specifically historical character—that it is affected by where and when a person grows up—is associated with which theory of development?
- A. behavioral theory
 - B. psychoanalytic theory
 - C. psychosocial theory
 - D. sociocultural theory**

Refer to page 48 in the textbook.

*Crandell - Chapter 02 #54
Level: Basic
Objective: Learning Objective 13
Question Type: Factual*

55. The person associated with developing the sociocultural theory of development is:
- A. Kurt Lewin
 - B. Urie Bronfenbrenner
 - C. Lev Vygotsky**
 - D. Erik Erikson

Refer to page 48 in the textbook.

*Crandell - Chapter 02 #55
Level: Basic
Objective: Learning Objective 13
Question Type: Factual*

56. Vygotsky's sociocultural theory states that mental functions are facilitated primarily by _____, and that those functions are anchored in interpersonal relationships.
- A. language**
 - B. emotions
 - C. activity
 - D. physical function

Refer to page 48 in the textbook.

*Crandell - Chapter 02 #56
Level: Basic
Objective: Learning Objective 13
Question Type: Factual*

57. An approach which allows psychologists to choose from various theories and models is called:
- A. organic
 - B. eclectic**
 - C. mechanistic
 - D. holistic

Refer to page 50 in the textbook.

*Crandell - Chapter 02 #57
Level: Basic
Objective: Learning Objective 14
Question Type: Factual*

58. A model that says development produces smooth, gradual, and incremental change is the _____ model.
- A. organismic
 - B. organic
 - C. particle
 - D. mechanistic**

Refer to page 50 in the textbook.

*Crandell - Chapter 02 #58
Level: Basic
Objective: Learning Objective 14
Question Type: Factual*

59. A model that focuses on the whole and the ways in which the whole is greater than the sum of its parts is a(n) _____ model.
- A. organismic**
 - B. holistic
 - C. mechanistic
 - D. organic

Refer to page 50 in the textbook.

*Crandell - Chapter 02 #59
Level: Basic
Objective: Learning Objective 14
Question Type: Factual*

60. The organismic model views a human being as:
- A. a physical object, inherently passive
 - B. a structured whole, inherently active**
 - C. machine-like, but also disorganized
 - D. disorganized and inherently passive

Refer to page 50 in the textbook.

*Crandell - Chapter 02 #60
Level: Basic
Objective: Learning Objective 14
Question Type: Factual*

61. Which view sees development as a smooth, gradual process that produces incremental change?
A. continuity
B. discontinuity
C. eclectic
D. mechanical

Refer to page 50 in the textbook.

*Crandell - Chapter 02 #61
Level: Basic
Objective: Learning Objective 14
Question Type: Factual*

62. Which view sees development as similar to metamorphosis, where change is abrupt and constitutes a difference of kind rather than a difference of degree?
A. continuity
B. discontinuity
C. eclectic
D. organic

Refer to page 50 in the textbook.

*Crandell - Chapter 02 #62
Level: Basic
Objective: Learning Objective 14
Question Type: Factual*

63. Psychologists who object to the heredity vs. environment debate do so on the basis that:
A. heredity is primary and is responsible for all observable traits
B. environment is primary and is responsible for all observable traits
C. heredity and environment interact to influence observable traits
D. some traits are due to heredity and others are due to environment

Refer to pages 50-51 in the textbook.

*Crandell - Chapter 02 #63
Level: Basic
Objective: Learning Objective 15
Question Type: Factual*

64. In seeking to answer the question "How much influence do environment and heredity have on behavior?" a psychologist would choose which of the following scenarios as the most appropriate design?
A. siblings raised together
B. fraternal twins raised apart
C. identical twins raised together
D. identical twins raised apart

Refer to page 51 in the textbook.

*Crandell - Chapter 02 #64
Level: Basic
Objective: Learning Objective 15
Question Type: Conceptual*

65. Anne Anastasi believed that some hereditary contributions such as physical attributes are direct while others such as stereotypes attached to physical characteristics are indirect. This is representative of what she termed the:
- A. continuum of indirectness
 - B. social stereotyping bias
 - C. biological determinism
 - D. hereditary bias

Refer to page 52 in the textbook.

*Crandell - Chapter 02 #65
Level: Basic
Objective: Learning Objective 15
Question Type: Factual*

66. A field of study that focuses on individual differences and seeks to answer why individuals within a species exhibit different behaviors is called:
- A. genetic behaviorism
 - B. behavioral genetics
 - C. differential genetics
 - D. differential behaviorism

Refer to page 52 in the textbook.

*Crandell - Chapter 02 #66
Level: Basic
Objective: Learning Objective 16
Question Type: Factual*

67. Kagan's studies on timidity indicate all of the following EXCEPT:
- A. Shyness during childhood can affect the course of adult life.
 - B. Over 50 percent of all children are predisposed to shyness.
 - C. Shy biological parents are likely to have shy children.
 - D. Researchers can detect physical responses in shy subjects to mildly stressful situations.

Refer to page 52 in the textbook.

*Crandell - Chapter 02 #67
Level: Basic
Objective: Learning Objective 17
Question Type: Factual*

68. Scientists who study the behavior patterns of organisms from a biological point of view and believe that babies are biologically preadapted with certain behaviors to elicit caring behaviors in adults are known as:
- A. human ecologists
 - B. ethnographers
 - C. ethologists
 - D. bio-behaviorists

Refer to page 54 in the textbook.

*Crandell - Chapter 02 #68
Level: Basic
Objective: Learning Objective 18
Question Type: Factual*

69. Marie loves her baby niece Fiona because of her tiny fingers, big brown eyes, and cute smile. When Fiona cries Marie always responds by picking her up to soothe her. Fiona's behaviors and characteristics are examples of what ethologists call:
- A. the cuteness quotient
 - B. releasing stimuli**
 - C. infant survival techniques
 - D. responsive stimuli

Refer to page 54 in the textbook.

*Crandell - Chapter 02 #69
Level: Basic
Objective: Learning Objective 18
Question Type: Conceptual*

70. Konrad Lorenz showed that baby ducks will follow the first moving object they see even if it is not the mother duck. This behavior is so resistant to change that it appears innate. This is called:
- A. following
 - B. critical instinct
 - C. imprinting**
 - D. bonding period

Refer to page 54 in the textbook.

*Crandell - Chapter 02 #70
Level: Basic
Objective: Learning Objective 18
Question Type: Factual*

71. What are the major similarities and differences between Freud's psychoanalytical theory of development and Erikson's theory of development?

Although both Freud's and Erikson's theories are based on development through stages, they differ markedly. Freud's theory is based on psychosexual stages that begin in infancy and are based on fulfilling certain needs and urges. Each stage poses a unique conflict that must be resolved before the person can proceed to the next stage. If the person does not resolve the conflict he or she may become fixated at that stage. The three major stages in Freud's model include: oral, anal, and phallic. These stages must be resolved in childhood in order to become a healthy adult. Like Freud's model, Erikson's also involves resolving certain conflicts; however, Erikson's stages extend throughout a person's lifetime, thus presenting a more hopeful possibility for healthy development into adulthood. Erikson views development as taking place within a social context; therefore, Erikson's nine stages refer to the person's development in relation to others and in relation to the social world.

Crandell - Chapter 02 #71

72. Explain the differences between behavioral theory and humanistic theory.

Behavioral theory is based upon the observable behavior of people. Behavior is divided into units called responses and the environment is divided into units called stimuli. Behaviorists are most interested in how people learn to behave in particular ways. Humanistic theory sees human beings as different from other animals in the sense that they can control and shape their environment. Rather than taking a stimulus and response approach whereby the environment affects the person, the humanist sees the human being as acting on the environment to achieve certain goals.

Crandell - Chapter 02 #72

73. Briefly describe Piaget's contribution to developmental studies.

Piaget developed a stage theory of cognitive development that takes account of the child's biological age and his or her interaction with the environment. As a child advances developmentally, cognitive abilities change and develop as well. Piaget contributed the idea that the way children think changes as they develop. As children develop they are able to comprehend a greater array of concepts and applications of knowledge. According to Piaget, if a child has not yet reached a particular stage of development, he or she will simply be unable to learn the advanced concepts associated with a later stage of cognitive development.

Crandell - Chapter 02 #73

74. Briefly describe Vygotsky's contribution to developmental studies.

Vygotsky developed a sociocultural theory of psychological development. He stated that development takes place through social interaction. By observing activities, individuals are able to internalize them through symbolic means such as language. This is true of values as well. Thus we see the importance of the social aspect of development. He further stated that culture and historical factors play a role. In other words, when and where a person was born will influence that person's development.

Crandell - Chapter 02 #74

2 Summary

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