

TOTAL ASSESSMENT GUIDE

Chapter 1 Understanding Yourself and Others

Learning Objective		Remember the Facts	Understand the Concepts	Apply What You Know	Analyze It
Learning Objective 1.1	Multiple Choice	1, 6, 7, 8, 9, 16, 17, 18, 19, 20, 22	2, 5, 12, 15, 23, 24	3, 10, 11, 21	4, 13, 14
	Short Answer	61	62, 63		
	Essay			72	71, 73
Learning Objective 1.2	Multiple Choice	26, 33, 39, 41	25, 29, 31, 34, 35	27, 28, 32, 36, 37, 38, 40	30
	Short Answer		64	65	
	Essay			75, 76	74, 77
Learning Objective 1.3	Multiple Choice	42, 43, 44, 46, 49, 50, 52, 53, 56	45, 47, 51, 54, 57, 58	48, 59	55, 60
	Short Answer		66, 67	68, 69, 70	
	Essay			80	78, 79

Multiple Choice Questions

1. How do psychologists define personality?
- enduring characteristics shown by the majority of human beings
 - a person's patterns of responsiveness that vary across similar situations
 - a person's usual pattern of behavior, feelings, and thoughts
 - the unfolding of genetic tendencies toward action

Answer: c

Difficulty Level: Easy

Topic: Defining Personality

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

2. What does the phrase "usual pattern of behavior" mean?
- Behavior characterizes how most people respond to a given situation.
 - A person reports that she or he experiences the same emotions most of the time.
 - Behavior is regulated by brain activity and genetic tendencies.
 - A person acts consistently across time or across situations.

Answer: d

Difficulty Level: Moderate

Topic: Defining Personality

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

3. Ingo has felt anxious and nervous when he's been asked to speak in public. Given that these feelings are part of his personality, what is Ingo most likely to say when he's invited to address members of the Moose Lodge at their upcoming luncheon?
- "I'd really rather not; thanks all the same."
 - "Sounds great; I'm really looking forward to it!"
 - "Would you like me to prepare notes ahead of time or speak extemporaneously?"
 - "Sure, I'll give it a try."

Answer: a

Difficulty Level: Easy

Topic: Defining Personality

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

4. Personality reflects shared human tendencies, but how are these tendencies typically conceptualized?
- a. as a part of our evolutionary heritage, honed to a common point over time
 - b. as individual differences that vary from person to person
 - c. as internal workings of human nature that cannot be measured
 - d. as core traits that are exhibited to the same degree across people

Answer: b

Difficulty Level: Difficult

Topic: Defining Personality

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Analyze It

APA Learning Objective: 2.1 Use scientific reasoning to interpret psychological phenomena.

5. What limitation applies to most theoretical systems of personality?
- a. Personality has proven to be impossible to measure.
 - b. No personality system can capture all the unique differences among people.
 - c. It has been difficult to identify a core set of personality dimensions.
 - d. Personality is, by definition, an unconscious process.

Answer: b

Difficulty Level: Difficult

Topic: Defining Personality

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

6. How is personality shaped?
- a. through a combination of genetic tendencies and environmental influences
 - b. through a person's conscious decision-making during the first two years of life
 - c. haphazardly, through a sequence of random events a person might experience
 - d. by a process of reward and punishment introduced early in life

Answer: a

Difficulty Level: Easy

Topic: Defining Personality

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

7. Where do the historical roots of personality psychology begin?
- a. the mental testing movement of the late 1800s
 - b. the investigations of Sir Francis Galton
 - c. ancient Greek and Roman philosophy and medicine
 - d. sociological theories of the 1930s

Answer: c

Difficulty Level: Moderate

Topic: The Story of Personality Psychology

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

8. What metaphor did Plato use to describe the struggle between passion and reason?
- a. an architect designing a complex structure
 - b. a chariot driver guiding two horses
 - c. a bull and an ox pulling in opposite directions
 - d. a still lake disrupted by ripples from a stone

Answer: b

Difficulty Level: Difficult

Topic: The Story of Personality Psychology

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

9. Where do the roots of the modern trait approach to personality begin?
- a. Henry Murray's approach to understanding motivation
 - b. Carl Jung's psychodynamic view of the self
 - c. James Cattell's early work on mental testing
 - d. Hippocrates's and Galen's idea of "humors"

Answer: d

Difficulty Level: Moderate

Topic: The Story of Personality Psychology

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

10. Which example represents the assessment and measurement root of personality psychology?
- a. administering a test of extraversion to a large group of people
 - b. proposing a set number of traits that define the entirety of personality
 - c. developing a personality theory based on people's unconscious impulses
 - d. drawing conclusions about personality dimensions based on works of fiction by great authors

Answer: a

Difficulty Level: Easy

Topic: The Story of Personality Psychology

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

11. What question would a trait theorist be most likely to ask?
- a. "Why are thoughts and behaviors a product of momentary experiences?"
 - b. "What are the unconscious drives that motivate human behavior?"
 - c. "How do situational constraints influence behavior?"
 - d. "Which core personality dimensions determine individual differences?"

Answer: d

Difficulty Level: Moderate

Topic: The Story of Personality Psychology

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

12. How is the psychodynamics root of personality psychology represented?
- through objectively quantifying terms such as *trait* or *goal*
 - in the development of objective measures of personality traits
 - by acknowledging unconscious drives and impulses that influence thought and behavior
 - through an exhaustive catalog of needs that are expressed in human behavior

Answer: c

Difficulty Level: Moderate

Topic: The Story of Personality Psychology

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

13. Why is the study of the self important to personality psychology?
- The "self" is an unconscious ideal and therefore contributes to the psychodynamic approach.
 - This area of investigation examines questions of identity.
 - Selves* and *traits* can be used as interchangeable terms.
 - The study of the self allowed personality psychology to become a quantitative science.

Answer: b

Difficulty Level: Moderate

Topic: The Story of Personality Psychology

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Analyze It

APA Learning Objective: 2.1 Use scientific reasoning to interpret psychological phenomena.

14. At its core, what does personality psychology deal with?
- how social settings determine the actions a person takes
 - ways to apply basic scientific insights to the concerns of everyday life
 - fundamental questions about who we are and how we got that way
 - whether human nature is better characterized as a process of stability or a process of change

Answer: c

Difficulty Level: Moderate

Topic: Personality Psychology as a Hub Field

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Analyze It

APA Learning Objective: 2.1 Use scientific reasoning to interpret psychological phenomena.

15. What is meant when psychology is called a "hub" field?
- It is an area of study that links and unifies other areas of study.
 - "Hub" fields attract a small number of researchers investigating a single, highly focused topic.
 - It is a field of inquiry that is tangential to other major, more substantial fields.
 - "Hub" fields represent areas of study that have reached a theoretical dead end.

Answer: a

Difficulty Level: Moderate

Topic: Personality Psychology as a Hub Field

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

16. Personality psychology is considered a _____ topic because of its relationship to other areas within psychology.

- a. borderline
- b. hub
- c. marginal
- d. first-level

Answer: b

Difficulty Level: Easy

Topic: Personality Psychology as a Hub Field

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

17. In relation to personality psychology, neuroscientists study _____.

- a. how people's personalities change as they grow older
- b. the relationship between personality traits and mental health
- c. the extent to which unconscious processes drive observable behavior
- d. how personality can be influenced and determined by brain activity

Answer: d

Difficulty Level: Moderate

Topic: Personality Psychology as a Hub Field

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

18. In relation to personality psychology, developmental psychologists might be particularly interested in _____.

- a. how people's personalities change as they grow older
- b. the extent to which unconscious processes drive observable behavior
- c. the relationship between personality traits and mental health
- d. how personality can be influenced and determined by brain activity

Answer: a

Difficulty Level: Moderate

Topic: Personality Psychology as a Hub Field

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

19. In relation to personality psychology, a clinical psychologist would likely study _____.

- a. how people's personalities change as they grow older
- b. the relationship between personality traits and mental health
- c. the personality traits of people in the workforce
- d. how personality can be influenced and determined by brain activity

Answer: b

Difficulty Level: Moderate

Topic: Personality Psychology as a Hub Field

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

20. Industrial-organizational psychologists interested in personality would most likely study _____.
a. how people's personalities change as they grow older
b. the relationship between personality traits and mental health
c. the personality traits of people in the workforce
d. the extent to which unconscious processes drive observable behavior

Answer: c

Difficulty Level: Moderate

Topic: Personality Psychology as a Hub Field

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

21. Which questions addressed in social psychology would apply to the study of personality?
a. how people's personalities change as they grow older
b. the extent to which personality traits predict good or poor mental health
c. whether personality traits influence people's productivity in the workplace
d. how a person's self-concept and self-esteem contribute to personality development

Answer: d

Difficulty Level: Moderate

Topic: Personality Psychology as a Hub Field

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

22. Understanding personality psychology produces the benefit of being able to _____.
a. change one's core personality dimensions into an entirely different set of traits
b. understand the findings in all other hub fields related to personality psychology
c. understand one's own personality and the personality of friends and family members
d. eliminate undesirable traits from your own personality structure

Answer: c

Difficulty Level: Easy

Topic: Personality Psychology as a Hub Field

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

23. Which statement is correct regarding the benefits of measuring your own personality?
a. Your results will tell you whether you are above or below average for different traits.
b. You will appreciate why questionnaires are not a good way to assess personality.
c. You will learn "tricks" to alter your personality in socially desirable ways.
d. Your results will identify areas of personal weakness that you need to modify.

Answer: a

Difficulty Level: Moderate

Topic: Personality Psychology as a Hub Field

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

24. How can learning about personality psychology help you in your day-to-day life?
- a. It can reveal spiritual principles that guide daily decision-making.
 - b. It can identify career paths that might be suited to your personality.
 - c. It can help you to be a better driver.
 - d. It can help you to choose healthier foods.

Answer: b

Difficulty Level: Moderate

Topic: Personality Psychology as a Hub Field

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

25. A person who is shy and reserved would be described by the trait term _____.
- a. introverted
 - b. agreeable
 - c. conscientious
 - d. open to experience

Answer: a

Difficulty Level: Easy

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

26. A person who is outgoing and assertive would be described by the trait term _____.
- a. introverted
 - b. agreeable
 - c. extraverted
 - d. neurotic

Answer: c

Difficulty Level: Easy

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

27. Jacques is outgoing and talkative and loves to make new friends. Most people would assume that Jacques is low in _____.
- a. introversion
 - b. agreeableness
 - c. conscientiousness
 - d. openness to experience

Answer: a

Difficulty Level: Easy

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

28. Mance is gregarious, sociable, assertive, and enthusiastic. Most people would assume that Mance is high in _____.
- a. conscientiousness
 - b. introversion
 - c. extraversion
 - d. neuroticism

Answer: c

Difficulty Level: Easy

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

29. The conceptual opposite of _____ is shyness.
- a. conscientiousness
 - b. agreeableness
 - c. extraversion
 - d. openness to experience

Answer: c

Difficulty Level: Moderate

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

30. What do trait terms such as *introversion* and *extraversion* represent?
- a. linguistic conventions for describing otherwise indescribable qualities
 - b. anchor points, or contrasting qualities, of a personality dimension
 - c. unconscious motivations that guide behavior
 - d. theoretical constructs in need of scientific validation

Answer: b

Difficulty Level: Difficult

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Analyze It

APA Learning Objective: 2.1 Use scientific reasoning to interpret psychological phenomena.

31. What do Facebook posts, text messages, or computer preferences have in common in an investigation of personality?
- a. They represent self-reports that people provide.
 - b. They are questionnaire-based methods of investigation.
 - c. They are unreliable measures of personality dimensions.
 - d. They are behavioral measures that can reveal underlying personality traits.

Answer: d

Difficulty Level: Moderate

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

32. Courtney is a high-strung, anxious, nervous type. Based on these personality characteristics, what feature is she likely to look for when choosing personal technology, such as a computer or smartphone?

- a. low price
- b. many possible configurations
- c. ease of use
- d. a lot of technical literature to read through

Answer: c

Difficulty Level: Moderate

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

33. How accurately can people judge the personality dimensions of someone based on that person's Facebook posts, Instagram accounts, or other online activities?

- a. not at all accurately
- b. a little better than chance
- c. quite accurately
- d. perfectly

Answer: c

Difficulty Level: Easy

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

34. Who would most likely update a Facebook post with externally directed information?

- a. someone high in introversion
- b. someone high in extraversion
- c. someone low in extraversion
- d. someone low in openness to experience

Answer: b

Difficulty Level: Moderate

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

35. Who would most likely update a Facebook post with internally directed information?

- a. someone high in introversion
- b. someone high in extraversion
- c. someone low in neuroticism
- d. someone high in openness to experience

Answer: a

Difficulty Level: Moderate

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

36. Bernardo just updated his Facebook status, writing, “I just finished reading a great book. I wish there was a sequel.” Based on what you know about personality research and social media habits, Bernardo most likely

- _____.
- a. has an unstable personality
 - b. is an introvert
 - c. is an extravert
 - d. has not used Facebook before

Answer: b

Difficulty Level: Easy

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

37. Shlomo leaves many comments on his friends’ Facebook pages, and he has many Facebook friends to begin with. His own Facebook page is filled with photos of himself and his real-life friends in a variety of situations.

Shlomo is likely to be _____.

- a. unfamiliar with Facebook
- b. high in extraversion
- c. a lonely person
- d. quiet, shy, and reserved

Answer: b

Difficulty Level: Moderate

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

38. Raquel just updated her Facebook status, writing, “Thanks, girl, for the amazing birthday party! It was a totes magotes blast y’all! Much love. <kissy-face emoji>” Based on what you know about personality research and social media habits, Raquel most likely _____.

- a. is an introvert
- b. is low in agreeableness
- c. is an extravert
- d. has an unstable personality

Answer: c

Difficulty Level: Easy

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

39. How accurately can people judge the personality dimensions of someone based on that individual's personal spaces, such as a bedroom or an office?

- a. not at all accurately
- b. a little better than chance
- c. quite accurately
- d. perfectly

Answer: c

Difficulty Level: Easy

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

40. Dwight is a middle manager at a midsized paper wholesaler. His office furniture consists of his desk, his chair, a table lamp, and a single chair to accommodate one visitor at a time. Apart from work-related items (such as his computer or telephone), there are no personal photographs or knick-knacks on his desk. What would you conclude about Dwight's personality?

- a. He is high in introversion.
- b. He enjoys going to parties.
- c. He likes to socialize with his coworkers.
- d. He is high in extraversion.

Answer: a

Difficulty Level: Moderate

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

41. Based on behavioral measures of personality, a reliable association between being anxious and depressed and _____ can be established.

- a. hosting large parties
- b. wearing dark clothing
- c. having many pets
- d. being sociable

Answer: b

Difficulty Level: Easy

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

42. Beginning in the 1960s, social psychologists found compelling evidence that the presence of other people and the environment one was in, collectively known as the _____, was primarily responsible for eliciting a person's behavior.

- a. personal environment
- b. collective space
- c. bystander effect
- d. situation

Answer: d

Difficulty Level: Easy

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

43. Which social psychologist conducted a well-known and controversial experiment that found most people would obey an experimenter's orders to administer a high level of shock to another person?

- a. Sigmund Freud
- b. William James
- c. Walter Mischel
- d. Stanley Milgram

Answer: d

Difficulty Level: Moderate

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

44. Which psychologist argued that the effects of personality on a person's behaviors were too small to matter?

- a. George Herbert Mead
- b. Sam Gosling
- c. Walter Mischel
- d. Stanley Milgram

Answer: c

Difficulty Level: Moderate

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

45. Beginning in the 1960s, many personality psychologists objected to the notion that situational constraints determined behavior. What argument did they advance instead?

- a. Personality traits don't really exist.
- b. The idea of a situational context is fictitious.
- c. Stable personality traits can predict behavior reliably.
- d. The effects of personality on behavior are too small to matter.

Answer: c

Difficulty Level: Moderate

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

46. The view that stable personality traits predict behavior versus the view that circumstances have much greater predictive power is called the _____ debate.

- a. nature–nurture
- b. situation–person
- c. person–situation
- d. extraversion–introversion

Answer: c

Difficulty Level: Easy

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

47. Simone believes that people have consistent behavioral tendencies that are identifiable and impactful across situations. She is on the _____ side of an enduring debate between personality psychologists and social psychologists.

- a. situation
- b. nature
- c. nurture
- d. person

Answer: d

Difficulty Level: Moderate

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

48. Chico believes that people do not display consistent behavioral tendencies across situations. Chico is on the _____ side of an enduring debate between personality psychologists and social psychologists.

- a. situation
- b. nature
- c. nurture
- d. person

Answer: a

Difficulty Level: Moderate

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

49. The person–situation debate caused a crisis in the field of psychology during the _____.

- a. 1940s
- b. 1950s
- c. 1960s
- d. 1970s

Answer: c

Difficulty Level: Easy

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

50. Some researchers argue that genetics is the primary cause of personality traits, whereas other researchers argue that environmental factors cause personality traits. This disagreement is generally known as the _____ debate.

- a. nature–nurture
- b. situation–context
- c. person–situation
- d. extraversion–introversion

Answer: a

Difficulty Level: Easy

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

51. To what extent do personality traits and situational constraints predict behavior?
- Only the situation influences a person's behavior.
 - Only personality influences a person's behavior.
 - Situations determine traits, which then determine behavior.
 - Both factors predict behavior about equally well.

Answer: d

Difficulty Level: Moderate

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

52. When personality is measured, such as by using questionnaire self-reports, respondents are asked to report their _____ traits and behaviors.
- preferred
 - least preferred
 - unusual
 - usual

Answer: d

Difficulty Level: Easy

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

53. _____ is a personality trait that includes being neat, organized, and achievement motivated.
- Agreeableness
 - Conscientiousness
 - Openness to experience
 - Extraversion

Answer: b

Difficulty Level: Easy

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

54. Dominique is high on the trait of conscientiousness. It is likely that Dominique will _____.
- rarely be late to an event
 - consistently be late to scheduled events
 - never be late to scheduled events
 - not apologize after arriving late to an event

Answer: a

Difficulty Level: Moderate

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

55. Why was the original person–situation debate ill-conceived?

- a. It is unreasonable to assume that typical or usual personality tendencies will predict behavior perfectly across the vast variety of situations in which people find themselves.
- b. Personality had not yet been established as an identifiable discipline in the 1960s; any outcomes based on personality measures were tentative at best.
- c. Nature-versus-nurture is a much more important question to ask than whether it is the person or the situation that determines behavior.
- d. The situations social psychologists investigated were usually mundane or trivial; high-impact situations were needed to reveal the true contributions of traits and the situation.

Answer: a

Difficulty Level: Difficult

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Analyze It

APA Learning Objective: 2.1 Use scientific reasoning to interpret psychological phenomena.

56. Psychologists now recognize that _____.

- a. situational forces are the primary determinants of behavior
- b. personality traits are the true determinants of behavior
- c. neither the situation nor the person determines behavior; genetics does
- d. personality traits within a situational context determine behavior

Answer: d

Difficulty Level: Easy

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

57. You and your friends enroll in different universities. Over time, you notice that your friends seem much different from who they were in high school. This is an example of _____.

- a. personality being impacted by experiences
- b. people responding differently to the same situation
- c. people choosing their situation
- d. people changing the situations they enter

Answer: a

Difficulty Level: Moderate

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

58. Some of your friends love going to parties, whereas others refuse to attend or simply put in an appearance and then leave quickly. This is an example of _____.

- a. personality being impacted by experiences
- b. people responding differently to the same situation
- c. people choosing their situation
- d. people changing the situations they enter

Answer: b

Difficulty Level: Moderate

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology’s content domains.

59. Reggie has been hanging out with the wrong crowd, missing class, being disrespectful to his parents, and showing up late to his part-time job. He realizes that his behavior needs to change. He avoids his old friends and works hard at being punctual and polite. He joins a local bocce ball team to make new friends. What is Reggie trying to change?

- a. his situation
- b. his history
- c. his personality
- d. his career

Answer: a

Difficulty Level: Moderate

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

60. What do most scientific studies of personality try to determine?

- a. how a single score on a personality measure reveals an overall pattern of behavior
- b. the life history of a specific individual based on her or his scores on a questionnaire
- c. general answers to important questions about the personality and behaviors of a group of people
- d. why maladaptive personality traits lead people to perform harmful behaviors

Answer: c

Difficulty Level: Moderate

Topic: Where Will We Go Next?: What You Will Learn in This Book

Learning Objective: 1.4 Discuss some of the major topics in personality psychology.

Skill Level: Analyze It

APA Learning Objective: 1.2 Develop a working knowledge of psychology’s content domains.

Short Answer Questions

61. Define *personality*.

Answer: *Personality* refers to someone's usual pattern of behavior, feelings, and thoughts.

Difficulty Level: Moderate

Topic: Defining Personality

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Remember the Facts

APA Learning Objective: 1.1 Describe key concepts, principles, and overarching themes in psychology.

62. What does *usual* mean when referencing someone's "usual pattern of behavior, feelings, and thoughts?"

Answer: *Usual* refers to how someone typically acts across time and situations.

Difficulty Level: Moderate

Topic: Defining Personality

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

63. What other branches of psychology are influenced by personality psychology?

Answer: The other branches of psychology influenced by personality psychology are clinical psychology, industrial-organizational psychology, neuroscience, social psychology, and developmental psychology.

Difficulty Level: Moderate

Topic: Personality Psychology as a Hub Field

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

64. What is extraversion, and what is its conceptual opposite?

Answer: Extraversion is a fundamental personality trait that refers to how outgoing, assertive, and talkative someone is. It is the opposite of introversion.

Difficulty Level: Moderate

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology's content domains.

65. What would an extravert's office typically have in it?

Answer: An extravert's office will probably have a comfortable place for a guest to sit so that people will stop by and chat, perhaps a candy dish to welcome visitors, and generally an open and inviting atmosphere.

Topic: Where Can We See Personality?

Difficulty Level: Difficult

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

66. Describe the person–situation debate.

Answer: The person–situation debate is a disagreement between researchers who hold the view that stable personality traits predict a person’s behavior and other researchers who hold the view that personality does not actually exist and that the situation is much more important in determining a person’s behavior.

Difficulty Level: Moderate

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology’s content domains.

67. What question is raised about personality by the nature–nurture debate?

Answer: The nature–nurture debate questions whether genetics or environmental factors bring about one’s personality traits.

Difficulty Level: Moderate

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Understand the Concepts

APA Learning Objective: 1.2 Develop a working knowledge of psychology’s content domains.

68. Are people’s behaviors completely consistent? Explain.

Answer: No, people’s behaviors are not completely consistent. For this reason, in measures of personality, people are asked to report their *usual* traits and behaviors.

Difficulty Level: Difficult

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

69. Are we “prisoners of our personality”?

Answer: We are not prisoners of our personality. Our personality may impact how we would usually behave, but we can modify our personality to some extent.

Difficulty Level: Difficult

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

70. You have always lived in a small midwestern town. Your best friend moved to Manhattan a year ago. The two of you were very similar when you attended high school together, but now you seem so different. How can personality be impacted by one’s environment?

Answer: Personality and situational contexts work together to influence a person’s behavior. You and your friend’s personalities have been impacted by life experiences and the environments in which you find yourselves.

Difficulty Level: Difficult

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

Essay Questions

71. Why should some degree of stability be expected when assessing and describing personality traits?

Answer: A good answer would include the following key points:

- Personality reflects usual patterns of behavior, thoughts, and feelings.
- As such, a person who is anxious in one situation ought to be anxious in other, similar situations, just as a person who is generally outgoing should be generally outgoing most of the time.
- Although situations can certainly affect an individual's behavior, the stability of traits means that those traits should be recognizable across situations and over time.

Difficulty Level: Difficult

Topic: Defining Personality

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Analyze It

APA Learning Objective: 2.1 Use scientific reasoning to interpret psychological phenomena.

72. How does personality shape a person's life?

Answer: A good answer would include the following key points:

- Personality shapes our lives by affecting our choice of hobbies, careers, relationships, and more.
- It can affect the satisfaction that we experience in our marriages and careers as well as our physical and mental health.

Difficulty Level: Difficult

Topic: Defining Personality

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

73. Why is personality psychology considered to be a hub field?

Answer: A good answer would include the following key points:

- Personality psychology is a hub field because it is at the center of a web of subareas within psychology, such as industrial-organizational psychology, clinical psychology, developmental psychology, social psychology, and neuroscience.
- Hub fields both contribute to and draw from other related areas of study.

Difficulty Level: Difficult

Topic: Personality Psychology as a Hub Field

Learning Objective: 1.1 Define personality and describe its history and scope.

Skill Level: Analyze It

APA Learning Objective: 2.1 Use scientific reasoning to interpret psychological phenomena.

74. Compare extraversion and introversion.

Answer: A good answer would include the following key points:

- Extraversion is a personality trait characterized by being outgoing, assertive, and talkative.
- Introversion is a personality trait characterized by being shy and reserved.
- Extraversion and introversion are polar opposites within a primary personality dimension.

Difficulty Level: Difficult

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Analyze It

APA Learning Objective: 2.1 Use scientific reasoning to interpret psychological phenomena.

75. Can observers accurately determine someone's personality based on that person's Facebook page?

Answer: A good answer would include the following key points:

- Yes. Researchers have found that observers can guess someone's personality, particularly their level of extraversion, by reviewing the posts, comments, photographs, and other elements of that person's Facebook page.
- Facebook profiles and personal webpages are usually consistent with an individual's true personality, rather than a projected, ideal, or desired personality.

Difficulty Level: Difficult

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

76. What kinds of posts do extraverts and introverts share with others online?

Answer: A good answer would include the following key points:

- Extraverts are focused on going out, establishing and maintaining relationships, and experiencing positive emotions. They post material about the activities they do with others, such as attending parties, going to events, and meeting people.
- Introverts are more apt to post information about solitary pursuits, such as reading a book or hiking alone.

Difficulty Level: Difficult

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

77. How is personality revealed in the way a person dresses?

Answer: A good answer would include the following key points:

- Research has determined that personality shows in one's physical appearance.
- Vain, self-centered people are more likely to wear stylish, expensive clothes and to have a well-groomed appearance.
- People who are depressed and anxious wear darker clothing.

Difficulty Level: Difficult

Topic: Where Can We See Personality?

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Skill Level: Analyze It

APA Learning Objective: 2.1 Use scientific reasoning to interpret psychological phenomena.

78. What have psychologists found regarding the factors that influence a person's behavior?

Answer: A good answer would include the following key points:

- Psychologists have found that both the situation and one's personality influence behavior.
- Sometimes people can be strongly influenced by others, as Stanley Milgram found when studying obedience to authority.
- In other cases personality dimensions are a stronger predictor of behavior than they might first appear to be.
- Personality and social psychologists generally agree that a person–situation interaction offers the best prediction of the determinants of behavior in a given context.

Difficulty Level: Difficult

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Analyze It

APA Learning Objective: 2.1 Use scientific reasoning to interpret psychological phenomena.

79. Compare the person–situation debate to the nature-nurture debate.

Answer: A good answer would include the following key points:

- Both the person–situation and the nature–nurture debates relate to the consideration of how personality develops and the effects it has.
- The person–situation debate focuses on whether stable personality traits predict behavior or whether personality does not really exist and situational forces are more important in predicting action.
- The nature–nurture debate grapples with whether genetics or a person's environment cause specific personality traits to emerge.

Difficulty Level: Difficult

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Analyze It

APA Learning Objective: 2.1 Use scientific reasoning to interpret psychological phenomena.

80. How can the person and situation work together to influence our behavior?

Answer: A good answer would include the following key points:

- A person–situation interaction occurs when the person and situation work together to determine behavior. There are several different factors that can work together to influence behavior.
- Our personality can be impacted by our experiences.
- Others respond differently than we do to the same situation.
- We choose our situations.
- We may change the situations we enter.

Difficulty Level: Difficult

Topic: Person and Situation

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Skill Level: Apply What You Know

APA Learning Objective: 1.3 Describe applications of psychology.

Revel Quizzes

The following questions appear at the end of each module and at the end of the chapter in Revel for *Personality Psychology: Understanding Yourself and Others*, 2e.

End of Module Quiz 1.1 What Is Personality?

EOM Q1.1.1

Personality is defined as _____.

- a) a person's usual pattern of behavior, feelings, and thoughts
- b) the influence of genetics on our behavior

Consider This: Personality is assessed over time. LO 1.1 Define personality and describe its history and scope.

- c) how different life situations shape behavior

Consider This: Personality is assessed over time. LO 1.1 Define personality and describe its history and scope.

- d) how we interact with our friends

Consider This: Personality is assessed over time. LO 1.1 Define personality and describe its history and scope.

Answer: a

Learning Objective: 1.1 Define personality and describe its history and scope.

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOM Q1.1.2

Personality psychology aims to _____.

- a) define and measure what it can while acknowledging that it will not be everything
- b) capture all the unique differences among people and their life experiences

Consider This: An individual's life influences personality. LO 1.1 Define personality and describe its history and scope.

- c) change people's personality to more socially desirable traits

Consider This: An individual's life influences personality. LO 1.1 Define personality and describe its history and scope.

- d) define and measure every aspect of the human experience

Consider This: An individual's life influences personality. LO 1.1 Define personality and describe its history and scope.

Answer: a

Learning Objective: 1.1 Define personality and describe its history and scope.

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOM Q1.1.3

Hippocrates and _____ both presaged modern trait theory when they discussed differences between people grounded in the so-called “humors.”

- a) Galen
- b) Freud

Consider This: The four humors were blood, yellow bile, black bile, and phlegm. LO 1.1 Define personality and describe its history and scope.

- c) Plato

Consider This: The four humors were blood, yellow bile, black bile, and phlegm. LO 1.1 Define personality and describe its history and scope.

- d) Cattell

Consider This: The four humors were blood, yellow bile, black bile, and phlegm. LO 1.1 Define personality and describe its history and scope.

Answer: a

Learning Objective: 1.1 Define personality and describe its history and scope.

Difficulty Level: Easy

Skill Level: Remember the Facts

EOM Q1.1.4

Personality psychology is considered a hub topic because it incorporates _____.

- a) many different fields of psychology
- b) intuition, emotion, and intelligence

Consider This: Personality psychology deals with a lot of fundamental questions about who we are and how we got that way. LO 1.1 Define personality and describe its history and scope.

- c) nature and nurture influences

Consider This: Personality psychology deals with a lot of fundamental questions about who we are and how we got that way. LO 1.1 Define personality and describe its history and scope.

- d) common sense and scientific methodology

Consider This: Personality psychology deals with a lot of fundamental questions about who we are and how we got that way. LO 1.1 Define personality and describe its history and scope.

Answer: a

Learning Objective: 1.1 Define personality and describe its history and scope.

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOM Q1.1.5

Influential factors in the shaping of personality _____.

- a) include genetics, parents, peers, and culture
- b) are almost exclusively genetics

Consider This: Personality is complex and is shaped by a variety of factors. LO 1.1 Define personality and describe its history and scope.

- c) are almost exclusively from the environment

Consider This: Personality is complex and is shaped by a variety of factors. LO 1.1 Define personality and describe its history and scope.

- d) occur mainly in the first six months of life

Consider This: Personality is complex and is shaped by a variety of factors. LO 1.1 Define personality and describe its history and scope.

Answer: a

Learning Objective: 1.1 Define personality and describe its history and scope

Difficulty Level: Moderate

Skill Level: Understand the Concepts

End of Module Quiz 1.2 Where Can We See Personality?

EOM Q1.2.1

Amber is an extravert, so we would expect her to _____.

- a) have many friends on Facebook
- b) have an uncomfortable chair in her office

Consider This: Extraverts are typically outgoing and social. LO 1.2 Describe various contexts in which personality might appear.

- c) send fewer texts

Consider This: Extraverts are typically outgoing and social. LO 1.2 Describe various contexts in which personality might appear.

- d) be less likely to have violated conduct rules

Consider This: Extraverts are typically outgoing and social. LO 1.2 Describe various contexts in which personality might appear.

Answer: a

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Difficulty Level: Difficult

Skill Level: Apply What You Know

EOM Q1.2.2

Where can personality be observed, according to research studies?

- a) most places and contexts
- b) only in labs

Consider This: Personality is expressed in many ways and forms. LO 1.2 Describe various contexts in which personality might appear.

- c) only in places where people feel truly comfortable

Consider This: Personality is expressed in many ways and forms. LO 1.2 Describe various contexts in which personality might appear.

- d) mainly through how one dresses

Consider This: Personality is expressed in many ways and forms. LO 1.2 Describe various contexts in which personality might appear.

Answer: a

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOM Q1.2.3

What is the difference between extroversion and introversion?

- a) Extraversion is how outgoing and talkative someone is and introversion is how shy and reserved someone is.
- b) Extraversion is how assertive someone is and introversion is how talkative someone is.

Consider This: Extraversion also includes how assertive someone is. LO 1.2 Describe various contexts in which personality might appear.

- c) Extraversion is how shy someone is and introversion is how reserved someone is.

Consider This: Extraversion also includes how assertive someone is. LO 1.2 Describe various contexts in which personality might appear.

- d) Extraversion is how organized someone is and introversion is how shy someone is.

Consider This: Extraversion also includes how assertive someone is. LO 1.2 Describe various contexts in which personality might appear.

Answer: a

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOM Q1.2.4

Research exploring if personality can predict whether people use a Mac or a PC has found that _____.

- a) personality does predict preferences for features associated with brands
- b) personality does not predict preferences for features associated with brands

Consider This: Personality does not predict if you use a Mac or a PC. LO 1.2 Describe various contexts in which personality might appear.

- c) personality predicts brand preferences

Consider This: Personality does not predict if you use a Mac or a PC. LO 1.2 Describe various contexts in which personality might appear.

- d) it is not possible to predict preferences

Consider This: Personality does not predict if you use a Mac or a PC. LO 1.2 Describe various contexts in which personality might appear.

Answer: a

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Difficulty Level: Difficult

Skill Level: Analyze It

EOM Q1.2.5

A study of nearly 70,000 Facebook users who filled out a personality questionnaire and then allowed researchers to access their pages found which of the following words were more likely associated with introverts on their Facebook pages?

- a) computer, internet, read
- b) internet, party, amazing

Consider This: The word clouds bring to mind the starkest of personality stereotypes. LO 1.2 Describe various contexts in which personality might appear.

- c) read, love, party

Consider This: The word clouds bring to mind the starkest of personality stereotypes. LO 1.2 Describe various contexts in which personality might appear.

- d) amazing, computer, love

Consider This: The word clouds bring to mind the starkest of personality stereotypes. LO 1.2 Describe various contexts in which personality might appear.

Answer: a

Learning Objective: Describe various contexts in which personality might appear.

Difficulty Level: Moderate

Skill Level: Understand the Concepts

End of Module Quiz 1.3 Person and Situation

EOM Q1.3.1

What is at the core of the person–situation debate?

a) whether a person’s behavior is influenced more by personality or a particular situation

b) whether personality is due to genetics or environment

Consider This: This debate caused a crisis in the field of psychology. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

c) whether situations make people do bad things

Consider This: This debate caused a crisis in the field of psychology. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

d) whether people shape the situation they are in

Consider This: This debate caused a crisis in the field of psychology. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Answer: a

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOM Q1.3.2

Which researcher’s work launched the person–situation debate?

a) Walter Mischel

b) Sigmund Freud

Consider This: This researcher argued that the effect of personality on behavior was too small to matter. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

c) George Mead

Consider This: This researcher argued that the effect of personality on behavior was too small to matter. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

d) Stanley Milgram

Consider This: This researcher argued that the effect of personality on behavior was too small to matter. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Answer: a

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Difficulty Level: Easy

Skill Level: Remember the Facts

EOM Q1.3.3

The nature–nurture debate is the view that _____.

- a) genetics versus the environment cause personality traits
- b) the environment versus the situation causes personality traits

Consider This: This debate asks what causes personality traits. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

- c) parents versus the environment cause personality traits

Consider This: This debate asks what causes personality traits. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

- d) genetics versus preferences cause personality traits

Consider This: This debate asks what causes personality traits. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Answer: a

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOM Q1.3.4

Rather than competing to see which has the biggest role in shaping behavior, the person and situation actually work together in many different ways, called _____.

- a) person–situation interaction
- b) people–experience interaction

Consider This: There are four variables to consider regarding how the person and situation can work together. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

- c) personality–behavior interaction

Consider This: There are four variables to consider regarding how the person and situation can work together. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

- d) people–family interaction

Consider This: There are four variables to consider regarding how the person and situation can work together. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Answer: a

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOM Q1.3.5

Which factor explains why some of your friends thrive at parties, whereas others shrink into the background?

- a) People respond differently to the same situation.
- b) People rarely control their situations.

Consider This: The person and the situation can work together to influence behavior. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

- c) Personality is dominated by situations.

Consider This: The person and the situation can work together to influence behavior. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

- d) Birth order plays a big part in how people shape situations.

Consider This: The person and the situation can work together to influence behavior. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Answer: a

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Difficulty Level: Difficult

Skill Level: Analyze It

Chapter Quiz: Understanding Yourself and Others

EOC Q1.1

Which of the following terms is critical to defining the term *personality*?

- a) usual pattern
- b) situational behavior

Consider This: Personality is best understood over time. LO 1.1 Define personality and describe its history and scope.

- c) conscientious

Consider This: Personality is best understood over time. LO 1.1 Define personality and describe its history and scope.

- d) inconsistent thinking

Consider This: Personality is best understood over time. LO 1.1 Define personality and describe its history and scope.

Answer: a

Learning Objective: 1.1 Define personality and describe its history and scope.

Difficulty Level: Difficult

Skill Level: Analyze It

EOC Q1.2

Which of the following provides the best idea of the person's personality?

- a) Akira is almost always late to class.
- b) Jacob is late to class on Thursday.

Consider This: Personality is best understood over time. LO 1.1 Define personality and describe its history and scope.

- c) Jorge was on time to class on Thursday.

Consider This: Personality is best understood over time. LO 1.1 Define personality and describe its history and scope.

- d) Lana was late to class on Tuesday.

Consider This: Personality is best understood over time. LO 1.1 Define personality and describe its history and scope.

Answer: a

Learning Objective: 1.1 Define personality and describe its history and scope.

Difficulty Level: Difficult

Skill Level: Apply What You Know

EOC Q1.3

Which of the following statements about personality is true?

- a) Personality is shaped by many factors.
- b) Personality is shaped more by birth order than by peers.

Consider This: Personality is complex. LO 1.1 Define personality and describe its history and scope.

- c) Personality is shaped almost exclusively by genetics.

Consider This: Personality is complex. LO 1.1 Define personality and describe its history and scope.

- d) Personality does not really exist.

Consider This: Personality is complex. LO 1.1 Define personality and describe its history and scope.

Answer: a

Learning Objective: 1.1 Define personality and describe its history and scope.

Difficulty Level: Difficult

Skill Level: Analyze It

EOC Q1.4

Who proposed the idea of mental tests?

- a) Cattell
- b) Jung

Consider This: He proposed this idea in 1890. LO 1.1 Define personality and describe its history and scope.

- c) Galton

Consider This: He proposed this idea in 1890. LO 1.1 Define personality and describe its history and scope.

- d) Allport

Consider This: He proposed this idea in 1890. LO 1.1 Define personality and describe its history and scope.

Answer: a

Learning Objective: 1.1 Define personality and describe its history and scope.

Difficulty Level: Easy

Skill Level: Understand the Concepts

EOC Q1.5

Which person is most likely to be conducting personality research?

- a) Josh, who examines changes in extraversion over students' first year in college
- b) Casey, who studies how boxers physiologically react to being punched

Consider This: Personality is best understood across time and situations. LO 1.1 Define personality and describe its history and scope.

- c) Evelyn, who observes whether people are more likely to stop to help someone in a crowded vs. non-crowded street

Consider This: Personality is best understood across time and situations. LO 1.1 Define personality and describe its history and scope.

- d) Lucy, who observes how aggressive behavior varies among people playing a violent vs. non-violent video game

Consider This: Personality is best understood across time and situations. LO 1.1 Define personality and describe its history and scope.

Answer: a

Learning Objective: 1.1 Define personality and describe its history and scope.

Difficulty Level: Difficult

Skill Level: Apply What You Know

EOC Q1.6

Jamar is debating a friend about the definition of personality. Which of the following claims should he use in his argument?

- a) Personality is best understood across time and situations.
- b) Personality is most accurately displayed in a heated moment.

Consider This: Personality describes someone's pattern of behavior, feelings, and thoughts. LO 1.1 Define personality and describe its history and scope.

- c) Personality is less about the person and more about situations.

Consider This: Personality describes someone's pattern of behavior, feelings, and thoughts. LO 1.1 Define personality and describe its history and scope.

- d) Personality is best understood when people feel uncomfortable in their environment.

Consider This: Personality describes someone's pattern of behavior, feelings, and thoughts. LO 1.1 Define personality and describe its history and scope.

Answer: a

Learning Objective: 1.1 Define personality and describe its history and scope.

Difficulty Level: Difficult

Skill Level: Apply What You Know

EOC Q1.7

What do we know about how personality appears online?

- a) People's personalities tend to match up with their online activities and profiles.
- b) Social media typically distorts people's true personalities.

Consider This: People's personalities show up in many different places. LO 1.2 Describe various contexts in which personality might appear.

- c) The Internet has made typically conscientious people unconscientious.

Consider This: People's personalities show up in many different places. LO 1.2 Describe various contexts in which personality might appear.

- d) Only introverted people tend to be more extraverted online.

Consider This: People's personalities show up in many different places. LO 1.2 Describe various contexts in which personality might appear.

Answer: a

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Difficulty Level: Difficult

Skill Level: Apply What You Know

EOC Q1.8

People can get a sense of your personality by _____.

- a) the clothes you wear
- b) only reviewing your personality test scores

Consider This: Your physical appearance and mannerisms also give a sense of your personality. LO 1.2 Describe various contexts in which personality might appear.

- c) only reviewing your standardized test scores

Consider This: Your physical appearance and mannerisms also give a sense of your personality. LO 1.2 Describe various contexts in which personality might appear.

- d) your office but not your bedroom

Consider This: Your physical appearance and mannerisms also give a sense of your personality. LO 1.2 Describe various contexts in which personality might appear.

Answer: a

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOC Q1.9

Which of the following scenarios provides the most accurate representation of someone's personality?

- a) walking into someone's dorm room on a typical weekday afternoon
- b) watching people brush their teeth before going out on a date

Consider This: Personality is best seen and understood through usual patterns of behavior. LO 1.2 Describe various contexts in which personality might appear.

- c) looking at people eat spaghetti the day before running a marathon

Consider This: Personality is best seen and understood through usual patterns of behavior. LO 1.2 Describe various contexts in which personality might appear.

- d) talking to someone moments after a breakup

Consider This: Personality is best seen and understood through usual patterns of behavior. LO 1.2 Describe various contexts in which personality might appear.

Answer: a

Learning Objective: 1.2 Describe various contexts in which personality might appear.

Difficulty Level: Difficult

Skill Level: Apply What You Know

EOC Q1.10

Someone high in conscientiousness is, on average, _____.

- a) more likely to be on time
- b) more considerate of other people's feelings

Consider This: Being conscientious means being neat and organized. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

- c) more outgoing and social

Consider This: Being conscientious means being neat and organized. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

- d) more aware of their surroundings

Consider This: Being conscientious means being neat and organized. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Answer: a

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOC Q1.11

How was the person–situation debate resolved?

- a) It was resolved by concluding that both the person and the situation have about equal influence, and that the person and situation also interact to predict behavior.

- b) It was resolved by finding that the person has more of an influence than the situation.

Consider This: We have a better understanding now about the influences of both people and situations in relation to personality. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

- c) The debate has not been resolved.

Consider This: We have a better understanding now about the influences of both people and situations in relation to personality. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

- d) It was resolved by finding that the situation has more of an influence than the person.

Consider This: We have a better understanding now about the influences of both people and situations in relation to personality. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Answer: a

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOC Q1.12

What is the difference between the person–situation debate and the nature–nurture debate?

- a) The person–situation debate asks whether personality exists at all and the nature–nurture debate asks about what causes personality.
- b) The person–situation debate asks what causes personality and the nature–nurture debate asks about the environment’s influence on personality.

Consider This: The person–situation debate and the nature–nurture debate are distinctly different. LO 1.3

Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

- c) The person–situation debate asks whether personality is important and the nature–nurture debate asks why personality exists.

Consider This: The person–situation debate and the nature–nurture debate are distinctly different. LO 1.3

Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

- d) The person–situation debate asks what causes personality and the nature–nurture debate asks why personality exists.

Consider This: The person–situation debate and the nature–nurture debate are distinctly different. LO 1.3

Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Answer: a

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Difficulty Level: Difficult

Skill Level: Analyze It

EOC Q1.13

The person–situation debate tried to settle which question?

- a) Do people have consistent behavioral tendencies across situations?
- b) Is personality determined by genetics or environment?

Consider This: This debate was about patterns of behavior. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

- c) What situations lead to more aggressive behavior?

Consider This: This debate was about patterns of behavior. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

- d) How does the situation influence the behavior of the person?

Consider This: This debate was about patterns of behavior. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Answer: a

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Difficulty Level: Moderate

Skill Level: Understand the Concepts

EOC Q1.14

One night, a young couple gets into a loud fight, disturbing their neighbors. Which of these explanations falls on the person side of the person–situation debate?

- a) They were both aggressive types.
- b) They must have been drinking.

Consider This: The person side would be due to personality. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

- c) She just told him she was unexpectedly pregnant.

Consider This: The person side would be due to personality. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

- d) It was the end of the semester, so they were stressed and tired.

Consider This: The person side would be due to personality. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Answer: a

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Difficulty Level: Moderate

Skill Level: Apply What You Know

EOC Q1.15

If you are a personality researcher, which of the following is the best way of measuring behavior to best predict personality?

- a) when behavior is averaged across several days
- b) when behavior is measured through genetic tests

Consider This: Situations can alter behavior. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

- c) when behavior is measured once

Consider This: Situations can alter behavior. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

- d) when situational influences are strong

Consider This: Situations can alter behavior. LO 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Answer: a

Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.

Difficulty Level: Difficult

Skill Level: Analyze It