1. Two-year-old Philip was recently clawed by the neighbor's cat. Philip's newly developed tendency to fear all small animals demonstrates the process of
   A) generalization.
   B) latent learning.
   C) shaping.
   D) spontaneous recovery.
   E) secondary reinforcement.

2. B. F. Skinner's critics have claimed that he neglected the importance of the individual's
   A) personal freedom.
   B) early childhood experiences.
   C) pleasure-seeking tendencies.
   D) cultural background.
   E) past behaviors.

3. Escape from an aversive stimulus is a _______ reinforcer.
   A) positive
   B) negative
   C) secondary
   D) partial
   E) delayed

4. In a well-known experiment, preschool children pounded and kicked a large inflated Bobo doll that an adult had just beaten on. This experiment served to illustrate the importance of
   A) negative reinforcement.
   B) operant conditioning.
   C) respondent behavior.
   D) observational learning.
   E) spontaneous recovery.
5. Two years ago, the de Castellane Manufacturing Company included its employees in a profit-sharing plan in which workers receive semi-annual bonuses based on the company's profits. Since this plan was initiated, worker productivity at de Castellane has nearly doubled. This productivity increase is best explained in terms of
   A) observational learning.
   B) latent learning.
   C) operant conditioning.
   D) classical conditioning.
   E) spontaneous recovery.

6. Some psychologists believe that rats develop mental representations of mazes they have explored. These representations have been called
   A) primary reinforcers.
   B) successive approximations.
   C) discriminative stimuli.
   D) cognitive maps.
   E) intrinsic motivations.

7. Which of the following is the best example of a conditioned reinforcer?
   A) applause for an excellent piano recital
   B) a spanking for eating cookies before dinner
   C) a cold root beer for mowing the lawn on a hot day
   D) termination of shock after removing one's finger from a live electric wire
   E) pudding for eating all your peas at supper

8. The way slot machines reward gamblers with money best illustrates
   A) spontaneous recovery.
   B) partial reinforcement.
   C) generalization.
   D) shaping.
   E) continuous reinforcement.

9. It is easier to train a dog to bark for food than to train it to stand on its hind legs for food. This best illustrates the importance of ________ in learning.
   A) primary reinforcement
   B) generalization
   C) biological predispositions
   D) negative reinforcement
   E) spontaneous recovery
10. A fixed-ratio schedule of reinforcement is one in which a response is reinforced only after a(n)
   A) specified time period has elapsed.
   B) unpredictable time period has elapsed.
   C) specified number of responses have been made.
   D) unpredictable number of responses have been made.
   E) specific number of rewards and punishments are applied.

11. Rhesus maeque monkeys are more likely to reconcile after a fight if they grow up with forgiving older stump tail macaque monkeys. This best illustrates the impact of
   A) observational learning.
   B) immediate reinforcement.
   C) spontaneous recovery.
   D) respondent behavior.
   E) shaping.

12. For purposes of effective child-rearing, most psychologists favor the use of
   A) shaping over modeling.
   B) reinforcement over punishment.
   C) spontaneous recovery over extinction.
   D) classical conditioning over operant conditioning.
   E) primary reinforcers over secondary reinforcers.

13. Animals most readily learn the specific associations that promote
   A) shaping.
   B) survival.
   C) extrinsic motivation.
   D) prosocial behavior.
   E) social interaction.

14. A Skinner box is a(n)
   A) soundproofed cubicle in which organisms are classically conditioned in the absence of distracting noise.
   B) aversive or punishing event that decreases the occurrence of certain undesirable behaviors.
   C) "slot machine" used to study the effects of partial reinforcement on human gambling practices.
   D) chamber containing a bar or key that an animal can manipulate to obtain a reward.
   E) television projection device designed for use in laboratory studies of observational learning.
15. Animals tend to revert from newly learned habits to their biologically predisposed behaviors. This is an example of
A) latent learning.
B) instinctive drift.
C) the law of effect.
D) spontaneous recovery.
E) operant conditioning.

16. Ever since his mother began to give Julio gold stars for keeping his bed dry all night, Julio discontinued his habit of bedwetting. His change in behavior best illustrates the value of
A) primary reinforcement.
B) classical conditioning.
C) spontaneous recovery.
D) operant conditioning.
E) latent learning.

17. Myron quit gambling after he lost over a thousand dollars betting on horse races. This best illustrates the effects of
A) negative reinforcers.
B) generalization.
C) spontaneous recovery.
D) punishment.
E) secondary reinforcers.

18. Because of the discomfort and embarrassment associated with his childhood bedwetting, Andrew becomes nervous whenever he has the urge to urinate. If genital arousal subsequently makes Andrew unusually anxious, this would best illustrate
A) shaping.
B) generalization.
C) spontaneous recovery.
D) secondary reinforcement.
E) the overjustification effect.

19. For the most rapid acquisition of a CR, the CS should be presented
A) shortly after the CR.
B) shortly after the US.
C) shortly before the US.
D) at the same time as the US.
E) shortly before the CR.
20. Toddlers taught to fear speeding cars may also begin to fear speeding trucks and motorcycles. This best illustrates
   A) generalization.
   B) secondary reinforcement.
   C) shaping.
   D) intermittent reinforcement.
   E) spontaneous recovery.

21. The most crucial ingredient in all learning is
   A) shaping.
   B) modeling.
   C) experience.
   D) intrinsic motivation.
   E) maturation.

22. Like European Christians who risked their lives to rescue Jews from the Nazis, civil rights activists of the 1960s had parents who
   A) consistently used reinforcement in combination with punishment to shape their children's moral behavior.
   B) modeled a strong moral or humanitarian concern.
   C) consistently used psychological punishment rather than physical punishment in shaping their children's behavior.
   D) consistently used permissive rather than authoritarian child-rearing practices.
   E) consistently explained to their children the harsh consequences of immoral behavior.

23. The introduction of an unpleasant stimulus is to _______ as the withdrawal of an unpleasant stimulus is to _______.
   A) acquisition; extinction
   B) negative reinforcer; positive reinforcer
   C) primary reinforcer; secondary reinforcer
   D) punishment; reinforcement
   E) partial reinforcement; continuous reinforcement

24. Pets who learn that the sound of an electric can opener signals the arrival of their food illustrate
   A) shaping.
   B) extrinsic motivation.
   C) classical conditioning.
   D) observational learning.
   E) negative reinforcement.
25. Using rewards to bribe people to engage in an activity they already enjoy is most likely to inhibit
   A) respondent behavior.
   B) continuous reinforcement.
   C) latent learning.
   D) spontaneous recovery.
   E) intrinsic motivation.

26. After receiving a painful shot from a female nurse in a white uniform, 3-year-old Vaclav experiences fear of any woman wearing a white dress. Vaclav’s reaction best illustrates
   A) shaping.
   B) extinction.
   C) latent learning.
   D) spontaneous recovery.
   E) generalization.

27. Operant response rates remain highest when individuals anticipate that their behavior will actually lead to further reinforcement. This best illustrates the importance of
   [ ] in operant conditioning.
   A) secondary reinforcers
   B) cognitive processes
   C) biological predispositions
   D) intrinsic motivation
   E) spontaneous recovery

28. In order to quickly teach a dog to roll over on command, you would be best advised to use
   A) classical conditioning rather than operant conditioning.
   B) partial reinforcement rather than continuous reinforcement.
   C) latent learning rather than shaping.
   D) immediate reinforcers rather than delayed reinforcers.
   E) negative reinforcers rather than positive reinforcers.

29. Dogs conditioned to salivate to stimulation of the thigh also begin to salivate when stimulated on other body parts. This best illustrates
   A) spontaneous recovery.
   B) continuous reinforcement.
   C) latent learning.
   D) generalization.
   E) habituation.
30. Skinner is to shaping as Bandura is to
   A) punishing.
   B) extinguishing.
   C) discriminating.
   D) modeling.
   E) generalizing.

31. After recovering from a serious motorcycle accident, Gina was afraid to ride a motorcycle but not a bicycle. Gina's pattern of fear best illustrates
   A) shaping.
   B) conditioned reinforcement.
   C) spontaneous recovery.
   D) discrimination.
   E) negative reinforcement.

32. The “psychic secretions” that interfered with Pavlov's experiments on digestion were
   A) unconditioned responses.
   B) primary reinforcers.
   C) conditioned responses.
   D) conditioned stimuli.
   E) conditioned reinforcers.

33. An animal trainer is teaching a miniature poodle to balance on a ball. Initially, he gives the poodle a treat for approaching the ball, then only for placing its front paws on the ball, and finally only for climbing on the ball. The trainer is using the method of
   A) successive approximations.
   B) delayed reinforcement.
   C) latent learning.
   D) classical conditioning.
   E) secondary reinforcement.

34. According to B. F. Skinner, human behavior is controlled primarily by
   A) biological predispositions.
   B) external influences.
   C) emotions.
   D) unconscious motives.
   E) conscious thoughts.
35. Because Saleem was spanked on several occasions for biting electric cords, he no longer does so. Saleem's behavior change best illustrates the value of
A) negative reinforcement.
B) classical conditioning.
C) conditioned reinforcers.
D) operant conditioning.
E) observational learning.

36. The cognitive perspective would be likely to emphasize that classical conditioning depends on
A) an organism's active behavioral responses to environmental stimulation.
B) the amount of time between the presentation of the CS and the US.
C) how frequently an organism is exposed to an association of a CS and a US.
D) an organism's expectation that a US will follow a CS.
E) the expectation of a reward for behavior being fulfilled.

37. If rats are allowed to wander through a complicated maze, they will subsequently run the maze with few errors when a food reward is placed at the end. Their good performance demonstrates
A) shaping.
B) latent learning.
C) delayed reinforcement.
D) spontaneous recovery.
E) modeling.

38. The introduction of a pleasant stimulus is to ________ as the withdrawal of a pleasant stimulus is to ________.
A) positive reinforcer; negative reinforcer
B) acquisition; extinction
C) reinforcement; punishment
D) generalization; discrimination
E) primary reinforcer; secondary reinforcer

39. Compared with apartment dwellers whose landlords pay their electricity costs, those apartment dwellers who pay their own electric bills use less electricity. This most clearly illustrates that consumer electricity usage is influenced by
A) operant conditioning.
B) classical conditioning.
C) observational learning.
D) spontaneous recovery.
E) latent learning.
40. Money is to food as ______ is to ______.
   A) delayed reinforcer; immediate reinforcer
   B) secondary reinforcer; primary reinforcer
   C) discrimination; generalization
   D) partial reinforcement; continuous reinforcement
   E) operant conditioning; classical conditioning
Answer Key

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