1. In one survey, Americans were more optimistic that they themselves would go to heaven than would either Michael Jordan or Bill Clinton. This best illustrates
   A) the Barnum effect.
   B) the self-reference phenomenon.
   C) the spotlight effect.
   D) self-serving bias.
   E) an internal locus of control.

2. The social-cognitive perspective suggests that the best way to predict a political candidate's performance effectiveness after election is to assess that individual's
   A) current feelings of personal control.
   B) specific political goals for the future.
   C) general feelings of optimism about the future.
   D) past performance in situations involving similar responsibilities.
   E) personality traits as revealed by the MMPI.

3. Byron is always looking to others for advice, approval, and affection. According to the psychoanalytic perspective, Byron is most likely fixated at the _______ stage.
   A) phallic
   B) anal
   C) latency
   D) genital
   E) oral

4. Which perspective on human personality emphasizes reciprocal determinism?
   A) psychoanalytic
   B) social-cognitive
   C) trait
   D) humanistic
   E) functionalist

5. Being highly imaginative is most closely related to the Big Five trait dimension of
   A) extraversion.
   B) openness.
   C) neuroticism.
   D) conscientiousness.
   E) agreeableness.
6. Sasha believes that the questions on college tests are so unrelated to course work that studying is useless. Sasha's belief most clearly illustrates
A) reciprocal determinism.
B) the false consensus effect.
C) an external locus of control.
D) the spotlight effect.
E) the Barnum effect.

7. A person who is careless and disorganized most clearly ranks low on the Big Five trait dimension of
A) emotional stability.
B) extraversion.
C) openness.
D) agreeableness.
E) conscientiousness.

8. The Myers-Briggs Type Indicator classifies people according to personality types identified by
A) Gordon Allport.
B) Carl Jung.
C) Albert Bandura.
D) Carl Rogers.
E) Abraham Maslow.

9. According to Freud, children develop unconscious sexual desires for the parent of the opposite sex during the ________ stage.
A) oral
B) genital
C) phallic
D) anal
E) latency

10. People's scores on personality tests often fail to predict their behavior in a real-life situation. According to Walter Mischel, this should make us more cautious about emphasizing the consistency of
A) self-efficacy.
B) personality traits.
C) reciprocal determinism.
D) unconditional positive regard.
E) self-actualization.
11. Students who perceive that their low test scores are due to their own lack of ability best illustrate
   A) self-serving bias.
   B) the false consensus effect.
   C) the spotlight effect.
   D) a pessimistic attributional style.
   E) internal locus of control.

12. In assessing a client's personal growth, Carl Rogers measured the correspondence between
   A) the pleasure principle and the reality principle.
   B) ideal self and actual self.
   C) the client's values and the therapist's values.
   D) internal locus of control and external locus of control.
   E) introversion and extroversion.

13. Within the framework of Bandura's reciprocal determinism, an external locus of control refers to a(n)
   A) behavior.
   B) genetic predisposition.
   C) environmental factor.
   D) cognitive factor.
   E) defense mechanism.

14. Characteristic patterns of behavior and conscious motives are called
   A) manifest content.
   B) fixations.
   C) projections.
   D) traits.
   E) self-actualizations.

15. As her parents became increasingly more abusive toward her, Amity began, with apparent sincerity, to emphatically express her great admiration for her parents. Amity's behavior illustrates most clearly the defense mechanism of
   A) regression.
   B) projection.
   C) displacement.
   D) rationalization.
   E) reaction formation.
16. Hasina was an abused child; as an adult, she is homeless and squanders any money she can find on alcohol. Alfred Adler would have suggested that Hasina suffers from
A) an Electra complex.
B) the spotlight effect.
C) an oral fixation.
D) feelings of inferiority.
E) the Barnum effect.

17. Boris does not like chemistry, but he has chosen it as his college major simply to prove that he is just as smart as his father, who is an outstanding chemist. A psychoanalyst would be most likely to suggest that Boris suffers from an unresolved
A) oral fixation.
B) free association.
C) external locus of control.
D) Oedipus complex.
E) projection.

18. Coretta is quiet, pessimistic, anxious, and moody. In terms of the Eysencks' basic personality dimensions she would be classified as
A) unstable-introverted.
B) internal-impulsive.
C) manic-depressive.
D) external-dependent.
E) passive-aggressive.

19. Martin is optimistic, impulsive, excitable, and restless. In terms of the Eysencks' basic personality dimensions, he would be classified as
A) external-dependent.
B) manic-depressive.
C) unstable-extraverted.
D) passive-aggressive.
E) internal-mesomorphic.

20. The Thematic Apperception Test requires people to respond to
A) incomplete sentences.
B) ambiguous pictures.
C) unfamiliar melodies.
D) meaningless inkblots.
E) focus questions.
21. Maslow most clearly interjected his own personal values into his study of self-actualized individuals by
   A) selectively studying people with qualities he admired.
   B) interpreting their flattering self-descriptions as a self-serving bias.
   C) overemphasizing the value of their loyalty to cultural norms.
   D) using projective tests to assess their motives.
   E) using free association and dream analysis.

22. Julio believes that no matter how hard he works, the “system” is so biased against his ethnic group that he will be unable to achieve economic success. Julio's thinking most clearly demonstrates
   A) displacement.
   B) reaction formation.
   C) the self-reference phenomenon.
   D) an external locus of control.
   E) the spotlight effect.

23. Which of the following is most likely to be associated with high self-esteem?
   A) the spotlight effect
   B) an Electra complex
   C) self-serving bias
   D) an external locus of control
   E) reciprocal determinism

24. The best indicator of a person's level of optimism is his or her
   A) ideal self.
   B) gender identity.
   C) attributional style.
   D) unconditional positive regard.
   E) self-esteem.

25. Melissa is unconsciously fearful that her husband is a better cook than she. Recently, she refused his offer to prepare dinner because, said she, “You could better spend the time playing with our kids.” Melissa's comment best illustrates
   A) regression.
   B) projection.
   C) rationalization.
   D) displacement.
   E) reaction formation.
26. Because Mr. Maloney trusts his employees, he treats them very kindly. His kindness leads them to work diligently on his behalf, which in turn increases his trust in them. This pattern of trust, kindness, diligence, and increasing trust illustrates what is meant by
A) reaction formation.
B) the spotlight effect.
C) displacement.
D) external locus of control.
E) reciprocal determinism.

27. After experiencing inescapable brutalities as a prisoner in a Nazi concentration camp, Mr. Sternberg became apathetic, stopped eating, and gave up all efforts to physically survive the ordeal. Mr. Sternberg's reaction most clearly illustrates
A) an inferiority complex.
B) the self-reference phenomenon.
C) learned helplessness.
D) an internal locus of control.
E) reaction formation.

28. Mrs. Smith, who is White and unconsciously in favor of racial segregation, tells her friends that most Blacks prefer to live in residential neighborhoods inhabited predominantly by Blacks. According to psychoanalytic theory, Mrs. Smith best illustrates
A) fixation.
B) reaction formation.
C) projection.
D) displacement.
E) regression.

29. The Myers-Briggs Type Indicator labels a person who is sympathetic, appreciative, and tactful as a(n) ________ type.
A) thinking
B) judging
C) feeling
D) intuitive
E) perceiving
30. Sexually active undergraduate women perceive themselves as much less likely to experience an unwanted pregnancy than other women at their university. This best illustrates
   A) an Electra complex.
   B) low self-esteem.
   C) displacement.
   D) the spotlight effect.
   E) unrealistic optimism.

31. Brenda has never cheated on a psychology test, but she often does so on chemistry tests. She recently stole some merchandise from a local store, but she also returned a lost billfold along with $28 to its rightful owner. Walter Mischel would have suggested that this pattern of behavior should make psychologists more cautious about emphasizing the consistency of
   A) personality traits.
   B) personal control.
   C) defense mechanisms.
   D) reciprocal determinism.
   E) unconditional positive regard.

32. Learned helplessness is most likely to result from
   A) a self-serving bias.
   B) an external locus of control.
   C) the false consensus effect.
   D) the self-reference phenomenon.
   E) an Oedipus complex.

33. Forgotten memories that we can easily recall were said by Freud to be
   A) displaced.
   B) projected.
   C) preconscious.
   D) fixated.
   E) unconscious.

34. Neo-Freudian personality theorists were most likely to disagree with Freud about the importance of
   A) the unconscious dynamics underlying behavior.
   B) childhood sexual instincts.
   C) anxiety and defense mechanisms.
   D) distinguishing between id, ego, and superego.
   E) unconscious impulses and anxieties.
35. Larry studies diligently because he is haunted by an image of himself being unable to get a job after graduation. Larry's diligence best illustrates the motivational impact of
A) an internal locus of control.
B) unconditioned positive regard.
C) learned helplessness.
D) possible selves.
E) the spotlight effect.

36. People with high self-esteem are less likely than those with low self-esteem to
A) experience an internal locus of control.
B) overestimate the accuracy of their beliefs.
C) manifest self-serving bias.
D) succumb to conformity pressures.
E) have a strong ego.

37. According to Freud, the unconscious is
A) the part of personality that cannot process information.
B) the thoughts, wishes, feelings, and memories, of which we are largely unaware.
C) a set of universal concepts acquired by all humans from our common past.
D) a reservoir of deeply repressed memories that does not affect behavior.
E) the personality structure that abides by the reality principle.

38. Overestimating the extent to which others notice and evaluate our appearance and performance is called
A) external locus of control.
B) self-serving bias.
C) reaction formation.
D) the spotlight effect.
E) fixation.

39. In national surveys, most business executives say they are more ethical than their average counterpart. This best illustrates
A) reaction formation.
B) an external locus of control.
C) the spotlight effect.
D) self-serving bias.
E) reciprocal determinism.
40. Which neo-Freudian theorist emphasized the influence of the collective unconscious in personality development?
   A) Jung
   B) Adler
   C) Horney
   D) Maslow
   E) Bandura

41. According to psychoanalytic theory, boys' fear of castration is most closely associated with
   A) an oral fixation.
   B) free association.
   C) learned helplessness.
   D) the Oedipus complex.
   E) the genital stage.

42. Martin Seligman advocates a positive psychology, which focuses on topics such as:
   A) optimism.
   B) projection.
   C) the Barnum effect.
   D) external locus of control.
   E) free association.

43. According to Bandura, reciprocal determinism involves multidirectional influences among
   A) mind, body, and behavior.
   B) thoughts, emotions, and actions.
   C) behaviors, internal personal factors, and environmental events.
   D) id, ego, and superego.
   E) learned helplessness, locus of control, and optimism.

44. Survivors' memories of Nazi death camp experiences most clearly challenge Freud's concept of
   A) fixation.
   B) repression.
   C) the Oedipus complex.
   D) motivational conflict.
   E) learned helplessness.
45. The defense mechanism in which self-justifying explanations replace the real, unconscious reasons for actions is
A) projection.
B) denial.
C) rationalization.
D) displacement.
E) reaction formation.

46. As personality descriptions become more positive, the Barnum effect becomes stronger. This best illustrates
A) the spotlight effect.
B) unconditional positive regard.
C) self-serving bias.
D) an external locus of control.
E) attributional style.

47. Because Greta is an extravert, she frequently goes to parties where she is encouraged to laugh and socialize with her friends. Because Jim is an introvert, he frequently spends weekends in the library where it's easy to quietly reflect and study. Greta and Jim best illustrate what is meant by
A) an external locus of control.
B) reciprocal determinism.
C) the self-reference phenomenon.
D) the Barnum effect.
E) reaction formation.

48. Mr. Dutoit was asked by his psychotherapist to look at some ambiguous pictures and make up a story about each. Mr. Dutoit was most likely taking the
A) TAT.
B) Myers-Briggs Type Indicator.
C) MMPI.
D) Personal Orientation Inventory.
E) Rorschach test.

49. When Professor McKay nervously began teaching a university class for the first time, he overestimated the extent to which his students would notice that he was anxious. His reaction best illustrates
A) self-serving bias.
B) an Electra complex.
C) the spotlight effect.
D) the self-reference phenomenon.
E) reciprocal determinism.
50. The tendency to accept more personal responsibility for one's successes than for one's failures best illustrates
   A) reaction formation.
   B) an external locus of control.
   C) self-serving bias.
   D) the self-reference phenomenon.
   E) the spotlight effect.
Answer Key

1. D
2. D
3. E
4. B
5. B
6. C
7. E
8. B
9. C
10. B
11. D
12. B
13. D
14. D
15. E
16. D
17. D
18. A
19. C
20. B
21. A
22. D
23. C
24. C
25. C
26. E
27. C
28. C
29. C
30. E
31. A
32. B
33. C
34. B
35. D
36. D
37. B
38. D
39. D
40. A
41. D
42. A
43. C
44. B
45. C
46. C
47. B
48. A
49. C
50. C