

■ Achievement Exam

Select the single best answer for each question or statement, then go online to community.ashworthcollege.edu and enter your answers.

1. The process through which a person understands and categorizes the behavior of others is called social:

____ a. indexing.

____ b. interpretation.

____ c. licensing.

____ d. perception.

2. According to Heider's attribution theory, when we come across a behavior we don't immediately understand, either in others or in ourselves, how do we seek to understand or explain the behavior?

____ a. We try to decide how best to change the behavior so that it is consistent with our current understanding.

____ b. We try to figure out how the behavior was influenced by a person's cultural background.

____ c. We try to figure out if the behavior was caused by internal dispositions or external situations.

____ d. We try to figure out if the person doing the behavior had favorable or malicious intents.

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3. Wendy is walking down the street when she suddenly falls down and lands squarely on her backside. A group of girls standing about fifty feet away start laughing hysterically, telling each other what a klutz that Wendy is. The unsympathetic girls in this group are making a(n) _____ attribution to explain why Wendy fell down.
- _____ a. situational
 - _____ b. negative
 - _____ c. positive
 - _____ d. dispositional
4. A _____ attribution looks at _____ factors, while a _____ attribution looks at _____ factors.
- _____ a. situational; external; dispositional; internal
 - _____ b. biased; influenced; unbiased; genuine
 - _____ c. dispositional; external; situational; internal
 - _____ d. biased; genuine; unbiased; influenced

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5. Annabelle was driving along when the car in front of her stopped suddenly. She stomped on the brake and avoided a collision by just a few inches. "Wow, it's a good thing I'm such a good driver," Annabelle thought. Sometime later, Annabelle was in an accident where she rear-ended a different vehicle. She told the officer, "Well, you see, it was dark and the road was wet. It was not possible for me to stop in time!" Annabelle's different responses to her successful or failed attempt to avoid an accident demonstrates the:

- _____ a. self-serving bias .
- _____ b. attractiveness bias.
- _____ c. availability heuristic.
- _____ d. fundamental attribution error.

6. The _____ effect is the tendency for people to behave in accordance with others' expectations.

- _____ a. self-serving
 - _____ b. social influence
 - _____ c. external attributional
 - _____ d. Pygmalion
-

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7. What is the basic underlying reason why we tend to make attributional mistakes?
- _____ a. We generally do not pay enough attention to our surroundings, and thus miss essential information that would help us avoid attributional mistakes.
 - _____ b. We generally are quick to assume the worst of intents in other people, so this leads us to attributional mistakes.
 - _____ c. We are more concerned with getting an attribution made quickly than getting it made correctly, and this causes us to make mistakes.
 - _____ d. We don't have enough information to know why a person behaved as they did, so we make rapid assumptions.
8. The _____ approach to studying personality is a method of interpreting data that is person-oriented and focuses on how the unique parts of a person's personality form a consistent whole.
- _____ a. individualistic
 - _____ b. nomothetic
 - _____ c. idiosyncratic
 - _____ d. idiographic

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9. The _____ approach to studying personality is a method of interpreting personality data that is variable-centered and focuses on finding consistent patterns of relationships among individuals' traits.
- _____ a. idiographic
 - _____ b. nomothetic
 - _____ c. collectivist
 - _____ d. individualistic
10. _____ are considered to be lasting, while _____ are more transient, or temporary.
- _____ a. Idiographic traits; nomothetic states
 - _____ b. States; traits
 - _____ c. Traits; states
 - _____ d. Nomothetic states; idiographic traits

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11. Raymond Cattell, attempting to transform the first published list of personality descriptors, used a statistical technique called _____, which identifies correlations and common clusters in a larger group. These clusters were used to define Cattell's theory of sixteen personality traits.
- _____ a. structural equation modeling
 - _____ b. factor analysis
 - _____ c. binomial linear regression
 - _____ d. canonical correlations
12. In terms of the five-factor model of personality, an individual who is grouchy and difficult to get along with, and who is also stubborn and refuses to try new things, would be described as:
- _____ a. low on extraversion and high on emotional instability.
 - _____ b. low on agreeableness and low on extraversion.
 - _____ c. low on conscientiousness and low on emotional instability.
 - _____ d. low on openness to experience and low on agreeableness.

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13. Which of the following is an accurate limitation of all personality questionnaires?
- ☐ a. The questions are more difficult for children to answer, and thus they cause us to over-pathologize kids.
 - ☐ b. The questions tend to be racially biased in favor of white individuals.
 - ☐ c. The questions tend to be transparent, so it is possible to present yourself differently than you actually are.
 - ☐ d. The questions favor male respondents and handicap female respondents.
14. What is the purpose of a defense mechanism from the psychodynamic perspective?
- ☐ a. To make sure that we make rational decisions that are based on reason and logic
 - ☐ b. To make sure that people who are negative and can have a negative effect on our lives are kept outside of our consciousness
 - ☐ c. To keep unpleasant thoughts and motivations in our unconscious mind
 - ☐ d. To keep us from developing psychological pathologies that can cause problems in our lives

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15. What has research found about the nearly universal human desire to be accepted and well-liked by others?
- _____ a. Wanting to be well-liked by others is an entirely psychological phenomenon that has nothing to do with our physical well-being.
 - _____ b. Society is becoming more and more tolerant of people who are on the "fringe" of normal and accepted behavior because the desire to be well-liked overwhelms the desire to judge others.
 - _____ c. Those who are isolated from society but who are happy in their isolation are as healthy as others, suggesting that the approval motive is not, in fact, universal.
 - _____ d. Wanting to be well-liked by others helps us survive by boosting health and reducing vulnerability to illness.
16. The _____ effect refers to a person's unconscious mimicry of other people's expressions, behaviors, and voice tones.
- _____ a. chameleon
 - _____ b. imitative
 - _____ c. contagion
 - _____ d. social influence

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17. The work of Solomon Asch showed how _____, or susceptibility to the opinions of others, can cause people to conform.
- _____ a. social inhibition
 - _____ b. suggestibility
 - _____ c. diffuse social boundaries
 - _____ d. persuasiveness
18. If you are driving along and you get a flat tire, in which of the following circumstances are you most likely to receive help?
- _____ a. If you are on the side of a busy highway and you open your trunk lid to indicate that there is a problem.
 - _____ b. If you are in the parking lot of a movie theater right after a popular, sold-out movie lets out.
 - _____ c. If you are near a crowded park where there are a lot of people picnicking.
 - _____ d. If you are on a remote country road where only one or two cars drive by each hour

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19. Omar is walking through the shopping mall with three of his buddies, when all of the sudden they come across a curious scene. Four girls are verbally abusing a fifth girl, and it is clear that a physical altercation is about to occur. Omar stands quietly watching the scene, until two of his friends step in to try to break up the fracas. When they intervene, Omar steps in as well, providing greater assurance that a fight is not going to take place. In this case, Omar's group of friends served as a _____ group for Omar's behavior.

- _____ a. pressure
- _____ b. conformity
- _____ c. normative
- _____ d. reference

20. Which of the following is not one of the conditions that influenced obedience in the Stanley Milgram experiment?

- _____ a. An intermediary bystander is present.
- _____ b. The participant is affected by normative and informational influence.
- _____ c. The victim is kept at a distance and is depersonalized.
- _____ d. the promise of an increased reward or incentive for increased obedience

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Select the single best answer for each question or statement, then go online to community.ashworthcollege.edu and enter your answers.

1. What is the relationship between the terms "mood" and "emotion?"
 - ☐ a. A mood is part of an emotion, but an emotion is not part of a mood.
 - ☐ b. An emotion is a response to a specific stimulus, while a mood is a more general free-floating feeling that does not relate directly to a stimulus.
 - ☐ c. An emotion is part of a mood, but a mood is not a part of an emotion.
 - ☐ d. A mood has an affective component, while an emotion has an expressive and a physiological component.

2. Thirteen-year-old Debbie is attempting to jump off of the high diving board for the very first time. Though she does not have a pathological fear of heights, the concept of jumping off of a ten-meter board is very stressful for her. As she walks to the edge of the board, her heart begins to pound and she gets goose bumps on her skin. These responses refer to the _____ component of an emotion.
 - ☐ a. expressive behavior
 - ☐ b. affective relay
 - ☐ c. cognitive experience
 - ☐ d. physiological arousal

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3. There are three primary components to the experiencing of any emotion. They are:
- _____ a. conventional, preconventional, and postconventional components.
 - _____ b. physiological arousal, expressive behavior, and cognitive experience.
 - _____ c. conscious, preconscious, and unconscious components.
 - _____ d. alarm, resistance, and exhaustion.
4. Emily is camping in the woods when suddenly her heart starts racing and her breathing increases. She isn't even aware that a bear has come out from behind a tree, but suddenly she begins feeling terror! Which theory of emotions suggests that our bodies' physiological changes can lead to the emotion of fear?
- _____ a. Plutchik's Emotional Wheel theory
 - _____ b. Schachter and Singer Two-Factor theory
 - _____ c. James-Lange theory
 - _____ d. Cannon-Bard theory

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5. The theorist who suggested that prior experiences of a stimulus can cause an exposure effect that primes us to react in a certain way to that stimulus in the future was:
- _____ a. Stanley Schachter.
 - _____ b. Robert Plutchik.
 - _____ c. Jerome Singer.
 - _____ d. Robert Zajonc.
6. Which of the following concepts underlies the placement of emotions on Plutchik's Emotion Wheel?
- _____ a. Emotions should be placed alphabetically around the wheel so it is easy to remember which one goes in which position.
 - _____ b. Emotions should be placed on opposite ends of the wheel when they contrast each other.
 - _____ c. One side of the wheel should refer to negative emotions while the other side should refer to positive emotions, but which emotion goes in which slot is not relevant.
 - _____ d. Emotions all exist in the same intensity, which is why the Emotion Wheel only exists in two dimensions.

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7. It is possible to cause a monkey to develop a condition called psychic blindness by surgically removing that animal's _____. When this happens the animal will lose its fear of objects that might ordinarily cause terror and extreme avoidant behaviors.
- _____ a. prefrontal cortex
 - _____ b. amygdala
 - _____ c. reticular activating system
 - _____ d. medulla oblongata
8. Despite the fact that a prefrontal lobotomy can, in fact, help to reduce the intensity of emotions, it also has the side effect of:
- _____ a. causing severe long-term memory loss.
 - _____ b. interrupting motor skills in the legs and feet.
 - _____ c. causing the hallucinations and delusions often associated with schizophrenia.
 - _____ d. impairing a person's ability to plan or manage their life.

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9. "Turn that frown upside down, mister!" Maybe you heard this line from a grandparent at some point in your life. Okay, if you are a girl, maybe it was "missy," but you get the point! According to the _____ hypothesis, smiling can, in fact, cause you to become happier!
- _____ a. myographic stimulation
 - _____ b. facial feedback
 - _____ c. positive muscular
 - _____ d. masking
10. Jason's wife, Mitzi, told him, "I think you should know that I'm pregnant!" After he regained consciousness and got some of the color back in his face, Jason started thinking about what life would be like as a father, imagining all of the joys and struggles that would be involved. Jason's process of imagining how he would feel about something that might happen in the future is called affective:
- _____ a. fantasizing.
 - _____ b. broadcasting.
 - _____ c. mulling.
 - _____ d. forecasting.

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11. All emotions, by definition, have _____, which refers to a positive or negative quality or "tone."
- _____ a. affect
 - _____ b. valence
 - _____ c. mood
 - _____ d. qualitative set
12. Which of the following is a reliable predictor of happiness?
- _____ a. Parenthood
 - _____ b. Optimism
 - _____ c. Higher education levels
 - _____ d. Physical attractiveness
13. Ross has been outside for the past four hours mowing the lawn and doing yard work on a ninety degree day. He comes inside and immediately begins downing glasses of water. After he's had three or four glasses, he stops drinking so quickly and calms down a bit. Ross's motivation to drink water is best explained by Clark Hull's _____ theory.
- _____ a. extrinsic satisfaction
 - _____ b. hedonic principle
 - _____ c. drive-reduction
 - _____ d. altruistic drive
-

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14. This term Professor Willen decided to take a course in American Sign Language in addition to her own teaching responsibilities. Although it was odd to be taking a class alongside some of her own students, she enjoyed the experience immensely. When her boss asked her why she was taking the course, she said, "I don't really know! I've just always wanted to learn sign language!" Professor Willen's decision to take this class is a prime example of _____ motivation.
- _____ a. extrinsic
 - _____ b. intrinsic
 - _____ c. hedonic
 - _____ d. incentive
15. Sarah runs track for her high school, and generally runs the longer distances. She notices that even though she experiences pain as the race continues, she can count on eventually experiencing a brief break from the pain, called the "runner's high." This is caused by the release of _____, neurotransmitters that inhibit pain and stimulate the immediate pleasure of rewards.
- _____ a. gamma-aminobutyric acid (GABA)
 - _____ b. dopamine
 - _____ c. endorphins
 - _____ d. ethylenediaminetetraacetic acid (EDTA)

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16. The _____ law states that in general people perform at their best when they experience a moderate level of arousal; too little arousal will not motivate their best effort, and too much arousal will interfere with their performance.

- _____ a. Yerkes-Dodson
- _____ b. Wertheimer-Werth
- _____ c. Berman-Silverman
- _____ d. Shneidman-Farberow

17. When your brain decides that it is time for you to eat, the lateral hypothalamus secretes a hormone called _____, which stimulates eating behaviors.

- _____ a. glucagon
- _____ b. bilirubin
- _____ c. insulin
- _____ d. orexin

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18. When a child is conceived and has an XY chromosome type, that child is genetically a boy. Which of the following statements best reflects where his chromosomes came from?
- _____ a. He got his X chromosome from Mom and his Y chromosome from Dad.
 - _____ b. He got his Y chromosome from Mom and the X chromosome from Dad.
 - _____ c. He got his XX chromosomes from Mom, but the XY chromosomes he got from Dad were genetically dominant, and that is why he is going to be a boy.
 - _____ d. It is impossible to know which chromosome came from which parent.
19. In most cases, what is the relationship between gender and biological sex?
- _____ a. In most cases, gender and biological sex are in vast opposition.
 - _____ b. Gender is only aligned with biological sex in cases of severe psychological disorders.
 - _____ c. Gender is only aligned with biological sex when a person is homosexual.
 - _____ d. In most cases, gender is aligned with biological sex.

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20. Johnny is taking a class in human sexuality, and he has been asked to make a list of body parts that would be considered primary sexual characteristics. Which of the following would not appear on that list?
- ☐ a. Uterus
 - ☐ b. Testicles
 - ☐ c. Ovaries
 - ☐ d. Breasts
21. The mental and physical responses that we experience when exposed to threatening or challenging events is called:
- ☐ a. panic.
 - ☐ b. stress.
 - ☐ c. anxiety.
 - ☐ d. terror.

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22. Natalya has received a phone call saying that her child is sick at school and needs to be picked up. Natalya is suddenly very flustered as she struggles to think of how she is going to get coverage at work, get to her child's school, and perhaps make an appointment with her doctor, all in just a few minutes. The stress that Natalya feels to this challenging set of circumstances could best be described as _____ stress.

_____ a. acute
_____ b. intrinsic
_____ c. chronic
_____ d. extrinsic

23. Almost _____% of Americans report experiencing frequent stress, with the same number reporting occasional stress in their live

_____ a. 95
_____ b. 70
_____ c. 55
_____ d. 40

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24. Despite popular misconception, stress can actually be good for you and serve positive functions. The stress that we experience in response to positive events is called:
- ☐ a. adaptive stress.
 - ☐ b. distress.
 - ☐ c. eustress.
 - ☐ d. positive stress.
25. The major finding of Walter Cannon's research into the physiological consequences of stress was that:
- ☐ a. psychological stress can cause a change in physical functioning that activates and assists our responses.
 - ☐ b. psychological stress is the number-one factor in the cause of heart disease.
 - ☐ c. psychological stress, in small amounts, actually promotes cellular repair more rapidly than when that stress is absent.
 - ☐ d. psychological stress causes the hormonal changes that mirror menopause in women and andropause in men, which is why stress so often leaves people "moody" and unpleasant.

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26. Which of the following is not a type of strategy for alleviating the effects of stressors?
- ☐ a. Emotional approaches
 - ☐ b. Cognitive approaches
 - ☐ c. Social approaches
 - ☐ d. Behavioral approaches
27. Once an individual determines that the stressor in his or her life is significant enough to require some response, they will engage in a _____ appraisal, in which their stress-coping resources are evaluated to determine the extent to which they will be able to handle or deal with the stressor.
- ☐ a. proactive
 - ☐ b. defensive
 - ☐ c. secondary
 - ☐ d. reactive

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28. Louanne has been having difficulties with stress lately, so she goes to a therapist who talks her through the process of alternately tensing and relaxing different muscle groups in her body. Then they work on proper breathing technique. The goal of these exercises, which are collectively called _____ therapy, is to help relieve tension and stress.

- _____ a. relaxation
- _____ b. dynamic muscle
- _____ c. peace induction
- _____ d. biofeedback

29. Compared to other alternative medicine techniques like acupuncture and meditation, how effective is biofeedback at helping to reduce stress?

- _____ a. Biofeedback is far more effective than meditation, but less effective than acupuncture.
- _____ b. Biofeedback is not significantly more effective, and it requires expensive equipment.
- _____ c. Biofeedback, acupuncture, and meditation are all rather ineffective.
- _____ d. Biofeedback is far less effective than meditation and acupuncture.

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30. _____ coping is a coping strategy that involves facing a stressor directly and working to overcome it.
- _____ a. Reactive
 - _____ b. Emotion-focused
 - _____ c. Problem-focused
 - _____ d. Rational
31. Jennifer has learned that her boss is very unhappy with her performance on a recent project. She also knows that the company has been in trouble lately, and that people are in danger of losing their jobs. Which of the following would be the best example of a rational coping response from Jennifer?
- _____ a. Jennifer goes to her boss, discusses the deficits in her performance, and gets feedback on how to improve.
 - _____ b. Jennifer makes sure to avoid seeing her boss, because if she cannot be found then she cannot be fired.
 - _____ c. Jennifer scrambles to get coworkers who are friends to agree to "share" the blame for the deficient work, so that everyone can't be fired at once.
 - _____ d. Jennifer takes a day off, works on the project at home to try to improve it, and then hopes to submit it without her boss realizing that she redid the work.

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32. _____ coping is a coping strategy that involves maintaining an artificially positive viewpoint and trying not to think about a stressor.
- _____ a. Repressive
 - _____ b. Reframed
 - _____ c. Anticipatory
 - _____ d. Defensive
33. _____-focused coping is a coping strategy that involves a person attempting to alleviate stress directly, either by eliminating the source of a stressor or by changing the way he or she behaves in stressful situations.
- _____ a. Behavior
 - _____ b. Emotion
 - _____ c. Adaption
 - _____ d. Problem

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34. What is the relationship between perceived control and the experience of stress?
- ☐ a. Research has not revealed any relationship between stress and perceived control.
 - ☐ b. Stress and control are directly related, meaning that the more control we perceive we have, the more stress we tend to experience.
 - ☐ c. The perception that one has control over a situation helps reduce the stress caused by that situation.
 - ☐ d. Experiencing stress in a given situation lowers our perception of the control we have over that stressor.
35. Which of the following is the title of the book that classifies psychological disorders and lists the symptoms of each diagnosis?
- ☐ a. The Stafford Handbook of Psychiatric Diagnosis
 - ☐ b. The Diagnostic and Statistic Manual of Mental Disorders
 - ☐ c. The International Mental Illness Tome
 - ☐ d. The American Standard Diagnostic Encyclopedia

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36. Which of the following is one of the criteria for defining a mental disorder as spelled out in the DSM-IV-TR?
- ☐ a. The disturbances involve short-term, acute distress.
 - ☐ b. The disturbances are best explained by poverty, prejudice, or other social forces.
 - ☐ c. The disturbances are viewed by mental health professionals as harmful, deviant, distressful, and dysfunctional.
 - ☐ d. The disturbances have a rapid onset and are a marked change from recent functioning.
37. Angela has been diagnosed with schizophrenia. She is in her late teens, is experiencing her first psychotic episode, and has been hospitalized. Her parents have given consent for treatment with medications and intend to follow up with carefully trained physicians and therapists to get psychotherapy, education, and medication. If they are very conscientious about her care, and if Angela is an active and willing participant in her own treatment, she should be able to manage her illness and lead a productive and happy life. This anticipated outcome of an illness is called a:
- ☐ a. prediction.
 - ☐ b. prognosis .
 - ☐ c. concordance plan.
 - ☐ d. treatment plan.

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38. Anat is seeing a psychotherapist for recent onset symptoms of depression. As the therapist is doing her initial evaluation, she learns that Anat and her boyfriend recently broke up, and that Anat has been taking the end of that relationship with great difficulty. Which of the DSM-IV-TR axes would be used to chart this clinically important information?
- ☐ a. Axis V
 - ☐ b. Axis III
 - ☐ c. Axis IV
 - ☐ d. Axis II
39. Gene is being trained in the ability to give a psychological _____, which means to assign a label for a person's mental disorder assigned by identifying and classifying patterns of behavior.
- ☐ a. evaluation
 - ☐ b. prognosis
 - ☐ c. diagnosis
 - ☐ d. assessment

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40. Anna has been diagnosed with an anxiety disorder, in this case obsessive-compulsive disorder, and a case of alcohol abuse. Which of the following terms best describes her clinical situation?

- ☐ a. Symptom-syndrome interaction
- ☐ b. Prognosis
- ☐ c. Dual diagnosis
- ☐ d. Comorbidity