

## CHAPTER 1 - Test Bank

### Overview: Conceptualizing and Measuring Motivation and the Role of Evolution in Motivation

[Note: After each question, the correct answer, the textbook page from which it comes, and the question type is provided.]

1. Motivation can best be viewed as:

- a. an on and off mechanism
- b. a constant flow of behavior that can be directed in only one way
- c. a constant flow of behavior that can be directed in many different ways
- d. a state where one is either motivated or not motivated

[c 3 factual]

2. The concept of motivation is used to describe forces acting on or within an organism that influence which of the following aspects of behavior?

- a. initiation and direction
- b. growth and maturation
- c. speed and duration
- d. verbal only

[a 4 factual]

3. A student studies hard to earn a slice of pizza. In this situation, studying might be considered a \_\_\_\_\_ variable.

- a. determination
- b. persistence
- c. performance
- d. stimulus

[c 5 conceptual]

4. According to the stimulus-response analysis, motivation

- a. can be measured directly
- b. can be seen as an intervening variable
- c. can be studied only in laboratory rats
- d. can not be studied in humans

[b 5 factual]

5. Which of the following is NOT a reason that motivation is difficult to study?

- a. its presence must often be inferred rather than observed directly
- b. it is often an intervening variable
- c. it is a performance variable and therefore temporary in nature
- d. it can usually be determined through a survey

[d 5 conceptual]

6. According to the authors of the text, two main characteristics of motivation are:

- a. activation and inactivation
- b. activation and direction
- c. performance and intervention
- d. persistence and performance

[b 6-7 factual]

7. Prof Psyche is studying motivation by examining how individuals make choices. This approach involves which characteristic of motivation?

- a. deprivation
- b. direction
- c. needs
- d. activation

[b 7 conceptual]

8. Activation involves all of the following EXCEPT:

- a. production of behavior
- b. persistence of behavior
- c. vigor of behavior
- d. directionality of behavior

[d 7 factual]

9. A preference test can be a good indicator of:

- a. directionality
- b. vigor
- c. activation
- d. intervention

[a 7 factual]

10. A friend who persistently tries to find a date for the dance is displaying the \_\_\_\_\_ component of motivation.

- a. vigor
- b. nomothetic
- c. activation
- d. homeostasis

[c 7 conceptual]

11. Going to a movie theater and selecting a romantic comedy indicates which component of motivation?

- a. direction
- b. activation
- c. persistence
- d. vigor

[a 7 conceptual]

12. Preference may be considered an index of motivation because it shows:

- a. activation of behavior
- b. persistence of behavior
- c. differences between several choices of behaviors
- d. that persistence and activation are linked

[c 7 conceptual]

13. The nomothetic approach to the study of motivation involves the development of:

- a. general or universal laws
- b. ideas about individual differences
- c. ideas about how learning causes behavior
- d. ideas about how behavior is influenced by genetic factors

[a 7-8 factual]

14. Categories of analysis used in the study of motivation include all of the following EXCEPT:

- a. nomothetic vs. idiographic
- b. innate vs. acquired
- c. internal vs. external
- d. instinct vs. attribution

[d 8 factual]

15. Theorists who emphasized instincts in the past, or who advocate ethology today are most likely to use which approach to the study of motivation?

- a. cognitive
- b. mechanistic
- c. innate
- d. acquired

[c 8 factual]

16. Needs are generally viewed as \_\_\_\_\_ sources of motivation, while goals emphasize \_\_\_\_\_ sources of motivation.

- a. internal; external
- b. external; internal
- c. mechanistic; cognitive
- d. problematic; innate

[a 8 conceptual]

17. The assumption that changes in specific factors activate circuits that in turn motivate the organism to engage in appropriate behavior typifies which approach to the study of motivation?

- a. cognitive
- b. mechanistic
- c. internal
- d. nomothetic

[b 9 factual]

18. Which of the following statements best represents the assumptions held by theorists who advocate the cognitive approach?

- a. "The manner in which information is interpreted influences motive states"
- b. "Motive states are influenced by environmental factors acting on the organism"
- c. "Instincts control most motive states"
- d. "Motive states are controlled by needs that promote behaviors to reduce those needs"

[a 9 conceptual]

19. The example of the Olds and Milner (1954) experiment in which electrodes were introduced into areas of a rat's brain best exemplifies which level of analysis?

- a. philosophical
- b. individual
- c. physiological
- d. social

[c 9 factual]

20. Which of the following is NOT a technique used in motivational research at the physiological level?

- a. electrical stimulation of the brain
- b. chemical stimulation of the brain
- c. electrical recording of brain cell activity via EEG
- d. depriving a rat of food and observing how it's behavior changes

[d 9-10 conceptual]

21. Bandura's (1973) study with the Bobo doll is an example of which level of analysis?

- a. individual
- b. physiological
- c. social
- d. philosophical

[a 11 conceptual]

22. One reason why Bandura's (1973) study with the Bobo doll is important is that:

- a. it shows how brain functions influence behavior
- b. it shows that aggression may be learned through observation
- c. it shows that children are naturally aggressive
- d. it shows that some motive states are innate

[b 11 conceptual]

23. Asch's (1952) studies on conformity are an example of which level of analysis?

- a. physiological
- b. individual
- c. social
- d. philosophical

[c 11 factual]

24. The social level of analysis deals with:

- a. why individuals are aggressive
- b. how individuals learn different motive states
- c. how brain circuits mediate different motive states
- d. how behaviors are influenced by situational factors or the presence of others

[d 11 factual]

25. At the philosophical level, one way that motivation can be viewed is as \_\_\_\_\_, as in Freud's view.

- a. an aversive state which behavior seeks to overcome
- b. a positive state toward which people aspire
- c. self-actualization
- d. a situational factor

[a 12 factual]

26. Rogers and Maslow take the view that behavior is directed toward:

- a. self-actualization
- b. aversive states
- c. situational factors
- d. unconscious forces

[a 12 factual]

27. The analysis of Angie's problem with her anxiety in the text is an example that shows the importance of:

- a. the individual level of analysis
- b. the physiological level of analysis
- c. how none of the levels of analysis can adequately explain her problem
- d. how all the levels of analysis contribute to a fuller explanation of the problem

[d 12 conceptual]

28. Most theories of motivation assume the existence of some source of \_\_\_\_\_ that drives behavior.

- a. philosophy
- b. physiology
- c. energy
- d. cognition

[c 13 factual]

29. In motivation, ideas such as energy, learning, heredity, social interaction and cognitive processes are known as:

- a. constructs
- b. theories
- c. philosophical assumptions
- d. hypotheses

[a 13-14 factual]

30. Which of the following is NOT an example of the concept of cognitive processes?

- a. Heider's balance theory
- b. Olds's self-stimulation theory
- c. Festinger's cognitive dissonance theory
- d. Bem's self-perception theory

[b 14 conceptual]

31. The attempt of the brain to maintain the body at some optimal level is called:

- a. homeostasis
- b. hedonism
- c. growth motivation
- d. locus of control

[a 14-15 factual]

32. The idea that people are motivated by pleasure and pain is called:

- a. homeostasis
- b. hedonism
- c. growth motivation
- d. locus of control

[b 15 factual]

33. Both Rogers and Maslow attempted to explain human motivation in terms of:

- a. the pleasure principle
- b. homeostasis
- c. growth motivation
- d. hedonic motivation

[c 15 factual]

34. Which of the following are the two roots of psychology in general and the study of motivation in particular?

- a. science and medicine
- b. philosophy and physiology
- c. science and psychiatry
- d. philosophy and applied medicine

[b 15 factual]

35. The idea that all behavior is the result of conditions that precede the behavior is called:

- a. hedonism
- b. free will
- c. determinism
- d. associationism

[c 16 factual]

36. The idea that the human mind is a blank slate at birth originally comes from \_\_\_\_\_ and was later used by \_\_\_\_\_.

- a. Descartes; Aristotle
- b. Aristotle; Locke
- c. Galen; Locke
- d. Aristotle; Descartes

[b 16-17 factual]

37. Descartes's ideas about the dualistic nature of man most strongly influenced which psychological theories?

- a. instinct
- b. learning
- c. genetic
- d. cognition

[a 16-17 conceptual]

38. Psychologists who accept the idea of the "blank slate" would be likely to agree with which of the following statements?

- a. "Human behavior is caused by our genetic inheritance"
- b. "Human behavior is caused by experience and learning"
- c. "Human behavior is caused by an interaction of nature and nurture"
- d. "Human behavior is not determined but is an expression of our free will"

[b 17 conceptual]

39. Locke and other British philosophers proposed a fundamental concept in psychology called:

- a. reductionism
- b. association
- c. innate ideas
- d. free will

[b 17 factual]

40. The idea that different nerve fibers carry different coded information to and from the brain was known as the:

- a. doctrine of interactive dualism
- b. locus of function
- c. doctrine of specific nerve energies
- d. reflex arc of nervous activity

[c 18 factual]

41. One reason that Helmholtz's discovery of the speed of an electrical impulse along a nerve is important is because it showed that:

- a. the speed of a neural impulse is greater than 100 miles per hour
- b. Galvani's ideas about nerve impulses was wrong
- c. it is possible to experimentally study the function of the nervous system
- d. instinct theories were wrong

[c 18 factual]

42. An example of a theory based on the idea of localization of function is:

- a. Gall's theory of phrenology
- b. Maslow's theory of self-actualization
- c. Muller's doctrine of specific nerve energies
- d. Galen's theory of separate motor and sensory neurons

[a 18 factual]

43. Gall's proposal that bumps on the skull correspond to specific mental abilities was called:

- a. instinct
- b. depression
- c. situational factors
- d. phrenology

[d 18 factual]

44. Which of the following is NOT true about drive theory?

- a. it was first introduced by Woodworth (1918)
- b. it proposed that motivated behavior occurred in response to changing bodily needs
- c. it was a precursor to research on how the brain controls behavior
- d. it was strongly promoted by Freud in 1900

[d 20 factual]

45. Researchers such as Köhler and Tolman, in the early part of the 20th century argued that:

- a. behavior is the result of stimulus-response connections
- b. behavior can be seen as the result of drives within the organism
- c. organisms engage in active information processing
- d. unconscious desires are the basis of human behavior

[c 20 conceptual]



46. Two metaphors that have provided the framework for research in motivation are:

- a. the machine metaphor and the Godlike metaphor
- b. the drive metaphor and the cognitive metaphor
- c. the sensory nerves and motor nerves metaphor
- d. the ghost in the machine metaphor and the Andromeda metaphor

[a 20 factual]

47. The most fundamental process of life is

- a. consciousness
- b. mitosis
- c. evolution
- d. reproduction

[d 21 factual]

48. The mechanism for maintaining genetic information is called:

- a. metabolism
- b. reproduction
- c. evolution
- d. hedonism

[b 21 factual]

49. The process through which a single cell divides into two identical daughter cells is called \_\_\_\_; the process through which two specialized cells combine to form a new cell with genetic information from each cell is called \_\_\_\_.

- a. mitosis; meiosis
- b. meiosis; evolution
- c. mitosis; recombination
- d. reproduction; evolution

[a 21 factual]

50. Sexual reproduction has several evolutionary advantages. Which of the following is NOT an advantage?

- a. it increases genetic variability
- b. it allows repair of genetic information within the gene pool
- c. it allows rapid expansion of beneficial mutations within the gene pool
- d. it limits the spread of new combinations of genetic information in the gene pool

[d 23 conceptual]

51. In humans and some other primates, such as Bonobos, sexual behavior:

- a. almost always is linked to reproduction
- b. is strictly regulated by female receptivity
- c. often occurs for reasons not directly related to reproduction
- d. rarely occurs for reasons of reproduction

[c 24 conceptual]

52. Evolution can be defined as:

- a. the progressive change of organisms through time
- b. the continuity of species through time
- c. survival of the fittest at a particular time
- d. the sum total of experiences of an individual

[a 25 factual]

53. Natural selection influences all characteristics of genes except which of the following?

- a. viability
- b. fertility
- c. fecundity
- d. activation

[d 26 factual]

54. \_\_\_\_\_ is to mating success as \_\_\_\_\_ is to number of offspring.

- a. Viability; fecundity
- b. Fertility; fecundity
- c. Fecundity; viability
- d. Fertility; viability

[b 26 conceptual]

55. Mating rituals in different species may be related to which of the following characteristics of genes?

- a. viability
- b. fecundity
- c. fertility
- d. opportunity

[c 26 factual]

56. In some species bright coloration in males or elaborate male behaviors may be related to which of the following?

- a. viability
- b. sexual selection
- c. genetic packets
- d. reproductive strategies

[b 27 factual]

57. When there is competition for mates among members of an animal species, usually the female makes the choice of a sexual partner. This is called:

- a. sexual selection
- b. survival of the fittest
- c. fecundity
- d. viability

[a 27 factual]

58. The finding that women are more attracted to men who have the necessary resources for supporting both the women and any children they produce is predicted by the:

- a. parental investment model
- b. natural selection
- c. fecundity
- d. viability

[a 27-28 factual]

59. A genetically programmed bit of behavior that occurs when circumstances are appropriate and that requires no learning of the behavior is called:

- a. reproductive value
- b. instinct
- c. ethological action pattern
- d. natural selection

[b 28 factual]

60. According to evolutionary psychology, reproductive value in human females is associated with:

- a. age and wisdom
- b. youthfulness and health
- c. wealth and social status
- d. education and beauty

[b 28 factual]