

Life/Work Experience Examination – Part 1

■ Introduction to Psychology II

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

1. Sally is driving her car and talking on her cell phone. Statistically, this behavior has been shown to be quite dangerous and contributes to many automobile accidents. In performing these two tasks simultaneously, Sally uses:

_____ a. conscious cognitive processes.

_____ b. mindless behavior.

_____ c. subconscious cognitive processes.

_____ d. nonconscious thought processes.

2. There are many barriers to rationality in our thinking process. Uncle Roy, for example, pays attention only to evidence that supports his views and finds fault with all evidence to the contrary. Uncle Roy's behavior demonstrates the cognitive error of:

_____ a. cognitive dissonance.

_____ b. avoiding loss.

_____ c. hindsight bias.

_____ d. confirmation bias.

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3. When we try to reconstruct the past from our memory, it becomes obvious that memory is:
- _____ a. a passive process having little to do with imagination.
 - _____ b. accurate by the time a person reaches adulthood.
 - _____ c. constructive and difficult to test.
 - _____ d. selective and subject to confabulation.
4. Short-term memory receives information from:
- _____ a. sensory and parallel memory.
 - _____ b. sensory and long-term memory.
 - _____ c. the environment.
 - _____ d. sensory and working memory.
5. Facial expressions serve several functions. They reflect our internal feelings and communicate messages to others as a signaling function. In studying the facial expression of emotions, Paul Ekman found that people who fake or hide their feelings:
- _____ a. have increased cortisone levels.
 - _____ b. use a different set of facial muscles.
 - _____ c. can only mimic primary emotions.
 - _____ d. can demonstrate the emotion for a shorter period of time than they would an authentic emotional display.

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6. When emotions are measured at the time they occur, differences between men and women emerge. In fact, it is interesting that conflict between married couples is:
- _____ a. more upsetting to the women, which explains why they cry more easily than men.
 - _____ b. more upsetting to men, which is why they prefer to deal with the issue as quickly and directly as possible.
 - _____ c. more upsetting to men, which is why they try to avoid it.
 - _____ d. not as upsetting to men because they are less emotional than women.
7. When we are trying neither to gain nor to lose weight, the _____ theory suggests that our body has a biological mechanism that keeps our weight within 10 percent in either direction.
- _____ a. heritability
 - _____ b. genetic predisposition
 - _____ c. basal metabolism rate
 - _____ d. set point

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8. Alfred Kinsey was one of the first pioneers in sexual research to study the physiology of arousal and orgasm. He asserted that men and women should be educated to understand that the clitoris and penis:
- _____ a. develop from the same embryonic tissue and, although different in size, they are equally sensitive.
 - _____ b. respond to the same physical and emotional stimuli.
 - _____ c. both develop to produce sexual arousal, but women are less sexually motivated than men.
 - _____ d. develop from the same embryonic tissue, but the female sexual response, Kinsey said, “infinitely surpasses that of men.”
9. According to Sigmund Freud, a person who becomes fixated at the anal stage of development may become:
- _____ a. possessive and demanding.
 - _____ b. clingy and dependent.
 - _____ c. either overly obsessive or messy and disorganized.
 - _____ d. neurotic and anxious.
10. According to early proponents of humanist psychology, the science of psychology needed to go beyond psychoanalysis and behaviorism by:
- _____ a. helping patients gain greater self-understanding through non-directive psychotherapy.
 - _____ b. paying closer attention to the cultural influences on personality.
 - _____ c. tapping into the vast collective unconscious.

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- _____ d. drawing a more complete picture of human personality and potential.
11. Biological researchers in the realm of gender development have found that girls who are exposed to _____ prefer “boys’ toys,” such as cars, fire engines, and Lincoln logs.
- _____ a. boys during critical periods of development
- _____ b. prenatal androgens in the womb
- _____ c. excessive stress hormones
- _____ d. gender-reverse typing
12. Erik Erikson was the first modern theorist to:
- _____ a. propose that the capacity for moral feeling is inborn.
- _____ b. practice psychoanalysis.
- _____ c. envision a hierarchy of basic human needs.
- _____ d. propose a life-span approach to development with eight identified stages.
13. Hans Selye described the body’s response to external stressors as a general adaptation syndrome. He proposed that:
- _____ a. stress is unhealthy and wholly unproductive.
- _____ b. some forms of stress do not trigger the alarm phase of physiological reaction.
- _____ c. stress is avoidable, and therapy can help us eliminate it from our lives.
- _____ d. some sources of stress are productive and positive.

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14. The emotional risk factor that poses a significant danger to one's physical health is proneness to:
- _____ a. antagonistic anger.
 - _____ b. depression.
 - _____ c. loneliness and worry.
 - _____ d. anxiety and helplessness.
15. The *Diagnostic and Statistical Manual of Mental Disorders* (DSM) is descriptive of diagnostic categories, making it possible for:
- _____ a. the American Psychological Association to track the statistical occurrence of disorders.
 - _____ b. clinicians to consult a single volume for a description of normal human problems and serious mental disorders.
 - _____ c. clinicians to agree about a disorder, so they can study and treat it.
 - _____ d. clinicians to label their clients' problems and more easily interpret their behaviors.
16. To diagnose a client as having antisocial personality disorder (APD), the client's symptoms must meet at least three of seven criteria, and the client must have a history of these behaviors since:
- _____ a. adolescence.
 - _____ b. childhood.

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- _____ c. the teen years.
- _____ d. the onset of young adulthood.
17. Schizophrenia produces two kinds of symptoms – active (positive) or passive (negative). Examples that involve a loss of normal traits would include conditions such as:
- _____ a. emotional flatness, disorganized speech, and poor hygiene.
- _____ b. hallucinations, emotional flatness, and delusions.
- _____ c. emotional flatness, bizarre delusions, and depression.
- _____ d. social withdrawal, lack of motivation, and emotional flatness.
18. _____ employed the therapeutic technique of arguing with a client that their thoughts were unrealistic and that they were catastrophizing their problem.
- _____ a. Existential psychologist Irvin Yalom
- _____ b. Humanistic psychologist Abraham Maslow
- _____ c. Rational emotive behavior therapy psychologist Albert Ellis
- _____ d. Family psychologist Salvador Minuchin
19. In humanistic psychotherapy, the most crucial ingredient is the therapist's ability to:
- _____ a. build the client's self-esteem.
- _____ b. have empathy.
- _____ c. sympathize with the sufferer.

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- _____ d. respect the client.
20. Successful psychotherapy relies on both the therapist's and the client's ability to develop:
- _____ a. a therapeutic alliance.
- _____ b. a psychological alliance.
- _____ c. transference and countertransference.
- _____ d. unconditional, mutual positive regard.
21. Dawn and Erin can't figure out how to fit their clothes, furniture, futons, computers, and a refrigerator into their small dorm room. Just when it seems hopeless, Erin says, "Aha, I've got it!" She begins moving the items around until they fit perfectly. Erin's sudden revelation is most likely due to:
- _____ a. clues that triggered nonconscious processing about the room arrangement, followed by conscious awareness of the solution.
- _____ b. simplifying the process by imagining a prototype of a dorm room, then making a decision based on that prototype.
- _____ c. subconscious processing and automatic routines that Erin has learned so well that she can perform them without thinking.
- _____ d. beginning the task in a state of mindlessness, then directing her conscious thinking to the task at hand.

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22. David Wechsler designed the Wechsler Adult Intelligence Scale (WAIS) to produce separate _____ IQ scores.
- _____ a. componential, experimental, and contextual
 - _____ b. tacit knowledge and emotional intelligence
 - _____ c. culture-free and general knowledge
 - _____ d. general, verbal, and performance
23. In the debate regarding children's memories of sexual abuse, it has become clear that:
- _____ a. children's memories should not be trusted because they will say whatever adults expect them to say.
 - _____ b. preschoolers' memories should not be trusted because they confuse fantasy with reality.
 - _____ c. school-aged children are more vulnerable to suggestive questions than preschoolers are.
 - _____ d. children do not lie about or misremember traumatic experiences, such as sexual abuse.
24. Receptor neurons, dendrites, and certain types of synapses _____ in the formation of long-term memory.
- _____ a. increase, grow, and become more responsive
 - _____ b. stay relatively the same
 - _____ c. become less responsive
 - _____ d. consolidate and become a neural network

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25. Recovered memories of earlier abuse are likely to be more accurate when:
- _____ a. a therapist uses hypnosis to uncover the memory.
 - _____ b. “talk” therapy helps the person spontaneously recall the memory.
 - _____ c. a person spontaneously recalls the abuse.
 - _____ d. dream analysis uncovers what the therapist suspected about the client-victim’s repressed abuse.

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■ *Introduction to Psychology II*

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

1. Marta, the company receptionist, is told to be pleasant on the phone and represent her employer with an upbeat mood. Although people calling in can't see Marta's expression, she spends most of her day smiling. Her coworkers remark that Marta always seems happy. The truth is that it's her _____ that is/are influencing her mind to feel happy.
 - _____ a. desire to hold on to her job
 - _____ b. facial muscles
 - _____ c. Latina background
 - _____ d. natural personality

2. Thomas volunteers to take a polygraph test to prove he did not fondle a child who was under his supervision on a field trip. Thomas is taking a big risk because:
 - _____ a. children do not lie about such things.
 - _____ b. he should wait until there is a more accurate and valid test.
 - _____ c. court systems are biased against an alleged perpetrator who volunteers to take such a test to prove his innocence.
 - _____ d. there is a strong possibility that the polygraph might only measure his elevated anxiety and give a false indication of guilt.

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3. Jamal keeps thinking about what his boss said to him today and finds himself getting angrier by the minute. He decides to go play a little basketball to relax, but later that night he becomes angry all over again. Jamal is experiencing:
- _____ a. déjà vu.
 - _____ b. a new surge of parasympathetic hormone release.
 - _____ c. physical arousal generated by his interpretation of what his boss said.
 - _____ d. right prefrontal brain activity related to his negative encounter with his boss earlier in the day.
4. Studies about the interplay between thinking and emotions have shown that:
- _____ a. most people cannot change the way they think.
 - _____ b. people can learn how their thinking affects their emotions and change how they think.
 - _____ c. people can learn how their thinking affects their emotions, but unfortunately, emotions do not respond to reason.
 - _____ d. there is little evidence that changing one's thinking can translate into altered behavior.

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5. Controlled psychological experiments on obesity have found that:
- _____ a. all obese people are chronic overeaters.
 - _____ b. early family environment is the most important factor in weight gain and percentage of body fat throughout a person's life.
 - _____ c. a biological set point will keep people at or near the weight their bodies were designed to bear.
 - _____ d. more obese people are emotionally disturbed than people of normal weight.
6. The two most significant predictors of whom we are likely to fall in love with are:
- _____ a. passion and commitment.
 - _____ b. proximity and similarity.
 - _____ c. values and physical attraction.
 - _____ d. beliefs and sexual appeal.
7. Rape is primarily an act of:
- _____ a. dominance and aggression.
 - _____ b. sex and uncontrolled desire.
 - _____ c. compensation for problems with masculinity.
 - _____ d. sexual gratification.

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8. Which one of the following statements about homosexuality is **TRUE**?
- _____ a. Most homosexuals have a smothering mother and/or an absent father.
 - _____ b. Most homosexuals have been seduced in their youth by an older adult.
 - _____ c. The scientific cause of homosexuality remains a mystery.
 - _____ d. With sufficient support and motivation to change, a homosexual can switch his innate sexual orientation.
9. Theorists within the psychodynamic tradition would agree that:
- _____ a. most human behaviors and habits are the result of rational decision making.
 - _____ b. personality development is smooth and continuous.
 - _____ c. psychologists need to rely on objective, rather than subjective methods and observations.
 - _____ d. the primacy of the first five years of life is evident in the adult personality and behavior.
10. According to Abraham Maslow, the most important aspects of personality are:
- _____ a. the Big Five personality traits.
 - _____ b. a person's higher instincts and repressed conflicts.
 - _____ c. the qualities of the self-actualized person.
 - _____ d. the reinforcers and punishers in a person's learning history.

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11. Carl Rogers would agree that:
- _____ a. a parent can correct a child's behavior without withdrawing love from the child.
 - _____ b. reinforcement and punishment are of major importance in becoming a fully functioning person.
 - _____ c. unconditional love can overcome any destructive instincts that humans are born with.
 - _____ d. human nature involves loneliness, fear of freedom, and a struggle for meaning.
12. According to Piaget, _____ represents the beginning of a child's capacity to use mental imagery and other symbolic systems.
- _____ a. egocentric thinking
 - _____ b. accommodation
 - _____ c. object permanence
 - _____ d. assimilation

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13. The study of gender over the lifespan has revealed that:
- _____ a. when they reach middle age, women often become more achievement oriented, and men often become more nurturing.
 - _____ b. gender differences in personality traits are greatest during early adult years when individuals are establishing intimate relationships.
 - _____ c. children who grow up in extremely gender-typed families usually choose gender-typed careers and relationships as adults.
 - _____ d. gender-typed behaviors at the age of three are positively correlated with gender behaviors in early adulthood.
14. Erik H. Erikson wrote that:
- _____ a. personality is formed by the time a child is five or six years old.
 - _____ b. stage theories are inadequate in capturing life's developmental changes.
 - _____ c. adult development is characterized by four major transitions, which he called passages.
 - _____ d. eight inevitable crises must be resolved as one moves through life.

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15. Julia is working and attending college at the same time. Lately, she has been suffering chronic headaches and is falling behind in all her classes. For the past six months, her job has been extremely stressful, but she can't quit because she needs the money for tuition and living expenses. According to Hans Selye's theory of the body's response to stressors, Julia has entered the _____ phase of physiological reaction.
- _____ a. chronic stress
 - _____ b. alarm
 - _____ c. exhaustion
 - _____ d. resistance
16. Type A personalities are especially at risk for developing heart disease when:
- _____ a. they are highly reactive to stress.
 - _____ b. they display chronic antagonistic hostility.
 - _____ c. their sense of urgency keeps their hormone levels elevated for extended periods.
 - _____ d. they exhibit a constant determination to achieve.
17. As Molly looks at the grade on her final exam, she thinks, "I did well on this exam, but only because my roommate helped me study." Molly's thoughts indicate that she probably has:
- _____ a. an external locus of control.
 - _____ b. grown in self-esteem.
 - _____ c. an internal locus of control.

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18. _____ d. overcome her inability to cope with school-related stress.
The primary aim of the *Diagnostic and Statistical Manual of Mental Disorders* is to:
- _____ a. provide a subjective assessment of psychological problems.
_____ b. offer guidelines for interviewing clients.
_____ c. predict patterns of emotional behavior.
_____ d. describe mental disorders.
19. The most commonly used and valid method of identifying people with mental disorders is:
- _____ a. a series of projective tests.
_____ b. a clinical interview by a licensed clinical psychologist who has a doctoral degree.
_____ c. the Minnesota Multiphasic Personality Inventory (MMPI).
_____ d. a clinical interview combined with projective tests.
20. If a person has never experienced any specific anxiety-producing event, he or she:
- _____ a. could still suffer from generalized anxiety disorder.
_____ b. will be immune to posttraumatic stress disorder (PTSD).
_____ c. could still be at risk for developing generalized anxiety disorder if the hippocampus is enlarged.
_____ d. may still have a flawed genetic makeup that predicts vulnerability to posttraumatic stress disorder.

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21. Myron is diagnosed as schizophrenic. One of the negative symptoms of his disorder is:
- _____ a. bizarre delusions.
 - _____ b. “word salads.”
 - _____ c. emotional flatness.
 - _____ d. hallucinations of voices speaking to him.
22. A major challenge facing clinicians who prescribe antipsychotic medication is:
- _____ a. getting the patient to persevere in taking the medication as directed.
 - _____ b. getting patients released from the hospital into a self-care setting.
 - _____ c. decreasing anxiety as a positive symptom of schizophrenia.
 - _____ d. getting the patients to back off their medication for an occasional “drug holiday.”
23. The goal of psychoanalytic therapy is:
- _____ a. change.
 - _____ b. self-understanding.
 - _____ c. resolution of the immediate problem.
 - _____ d. free interaction and discussion between therapist and patient.

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24. A therapist treats Kendra's agoraphobia by riding on an airplane with her. The method this therapist uses is called:
- _____ a. systematic desensitization.
 - _____ b. flooding.
 - _____ c. transference.
 - _____ d. rational emotive behavior therapy.
25. To Carl Rogers, a successful therapist must _____ the client. Albert Ellis would prefer the therapist to _____ a client.
- _____ a. respect; challenge
 - _____ b. be accepting of; respect
 - _____ c. challenge; encourage
 - _____ d. encourage; just listen to