1. Mrs. Alfieri believes that her husband's angry outbursts against her result from his unconscious hatred of his own mother. Mrs. Alfieri is looking at her husband's behavior from a(n) ______ perspective.
   A) evolutionary
   B) behavioral
   C) psychodynamic
   D) behavior genetics
   E) social-cultural

2. Which of the following psychologists most clearly rejected the value of introspection?
   A) Wundt
   B) Titchener
   C) Watson
   D) James
   E) Freud

3. Humanistic psychologists focused attention on the importance of people's
   A) childhood memories.
   B) genetic predispositions.
   C) unconscious thought processes.
   D) potential for healthy growth.
   E) reactions to environmental stimuli.

4. Dr. Lipka is involved in an applied research study of customer satisfaction with a newly developed line of facial cosmetics and other beauty aids. Dr. Lipka is most likely a(n) ______ psychologist.
   A) clinical
   B) developmental
   C) social
   D) personality
   E) industrial/organizational

5. Functionalism was a school of psychology that focused attention on the
   A) adaptive value of conscious thoughts and emotions.
   B) component elements of sensory experience.
   C) disruptive effects of unconscious motives.
   D) treatment of psychological disorders.
   E) inward immediate sensations, feelings, and impulses.
6. Which perspective is most relevant to understanding the impact of strokes and brain diseases on memory?
   A) evolutionary
   B) behavioral
   C) psychodynamic
   D) neuroscience
   E) behavior genetics

7. Which professional specialty focuses on the diagnosis and treatment of people with psychological disorders?
   A) personality psychology
   B) social psychology
   C) biological psychology
   D) clinical psychology
   E) developmental psychology

8. In the context of debates regarding the origins of knowledge, Aristotle is to _______ as Plato is to _______.
   A) soul; body
   B) structuralism; functionalism
   C) stability; change
   D) introspection; observation
   E) nurture; nature

9. A theoretical perspective in psychology can be like a two-dimensional view of a three-dimensional object because each perspective is
   A) limited in its scope.
   B) likely to contradict other perspectives.
   C) based on assumptions shared by other perspectives.
   D) of little value for applied research.
   E) impossible to test scientifically.

10. The biopsychosocial approach provides an understanding of social-cultural influences integrated within the larger framework of
    A) SQ3R.
    B) introspection.
    C) humanistic psychology.
    D) multiple levels of analysis.
    E) structuralism.
11. Dr. Kozak has concluded that the unusually low incidence of alcoholism among citizens of a small African country can be attributed to strong fundamentalistic religious influences in that region. This belief best illustrates a(n) ________ perspective.
   A) behavior genetics  
   B) evolutionary  
   C) psychodynamic  
   D) neuroscience  
   E) social-cultural

12. William James was a prominent American
   A) psychoanalyst.  
   B) behaviorist.  
   C) functionalist.  
   D) structuralist.  
   E) gestaltist.

13. Efforts to discover whether the intelligence of children is more heavily influenced by their biology or by their home environments are most directly relevant to the debate regarding
   A) structuralism versus functionalism.  
   B) evolution versus natural selection.  
   C) observation versus introspection.  
   D) nature versus nurture.  
   E) humanism versus behaviorism.

14. The cognitive perspective in psychology focuses on how
   A) feelings are influenced by blood chemistry.  
   B) people try to understand their own unconscious motives.  
   C) behavior is influenced by environmental conditions.  
   D) people encode, process, store, and retrieve information.  
   E) how behaviors and thinking vary across cultures.

15. Who highlighted the reproductive advantages of environmentally adaptive traits?
   A) Plato  
   B) Aristotle  
   C) John Locke  
   D) Charles Darwin  
   E) William James
16. Six different high school students spent $10, $13, $2, $12, $13, and $4, respectively, on entertainment. The mode of this group's entertainment expenditures is 
   A) $9.  
   B) $10.  
   C) $11.  
   D) $12.  
   E) $13.

17. Alexandra is told that research supports the value of cosmetic surgery for boosting self-esteem. Belinda is told that the esteem-enhancing value of cosmetic surgery has been refuted by research. Both women would consider the findings to be common sense. This best illustrates the power of 
   A) random sampling.  
   B) the false consensus effect.  
   C) the hindsight bias.  
   D) illusory correlation.  
   E) the double-blind procedure.

18. Professor Shalet contends that parents and children have similar levels of intelligence largely because they share common genes. His idea is best described as a(n) 
   A) theory.  
   B) replication.  
   C) naturalistic observation.  
   D) illusory correlation.  
   E) hindsight bias.

19. If college graduates typically earn more money than high school graduates, this would indicate that level of education and income are 
   A) causally related.  
   B) positively correlated.  
   C) independent variables.  
   D) dependent variables.  
   E) negatively correlated.

20. In order to assess reactions to a proposed tuition hike at her college, Ariana sent a questionnaire to every fifteenth person in the college registrar's alphabetical listing of all currently enrolled students. Ariana employed the technique of 
   A) random assignment.  
   B) naturalistic observation.  
   C) replication.  
   D) correlation.  
   E) random sampling.
21. The healing power of positive expectations is best illustrated by
   A) overconfidence.
   B) illusory correlation.
   C) the placebo effect.
   D) hindsight bias.
   E) replication.

22. If psychologists discovered that more intelligent parents have smarter children than less intelligent parents, this would demonstrate that
   A) intelligence is inherited.
   B) more intelligent parents provide their children with greater educational opportunities than do less intelligent parents.
   C) the intelligence of parents and children is positively correlated.
   D) experiments based on this relationship would indicate causation.
   E) intelligence of children and parents are negatively correlated.

23. In order to study the effects of noise on worker productivity, researchers have one group of subjects work in a noisy room and a second group work in a quiet room. To ensure that any differences in the productivity of the two groups actually result from the different noise levels to which the groups are exposed, the researchers would use
   A) the case study.
   B) correlational measurement.
   C) naturalistic observation.
   D) replication.
   E) random assignment.

24. Researchers use experiments rather than other research methods in order to distinguish between
   A) facts and theories.
   B) causes and effects.
   C) case studies and surveys.
   D) random samples and representative samples.
   E) hypotheses and operational definitions.

25. A hypothesis is a(n)
   A) observable relationship between specific independent and dependent variables.
   B) testable prediction that gives direction to research.
   C) set of principles that organizes observations and explains newly discovered facts.
   D) unprovable assumption about the unobservable processes that underlie psychological functioning.
   E) statement of procedures used to define research variables.
26. Which of the following is most likely to inhibit critical thinking?
   A) operational definitions
   B) overconfidence
   C) random assignment
   D) naturalistic observation
   E) the double-blind procedure

27. Seven members of a boys' club reported the following individual earnings from their sale of cookies: $2, $9, $8, $10, $4, $9, and $7. In this distribution of individual earnings
   A) the median is greater than the mean and greater than the mode.
   B) the median is less than the mean and less than the mode.
   C) the median is greater than the mean and less than the mode.
   D) the median is less than the mean and greater than the mode.
   E) the median is equal to the mean and equal to the mode.

28. Which of the following is true for those assigned to a control group?
   A) The experimenter exerts the greatest influence on participants' behavior.
   B) The research participants are exposed to all the different experimental treatments.
   C) The research participants are exposed to the most favorable levels of experimental treatment.
   D) The experimental treatment is absent.
   E) The operational definition is not applied to their variables.

29. Which of the following statistical measures is most helpful for indicating the extent to which high school grades predict college grades?
   A) standard deviation
   B) mean
   C) median
   D) correlation coefficient
   E) range

30. Giving half the members of a group some purported psychological finding and the other half an opposite result is an easy way to demonstrate the impact of
   A) the false consensus effect.
   B) illusory correlation.
   C) the hindsight bias.
   D) random sampling.
   E) the double-blind procedure.
31. The chemical messengers of the endocrine system are called
   A) neurotransmitters.
   B) glial cells.
   C) hormones.
   D) agonists.
   E) genes.

32. The body's speedy, electrochemical information system is called the
   A) circulatory system.
   B) reproductive system.
   C) cerebral cortex.
   D) nervous system.
   E) endocrine system.

33. Severing a cat's reticular formation from higher brain regions causes the cat to
   A) become violently aggressive.
   B) cower in fear.
   C) experience convulsive seizures.
   D) lapse into a coma.
   E) become sexually preoccupied.

34. Messages are transmitted from your spinal cord to your digestive system's stomach
    muscles by the
   A) limbic system.
   B) central nervous system.
   C) sympathetic nervous system.
   D) somatic nervous system.
   E) reticular formation.

35. The concentration of glucose in active regions of the brain underlies the usefulness of
    a(n)
   A) MRI.
   B) brain lesion.
   C) EEG.
   D) PET scan.
   E) hemispherectomy.
36. Transferring messages from a motor neuron to a leg muscle requires the neurotransmitter known as
   A) dopamine.
   B) epinephrine.
   C) acetylcholine.
   D) insulin.
   E) endorphin.

37. The best way to detect enlarged fluid-filled brain regions in some patients who have schizophrenia is to use a(n)
   A) EEG.
   B) MRI.
   C) PET scan.
   D) brain lesion.
   E) X-ray.

38. The most extensive regions of the cerebral cortex, which enable learning and memory, are called the
   A) reticular formation.
   B) medulla.
   C) sensory areas.
   D) cerebellum.
   E) association areas.

39. When Mr. Valdez thought his 1-year-old daughter had fallen down the stairs, his heartbeat accelerated, his blood pressure rose, and he began to perspire heavily. Mr. Valdez's state of arousal was activated by his ______ nervous system.
   A) parasympathetic
   B) sympathetic
   C) somatic
   D) sensorimotor
   E) central

40. Epinephrine and norepinephrine are released by the
   A) thyroid gland.
   B) pituitary gland.
   C) parathyroids.
   D) adrenal glands.
   E) pancreas.
41. Nerves are neural cables containing many
   A) hormones.
   B) endorphins.
   C) interneurons.
   D) axons.
   E) lesions.

42. The minimum level of stimulation required to trigger a neural impulse is called the
   A) reflex.
   B) threshold.
   C) synapse.
   D) action potential.
   E) refractory period.

43. The slowdown of neural communication in multiple sclerosis involves a degeneration of
   the
   A) amygdala.
   B) dendrites.
   C) corpus callosum.
   D) myelin sheath.
   E) pituitary gland.

44. The capacity of one brain area to take over the functions of another damaged brain area
   is known as brain
   A) tomography.
   B) phrenology.
   C) hemispherectomy.
   D) aphasia.
   E) plasticity.

45. Neural networks refer to
   A) the branching extensions of a neuron.
   B) interconnected clusters of neurons in the central nervous system.
   C) neural cables containing many axons.
   D) junctions between sending and receiving neurons.
   E) neurons that connect the central nervous system to the rest of the body.
46. Which of the following provides the clearest indication of a drug addiction?
   A) physical dependence
   B) hallucinations
   C) narcolepsy
   D) alpha waves
   E) REM rebound

47. Which of the following drugs is classified as a stimulant?
   A) marijuana
   B) morphine
   C) alcohol
   D) nicotine
   E) LSD

48. Just prior to awakening Chinua from a hypnotic state, the therapist told him that during
the next few days he would feel nauseous whenever he reached for a cigarette. Chinua's
therapist was attempting to make use of
   A) age regression.
   B) posthypnotic suggestion.
   C) hypnagogic sensations.
   D) REM rebound.
   E) a hidden observer.

49. Mr. Dayton occasionally stops breathing while sleeping. He wakes up to snort air for a
few seconds before falling back to sleep. Mrs. Dayton complains that her husband
snorers. Clearly, Mr. Dayton suffers from
   A) sleep apnea.
   B) narcolepsy.
   C) insomnia.
   D) night terrors.
   E) aphasia.

50. Studies of marijuana's effects indicate that
   A) daily use of the drug is currently higher than it has ever been among high school
      high school seniors.
   B) regular users may achieve a high with less of the drug than occasional users.
   C) regular usage has no serious negative effects on physical health.
   D) usage consistently reduces feelings of anxiety and depression.
   E) marijuana is the most commonly used psychoactive drug in North America.
51. Our inability to consciously perceive all the sensory information available to us at any single point in time best illustrates the necessity of
A) selective attention.
B) relative clarity.
C) retinal disparity.
D) perceptual constancy.
E) the phi phenomenon.

52. Twenty-eight-year-old Theodore has an irrational fear of dogs. His therapist hypnotizes him and asks him to mentally relive his earliest childhood experience with a dog. The therapist is making use of
A) hypnagogic sensations.
B) age regression.
C) REM rebound.
D) temporal dissociation.
E) the hidden observer.

53. The rhythmic bursts of brain activity that occur during Stage 2 sleep are called
A) alpha waves.
B) circadian rhythms.
C) sleep spindles.
D) delta waves.
E) amplitude waves.

54. Terry has not had a decent night of sleep in over a week. If this sleep deprivation continues, he will become increasingly susceptible to
A) viral infections.
B) sleep apnea.
C) insomnia.
D) night terrors.
E) dissociation.

55. It has been found that night terrors
A) are usually recalled vividly for days following their occurrence.
B) are typically accompanied by a state of temporary muscular immobility or paralysis.
C) jolt the sleeper to a sudden state of full waking alertness.
D) typically occur during Stage 4 sleep.
E) involve the temporary inability to breathe.
56. Three hours after going to sleep, Shoshanna's heart rate increases, her breathing becomes more rapid, and her eyes move rapidly under her closed lids. Research suggests that Shoshanna is
   A) dreaming.
   B) entering the third stage of sleep.
   C) ready to sleepwalk.
   D) exhibiting a sleep spindle.
   E) experiencing a night terror.

57. Sleeptalking may occur during
   A) Stage 1 sleep.
   B) Stage 2 sleep.
   C) REM sleep.
   D) Stage 4 sleep.
   E) any stage of sleep.

58. In one study, both hypnotized and unhypnotized subjects were told to throw acid in a researcher's face. In this experiment, hypnotized people
   A) usually refused to engage in antisocial behavior.
   B) behaved in the same fashion as unhypnotized individuals.
   C) were easily influenced to act against their own will.
   D) experienced much more anxiety than unhypnotized individuals.
   E) often immediately awakened from the hypnotic state.

59. Morphine and heroin are
   A) amphetamines.
   B) opiates.
   C) hallucinogens.
   D) barbiturates.
   E) stimulants.

60. Consciousness is
   A) the ability to solve problems, reason, and remember.
   B) the sudden and often novel realization of the solution to a problem.
   C) the process of organizing and interpreting sensory information.
   D) effortless encoding of incidental information into memory.
   E) our awareness of ourselves and our environment.
61. A willingness to switch jobs and move from one part of the country to another best illustrates one of the consequences of
   A) collectivism.
   B) heritability.
   C) individualism.
   D) gender schema.
   E) communication systems.

62. Parents in Westernized cultures are more likely than parents in Asian cultures to encourage children to value
   A) nonconformity.
   B) gender roles.
   C) cultural traditions.
   D) norms.
   E) enduring friendships.

63. Elton responds to his daughter's fistfight with, "Good girls don't fight!" but when his son has a fistfight he says, "Did you win?!" The role of Elton's reactions in the gender-typing of his children would be of most direct interest to
   A) behavior geneticists.
   B) social learning theorists.
   C) Freudian psychologists.
   D) evolutionary psychologists.
   E) gender schema theorists.

64. One would not observe unusually high rates of divorce in cultures that promote
   A) collectivism.
   B) ethnic diversity.
   C) personal privacy.
   D) individual human rights.
   E) political pluralism.

65. According to evolutionary psychologists, behaviors that promote reproductive success are likely to be
   A) socially prohibited.
   B) genetically predisposed.
   C) ecologically disruptive.
   D) disease-producing.
   E) learned by association.
66. As members of the human family, we all share a common
   A) value system.
   B) personal space.
   C) gender schema.
   D) biological heritage.
   E) gender role.

67. Professor Archibald suggests that men are more likely than women to initiate casual sex
   because this has historically served to be a more successful reproductive strategy for
   men than for women. The professor's suggestion best illustrates a(n) ________ theory.
   A) social learning
   B) evolutionary
   C) gender schema
   D) Freudian
   E) cognitive

68. Research most clearly suggests that personality traits are more strongly influenced by
   A) genes than by home environment.
   B) home environment than by genes.
   C) genes than by peers.
   D) home environment than by peers.
   E) genes than by heredity.

69. When Mr. Thompson lived overseas for a year, he was very surprised at how much
   respect he received from people simply because he was an elderly person. His sense of
   surprise suggests that he had not previously lived in a culture characterized by
   A) social diversity.
   B) collectivism.
   C) heritability.
   D) individualism.
   E) self-actualization.

70. Twin studies suggest that a strong influence on emotional instability comes from
   A) genetic predispositions.
   B) the Y chromosome.
   C) gender schemas.
   D) the X chromosome.
   E) testosterone.
71. Innovation and creativity are most likely to be appreciated in a culture characterized by
   A) gender-typing.
   B) collectivism.
   C) heritability.
   D) individualism.
   E) free association.

72. Identical twins separated at birth and raised in completely different cultures would be
    most likely to have similar
   A) gender schemas.
   B) religious beliefs.
   C) temperaments.
   D) norms.
   E) food preferences.

73. A collectivist culture is especially likely to emphasize the importance of
   A) social harmony.
   B) personal privacy.
   C) innovation and creativity.
   D) racial diversity.
   E) personal convictions.

74. Maria has always taken responsibility for preparing family meals because she learned
    that this was expected of women. Her behavior best illustrates the importance of
   A) heritability.
   B) natural selection.
   C) temperament.
   D) gender roles.
   E) sexual orientation.

75. A child's temperament is likely to be
   A) difficult to observe.
   B) stable over time.
   C) a product of parenting style.
   D) a reflection of his or her gender schema.
   E) different as an infant than as a teenager.
Answer Key

1. C
2. C
3. D
4. E
5. A
6. D
7. D
8. E
9. A
10. D
11. E
12. C
13. D
14. D
15. D
16. E
17. C
18. A
19. B
20. E
21. C
22. C
23. E
24. B
25. B
26. B
27. D
28. D
29. D
30. C
31. C
32. D
33. D
34. C
35. D
36. C
37. B
38. E
39. B
40. D
41. D
42. B
43. D
44. E
45. B
46. A
47. D
48. B
49. A
50. B
51. A
52. B
53. C
54. A
55. D
56. A
57. E
58. B
59. B
60. E
61. D
62. A
63. B
64. A
65. B
66. D
67. B
68. A
69. B
70. A
71. D
72. C
73. A
74. D
75. B