

Life/Work Experience Examination – Part 1

■ Introduction to Psychology I

Select the single best answer for each question or statement, then transfer your answers to the scan sheets provided.

1. Psychologists are critical thinkers. Critical thinking requires you to:

____ a. accept the simple answer and not make it complicated.

____ b. tolerate uncertainty, even if you feel pressured to come up with an answer, but you can't find one.

____ c. decide it is either this or that and don't get hung up on dreaming.

____ d. trust the accuracy of your instincts.

2. Psychology challenges our beliefs and prejudices. Wilhelm Wundt was the first person to announce that he intended to:

____ a. establish a school of psychology called functionalism.

____ b. listen to his patients' descriptions of their symptoms and feelings.

____ c. make psychology a science and publish the results from his laboratory studies.

____ d. draw a "map" of the human brain (phrenology).

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3. In psychology, correlations measure the strength of the link between two variables. It is also important to know that correlations do not show:
- _____ a. the strength of the relationship.
 - _____ b. causation.
 - _____ c. the direction of the relationship.
 - _____ d. what occurs between sets of observations.
4. An experiment usually requires both an experimental condition and a control condition. The difference is that, in the control condition, the subjects are:
- _____ a. not exposed to the manipulation of the independent variable.
 - _____ b. randomly assigned.
 - _____ c. exposed to variations in the dependent variable.
 - _____ d. used primarily to expose experimenter effects.
5. The fundamental idea behind natural selection is that, within a particular environment, a genetically influenced trait tends to be more successful and thus able to survive and be passed on. Environmental psychologists examine the _____ that led to survival, and which then led to further reproduction for survival. It doesn't matter to environmental psychologists whether those behavioral tendencies are adaptive in today's environment.
- _____ a. behavioral tendencies
 - _____ b. innate characteristics
 - _____ c. genetic variations
 - _____ d. psychological traits

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6. According to sociobiologists, it is adaptive for male courtship behavior to:
- _____ a. desire stability.
 - _____ b. idealize security.
 - _____ c. be choosy.
 - _____ d. be promiscuous.
7. Neurons communicate with each other through:
- _____ a. the cell body.
 - _____ b. electrical and chemical language.
 - _____ c. the glial cells.
 - _____ d. neurogenesis.
8. The chemical messengers in the nervous system that can affect mood, memory, and well-being are called:
- _____ a. peripheral receptors.
 - _____ b. sensory nerves.
 - _____ c. neurotransmitters.
 - _____ d. glycogen.

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9. The _____ connects the brain's right hemisphere to the left hemisphere.
- _____ a. cerebrum
 - _____ b. corpus callosum
 - _____ c. parietal lobes
 - _____ d. cerebral hemispheres
10. Circadian rhythms are controlled by a biological clock located in the hypothalamus. _____ provide the sensory information that triggers this clock.
- _____ a. Light and dark
 - _____ b. Hunger and sound
 - _____ c. Light and sound
 - _____ d. Sleep and hunger
11. REM sleep periods average about 20 minutes in length, although they can last for as little as a few minutes or as long as an hour. It's interesting that during REM sleep, the electrical activity in the brain resembles that of:
- _____ a. Stage 2, with sleep spindles of rapid, high-peaking waves of electrical activity.
 - _____ b. delta sleep from which you are hard to arouse.
 - _____ c. deep Stage 4 sleep.
 - _____ d. alert wakefulness.

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12. Psychoactive drugs increase, decrease, block, and/or bind the effects of:
- _____ a. the central nervous system.
 - _____ b. the brain.
 - _____ c. neurotransmitters.
 - _____ d. one's mental state.
13. A mother is at a soccer game where everyone is yelling and screaming. When she goes to her car to get some water, her teenage daughter has the stereo turned up full blast to her favorite station. Over 50 yards away, her 8-year-old son yells, "Mom, look!" and, just in time, she turns to see him score his first goal. Even with all this sensory stimulation, _____ enabled her to still hear her son.
- _____ a. difference threshold
 - _____ b. selective attention
 - _____ c. sensory adaptation to familiar objects
 - _____ d. encoded messages
14. _____ were pioneers in the study of how people organize their world into meaningful units and patterns.
- _____ a. Gestalt psychologists
 - _____ b. Humanist psychologists
 - _____ c. Behavioral analysts
 - _____ d. Cognitive psychologists

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15. According to the Gate-Control Theory of pain:
- _____ a. we cannot control the gate through which pain enters or is emitted back from the brain.
 - _____ b. the gate for pain is open only for survival instincts.
 - _____ c. pain cannot pass through these special spinal units (gates).
 - _____ d. we can create pain by dwelling on it.
16. Advertisers often use _____ when they pair the product they want you to buy with a known stimulus that is pleasurable to you.
- _____ a. operant conditioning
 - _____ b. counter conditioning
 - _____ c. classical conditioning
 - _____ d. a conditioned stimulus
17. If you want a response to persist and resist extinction once it has been learned, you need to reinforce it:
- _____ a. only as a secondary reinforcer.
 - _____ b. on a fixed schedule.
 - _____ c. continuously.
 - _____ d. intermittently.

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18. Modeling others' behaviors has been shown to be a significant factor in learning. Research on modeling (and aggression, explicitly) demonstrates that aggression correlates with:
- _____ a. violence in the media.
 - _____ b. male testosterone levels.
 - _____ c. social class.
 - _____ d. intelligence and economic status.
19. According to attribution theory, Americans are likely to blame others' _____ first when something goes wrong, but will point to their own _____ when something goes right.
- _____ a. dispositional attributes; dispositional attributes
 - _____ b. situational attributes; dispositional attributes
 - _____ c. dispositional attributes; situational attributes
 - _____ d. situational attributes; situational attributes

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20. Henry is an avid animal lover. He always takes in strays and donates to his local animal shelter. One night he goes to an Atlanta Braves baseball game where hundreds of people are walking past the hotdog vendors. Henry sees a young, pregnant, apparently homeless, malnourished dog begging for hotdogs from one of the vendors. But Henry keeps on walking. Irving Janis would explain this animal lover's lack of intervention on this occasion as most likely due to:
- _____ a. Henry's lack of attention, because of the game.
 - _____ b. the large number of people in the crowd who are available to help.
 - _____ c. Henry's desire to conform to the crowd, none of whom are intervening.
 - _____ d. Henry's concern about what others will think of him if he intervenes.
21. Psychologists are interested in people's behavior and their mental processes. Psychologists believe that:
- _____ a. behavior is impacted by environment, but not by a person's physical state.
 - _____ b. behavior is affected by a person's mental and physical state, but rarely by his or her environment.
 - _____ c. a person's physical state, mental state, and the empirical evidence impact his or her behavior.
 - _____ d. a person's physical state, mental state, and environment influence his or her behavior.

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22. The learning psychological perspective is concerned with:
- _____ a. cognitive thoughts that might affect a person's actions, feelings, and choices.
 - _____ b. what rewards or punishments exist that might support or discourage specific behaviors.
 - _____ c. how unresolved, unconscious conflicts might impact behavior and feelings.
 - _____ d. how bodily events might influence behaviors, feelings, and thoughts.
23. The majority of psychologists are eclectic, which means they draw information from different schools of thought rather than limiting themselves to information gained from only one perspective. However, most psychologists agree that it's important to:
- _____ a. gather empirical evidence, rather than rely on their hunches.
 - _____ b. study all schools of thought before selecting one.
 - _____ c. study all research findings before treating mental disorders.
 - _____ d. learn how to treat mental disorders before working in research.

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24. In order to be useful, a test must be reliable. In other words, it must:
- _____ a. produce the same results from one time to the next.
 - _____ b. predict other criteria of the trait being measured.
 - _____ c. measure what it is designed to measure.
 - _____ d. compare results against established standards of performance.
25. Jeff says, "It seems like the more money people make, the more debt they assume," but a/an _____ study might make the case that a rise in income does not by itself cause an increase in debt.
- _____ a. criterion validity
 - _____ b. case
 - _____ c. experimental
 - _____ d. correlational

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Select the single best answer for each question or statement, then transfer your answers to the scan sheets provided.

1. An experimenter is studying how time spent on a cell phone affects people's ability to drive safely. Driving the car is the:

_____ a. dependent variable.

_____ b. coefficient of correlation.

_____ c. independent variable.

_____ d. operational condition.

2. An experimenter wants to find out if drinking coffee makes people more alert. The amount of coffee a person drinks is the:

_____ a. hypothesis.

_____ b. dependent variable.

_____ c. independent variable.

_____ d. correlation coefficient.

3. One way to explain why gene frequencies change is that individuals with traits that are adaptive in an environment will stay alive to reproduce. Over generations, their genes will become more common. This process describes:

_____ a. evolution.

_____ b. natural selection.

_____ c. sociobiology.

_____ d. heritability.

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4. A wealthy, married man in China is having an affair with a beautiful young woman who seems primarily attracted to his financial status. At the same time, similar situations are occurring across other races and nations. Sociobiologists would say that:
- _____ a. these behaviors are found in the human species but not in the animal kingdom.
 - _____ b. this is an adaptive function of what evolution has bred into each of us.
 - _____ c. this is an adaptive behavior for the married men.
 - _____ d. this is a much too simplistic stereotype of sexual behavior.
5. Which one of the following statements about intelligence is the most accurate?
- _____ a. IQ is a valid measurement, and environmental factors do not change mental ability.
 - _____ b. Intelligence is mostly genetic, has the most variability between groups, and is reliable regardless of the environment.
 - _____ c. Intelligence is partially genetic, can be influenced by environmental factors, and has the most variability within groups.
 - _____ d. Intelligence is different between groups because of genetics.

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6. Janet's boss calls her into his office to discuss why she failed to complete his project for the big meeting this afternoon. Janet's sympathetic nervous system:
- _____ a. makes her thoughts race for an excuse.
 - _____ b. makes her start to perspire.
 - _____ c. enables her to walk in upright.
 - _____ d. slows down her breathing, so she can appear relaxed and professional.
7. Loss of the myelin sheath can lead to:
- _____ a. increased sensation.
 - _____ b. increased conduction of neural impulses.
 - _____ c. erratic nerve signals.
 - _____ d. neurogenesis.
8. If it happens that a neurotransmitter binds to a receptor site and produces a negative voltage shift, the probability:
- _____ a. that the neurons are densely connected decreases.
 - _____ b. of an excitatory response increases.
 - _____ c. that the receiving neuron will fire decreases.
 - _____ d. that the transmitting neuron will fire increases.

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9. The left hemisphere of the brain contains regions that are:
- _____ a. associated with negative emotions, such as fear and sadness.
 - _____ b. active when language is processed.
 - _____ c. associated with the tendency to withdraw from others.
 - _____ d. active during the creation of art and music.
10. Changes in light, air, pressure, and even temperature can cause changes in our _____ rhythms.
- _____ a. infradian
 - _____ b. circadian
 - _____ c. ultradian
 - _____ d. endogenous
11. A worker who recently switched from day to swing shift has become less efficient and more irritable. He is also making more mistakes than he did on the day shift. The cause of this worker's problem is likely to be:
- _____ a. sleep disorders due to change in shift.
 - _____ b. excessive light on the swing shift.
 - _____ c. external desynchronization and excessive light.
 - _____ d. internal desynchronization.

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12. If you talk or walk in your sleep, you are more likely to do it during:
- _____ a. Stage 1, during REM sleep.
 - _____ b. Stage 2 in the sleep cycle when minor noises won't disturb you.
 - _____ c. Stage 3, when entering the deepest sleep.
 - _____ d. Stage 4, the deepest sleep level.
13. Activation-synthesis dream theory purports that dreams result from the brain's effort to make sense of:
- _____ a. the day's activities and experiences.
 - _____ b. problems the person has not yet resolved.
 - _____ c. our external world.
 - _____ d. spontaneously firing neurons during REM sleep.
14. The study of sensation and perception is important to a psychologist because perception and sensation are the foundation of:
- _____ a. neurotransmitters and the brain's function.
 - _____ b. memory and how it is experienced in the world.
 - _____ c. the science of neuropsychology.
 - _____ d. learning, thinking, and acting.

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15. Every night in Cordele, Georgia, 24 trains crisscross the city's five-mile radius. Each train blows its whistle to alert citizens that it is passing through. Because of _____, the residents of Cordele can sleep through all these whistles.
- _____ a. selective attention
 - _____ b. the signal-detection theory of sound and sleep
 - _____ c. sensory adaptation
 - _____ d. the "cocktail party phenomenon"
16. As you watch a door opening, its aspect changes from rectangular to trapezoidal, yet you continue to think of the door as rectangular. _____ explain(s) this phenomenon.
- _____ a. Selective attention
 - _____ b. Retinal disparity
 - _____ c. Monocular depth cues
 - _____ d. Perceptual constancy
17. Which one of the following statements about the gate-control theory is **TRUE**?
- _____ a. Pain impulses create a gate leading to the brain.
 - _____ b. The brain is capable of generating pain on its own.
 - _____ c. The gate closes when pain messages go to the brain.
 - _____ d. Damage to small nerve fibers lets pain through to the brain.

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18. The most important aspect of classical conditioning is that the conditioned stimulus becomes a _____ for the unconditioned stimulus.
- _____ a. signal
 - _____ b. stimulus generalization
 - _____ c. stimulus discrimination
 - _____ d. higher-order conditioning support
19. Erica tries to avoid her boss when he's in a bad mood. To keep out of his way, she spends more time doing dreaded but important paperwork, which she usually puts off as long as she can. Her employer's bad moods have the effect of _____ her attention to the dreaded paperwork.
- _____ a. negatively reinforcing
 - _____ b. positively reinforcing
 - _____ c. positively punishing
 - _____ d. negatively punishing
20. When little Tyra throws a tantrum in the grocery store, her father ignores her until she stops. When she is quiet, he gives her a piece of a cookie and continues every so often to reinforce her quiet behavior, until they are done shopping. Dad has Tyra on a _____ reinforcement schedule.
- _____ a. fixed-interval
 - _____ b. variable-ratio
 - _____ c. fixed-ratio
 - _____ d. variable-interval

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21. To sustain a learned response in someone, it is best for you to reinforce it:
- _____ a. continuously.
 - _____ b. intermittently.
 - _____ c. intermittently at first, then continuously.
 - _____ d. at the first sign of spontaneous recovery.
22. In his famous obedience study, Stanley Milgram set out to find out:
- _____ a. if people would obey authority when asked to do something that violated their usual ethical standards.
 - _____ b. the level of electric shock people will administer under pressure by an authority figure.
 - _____ c. the effect of punishment on learning.
 - _____ d. the effect of experimenter bias on subjects ordered to perform acts of violence against others.
23. The most common mistake people make when explaining the “why” of their own good behavior is the tendency to credit:
- _____ a. their own personality traits.
 - _____ b. the influence of the situation.
 - _____ c. their social roles.
 - _____ d. their own cognitive decisions.

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24. When people in a large crowd lose awareness of their individuality, they conform to the norms of:
- _____ a. aggression and violence.
 - _____ b. cultural values.
 - _____ c. the specific situation.
 - _____ d. coercive persuasion.
25. Just as _____ can strengthen social identity, _____ can reduce conflict between “us” and “them.”
- _____ a. competition; anonymity
 - _____ b. interdependence; cooperation
 - _____ c. individualism; interdependence
 - _____ d. competition; cooperation