1. Psychologists who carefully watch the behavior of chimpanzee societies in the jungle are using a research method known as
   A) the survey.
   B) experimentation.
   C) naturalistic observation.
   D) the case study.
   E) random sampling.

2. During the past year, Zara and Ivan each read 2 books, but George read 9, Ali read 12, and Marsha read 25. The median number of books read by these individuals was
   A) 2.
   B) 50.
   C) 10.
   D) 12.
   E) 9.

3. Participants in an experiment are said to be blind if they are uninformed about
   A) the experimental hypothesis being tested.
   B) whether the experimental findings will be statistically significant.
   C) how the dependent variable is measured.
   D) which experimental treatment, if any, they are receiving.
   E) what research method is being used.

4. 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.
5. Seven members of a 4H club reported the following individual earnings from their sale of cakes: $7, $13, $3, $5, $2, $9, and $3. In this distribution of individual earnings, the
   A) mean is equal to the mode and equal to the median.
   B) mean is greater than the mode and greater than the median.
   C) mean is equal to the mode and less than the median.
   D) mean is greater than the mode and equal to the median.
   E) mean is less than the mode and less than the median.

6. 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.

7. In order to learn about the political attitudes of all students enrolled at Arizona State University, Professor Marlow randomly selected 800 of these students to complete a questionnaire. In this instance, all the students enrolled at Arizona State University are considered to be a(n)
   A) independent variable.
   B) representative sample.
   C) control.
   D) dependent variable.
   E) population.

8. To assess the effect of televised violence on aggression, researchers plan to expose one group of children to violent movie scenes and another group to nonviolent scenes. In order to reduce the chance that the children in one group have more aggressive personalities than those in the other group, the researchers should make use of
   A) random assignment.
   B) the double-blind procedure.
   C) naturalistic observations.
   D) operational definitions.
   E) replication.
9. 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.

10. Faustin, a member of his college’s golf team, has an opportunity to play against a nationally acclaimed professional golfer. How many holes of golf should Faustin choose to play with the professional in order to maximize his own slim chances of winning?
   A) 9
   B) 18
   C) 27
   D) 36
   E) 72

11. The function of dendrites is to
    A) receive incoming signals from other neurons.
    B) release neurotransmitters into the spatial junctions between neurons.
    C) coordinate the activation of the parasympathetic and sympathetic nervous systems.
    D) control pain through the release of opiate-like chemicals into the brain.
    E) transmit signals to other neurons.

12. 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.

13. In order for you to experience the pain of a sprained ankle, ______ must first relay messages from your ankle to your central nervous system.
    A) the limbic system
    B) interneurons
    C) the reticular formation
    D) motor neurons
    E) sensory neurons
14. With regard to the process of neural transmission, a refractory period refers to a time interval in which
   A) a neuron fires more rapidly than usual.
   B) an electrical charge travels from a sensory neuron to a motor neuron.
   C) positively charged ions are pumped back outside a neural membrane.
   D) an individual reflexively withdraws from a pain stimulus.
   E) dendrites transmit more electrical signals to axons.

15. Professor Seif conducts research on the relationship between the limbic system and sexual motivation. Her research interests best represent the psychological specialty known as
   A) behaviorism.
   B) biological psychology.
   C) psychoanalysis.
   D) cognitive psychology.
   E) behavior genetics.

16. Your life would be most immediately threatened if you suffered destruction of the
   A) amygdala.
   B) hippocampus.
   C) angular gyrus.
   D) corpus callosum.
   E) medulla.

17. An all-or-none response pattern is characteristic of the
   A) initiation of neural impulses.
   B) release of endorphins into the central nervous system.
   C) release of hormones into the bloodstream.
   D) activation of either the sympathetic or the parasympathetic system.
   E) inheritance of behavioral predispositions.

18. If your ________ is destroyed, the left side of your brain could not control the movements of your right hand.
   A) cerebral cortex
   B) amygdala
   C) hippocampus
   D) angular gyrus
   E) corpus callosum
19. The slowdown of neural communication in multiple sclerosis involves a degeneration of the
   A) amygda.  
   B) dendrites.  
   C) corpus callosum.  
   D) myelin sheath.  
   E) pituitary gland.

20. The somatic nervous system is a component of the _______ nervous system.
    A) peripheral  
    B) autonomic  
    C) central  
    D) sympathetic  
    E) parasympathetic

21. About three hours after he falls asleep, Bobby often sits up in bed screaming incoherently. His mother tries to awaken him, but with no success. His pulse races and he gasps for breath. The next morning, he remembers nothing. It appears that Bobby suffers from
    A) night terrors.  
    B) narcolepsy.  
    C) sleep spindles.  
    D) sleep apnea.  
    E) insomnia.

22. 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.

23. The activation-synthesis theory best helps to explain why
    A) most dreams are realistic portrayals of pleasant life events.  
    B) dreams are accompanied by eye movements.  
    C) dreams typically express unacceptable feelings in a symbolically disguised form.  
    D) individuals with sleep apnea are unable to recall any of their dreams.  
    E) people often experience sudden visual images during REM sleep.
24. The brain waves associated with REM sleep are most similar to those of
   A) Stage 1 sleep.
   B) Stage 2 sleep.
   C) Stage 3 sleep.
   D) Stage 4 sleep.
   E) Stage 5 sleep.

25. You typically fail to consciously perceive that your own nose is in your line of vision. This best illustrates
   A) sensory deprivation.
   B) selective attention.
   C) the phi phenomenon.
   D) convergence.
   E) visual capture.

26. Which of the following is the best advice for a person concerned about occasional insomnia?
   A) Relax and drink a glass of milk before bedtime.
   B) Eat a big dinner late in the evening so you'll feel drowsy at bedtime.
   C) Relax with a drink of your favorite alcoholic beverage just before bedtime.
   D) Engage in some form of vigorous physical exercise shortly before bedtime.
   E) Be sure to sleep later than usual once you do get to sleep.

27. Drivers are slower to detect traffic signals if they are conversing on a cellphone. This best illustrates the impact of
   A) age regression.
   B) selective attention.
   C) REM rebound.
   D) choice blindness.
   E) disinhibition.

28. The cocktail party effect provides an example of
   A) perceptual constancy.
   B) perceptual set.
   C) selective attention.
   D) stroboscopic movement.
   E) the phi phenomenon.
29. Research indicates that memories retrieved during hypnosis are
   A) forgotten again as soon as the person awakens from the hypnotic state.
   B) accurate recollections of information previously learned.
   C) experienced as being inaccurate even when they are true.
   D) often a combination of fact and fiction.
   E) often accurate indicators of childhood sexual abuse.

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

31. 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.

32. A segment of DNA capable of synthesizing a specific protein is called a
   A) gene.
   B) gender schema.
   C) chromosome.
   D) hormone.
   E) neurotransmitter.

33. Although identical twins have been shown to have some amazing psychological
    similarities, one should be cautious about attributing these similarities to genetic factors
    because
   A) the twins may have been raised in completely different environments.
   B) genetic factors influence physical, not psychological, characteristics.
   C) any two strangers are likely to share a string of coincidental similarities.
   D) many fraternal twins have been shown to be psychologically different from each
      other.
   E) most twin studies have not been replicated or validated.
34. 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.

35. Compared with the average man, the average woman is
   A) less likely to become sexually re-aroused immediately after orgasm.
   B) more likely to commit suicide.
   C) less likely to express emotions freely.
   D) more vulnerable to depression and anxiety.
   E) more likely to display public anger.

36. Professor Assad suggested that a cautious attitude toward sexual encounters has proven
   to be more reproductively advantageous to women than to men because the birth process
   is time-consuming. This suggestion best illustrates the logic of a(n) ________ theory of
   sexual behavior.
   A) evolutionary
   B) social learning
   C) Freudian
   D) gender schema
   E) humanistic

37. 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.

38. The reproductive advantage enjoyed by organisms best suited to a specific ecological
   niche is known as
   A) heritability.
   B) behavior genetics.
   C) natural selection.
   D) collectivism.
   E) cloning.
39. Cross-cultural research on human development indicates that
   A) person-to-person differences within cultural groups are larger than differences between groups.
   B) differences among cultural groups largely reflect genetic differences among racial groups.
   C) gender differences in behavior result from differences in biology rather than from differences in life experiences.
   D) developmental processes differ greatly among individuals raised in different cultures.
   E) genetic assessment of Cultural differences is possible.

40. 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.

41. A postconventional level of morality is most likely to be found in cultures that value
   A) individualism.
   B) utilitarianism.
   C) communism.
   D) social harmony.
   E) socialism.

42. Questions about the extent to which maladaptive habits learned in childhood can be overcome in adulthood are most directly relevant to the issue of
   A) continuity or stages.
   B) behavior or mental processes.
   C) stability or change.
   D) fluid or crystallized intelligence.
   E) nature or nurture.

43. Fred has no meaningful occupational goals and has switched college majors several times. Erikson would have suggested that Fred lacks
   A) identity.
   B) initiative.
   C) trust.
   D) autonomy.
   E) competence.
44. According to Piaget, egocentrism is to conservation as the _______ stage is to the _______ stage.
   A) preoperational; sensorimotor
   B) concrete operational; preoperational
   C) sensorimotor; preoperational
   D) concrete operational; formal operational
   E) preoperational; concrete operational

45. The paternal deprivation experienced by many young children with divorced or unmarried parents is likely to put them at increased risk for
   A) habituation.
   B) egocentrism.
   C) stranger anxiety.
   D) insecure attachments.
   E) postconventional morality.

46. The ratio of males to females first begins declining during
   A) adulthood.
   B) infancy.
   C) childhood.
   D) adolescence.
   E) prenatal development.

47. Henry disapproves of stealing jelly beans from his sister's Easter basket because he thinks his mother will spank him if he does. Henry best represents a(n) _______ morality.
   A) egocentric
   B) conventional
   C) preconventional
   D) concrete operational
   E) postconventional

48. One-year-old Eunice is not overly fearful of strangers but she clearly prefers being held by her mother than by anyone else. Her behavior best illustrates
   A) habituation.
   B) the rooting reflex.
   C) secure attachment.
   D) conservation.
   E) egocentrism.
49. Questions about the extent to which secure attachments are influenced by infant temperament or by responsive parenting are most directly relevant to the issue of
A) continuity or stages.
B) stability or change.
C) nature or nurture.
D) egocentrism.
E) assimilation or theory of mind.

50. Habituation refers to the
A) awareness that things continue to exist even when not perceived.
B) decreasing responsiveness to a stimulus to which one is repeatedly exposed.
C) adjustment of current schemas to make sense of new information.
D) interpretation of new information in terms of existing schemas.
E) biological growth processes that are relatively uninfluenced by experience.

51. The principle that two stimuli must differ by a constant proportion for their difference to be perceived is known as
A) the opponent-process theory.
B) Weber's law.
C) feature detection.
D) sensory interaction.
E) difference threshold.

52. The convergence of parallel lines provides the distance cue known as
A) interposition.
B) closure.
C) relative height.
D) linear perspective.
E) continuity.

53. Deaf culture advocates are most likely to object to the use of cochlear implants for
A) children who have been deaf from birth.
B) adults who have experienced a loss of both vision and hearing.
C) children who have never learned sign language.
D) adults whose hearing becomes impaired later in their lives.
E) non-deaf patients.
54. In additive color mixing, the combination of red, green, and blue creates _______; in
subtractive color mixing, the combination of red, yellow, and blue creates ________.
A) white; white
B) white; black
C) yellow; green
D) black; white
E) black; black

55. When most people stare at a red square and then shift their eyes to a white surface, the
afterimage of the square is
A) yellow.
B) red.
C) green.
D) blue.
E) white.

56. The discovery that high-frequency sounds trigger large vibrations near the beginning of
the basilar membrane supports the ________ theory.
A) gate-control
B) frequency
C) Young-Helmholtz
D) opponent-process
E) place

57. The tendency to perceive a moving light in the night sky as belonging to an airplane
rather than a satellite best illustrates the impact of
A) visual capture.
B) relative clarity.
C) feature detection.
D) perceptual set.
E) the phi phenomenon.

58. On a cloudy day, a yellow flower is likely to appear ________ it does on a bright sunny
day.
A) less colorful than
B) less yellow than
C) equally as yellow as
D) more yellow than
E) whiter than
59. Our experience of pain may be intensified when we perceive that others are experiencing pain. This best illustrates the importance of
   A) sensory adaptation.
   B) accommodation.
   C) top-down processing.
   D) kinesthesia.
   E) difference thresholds.

60. During the months when there is a large amount of pollen in the air, your hay fever severely affects your sense of smell. At the same time your food all seems to taste the same. This illustrates the importance of
   A) accommodation.
   B) sensory interaction.
   C) kinesthesia.
   D) serial processing.
   E) sensory adaptation.

61. Promising people monetary rewards for doing what they already enjoy doing is most likely to undermine
   A) latent learning.
   B) intrinsic motivation.
   C) spontaneous recovery.
   D) generalization.
   E) discrimination.

62. 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.

63. The tendency for a CR to be evoked by stimuli similar to the CS is called
   A) spontaneous recovery.
   B) conditioned reinforcement.
   C) latent learning.
   D) generalization.
   E) shaping.
64. Jacqueline is sexually aroused by the sight of her handsome boyfriend but not by the sight of her equally handsome brother. This best illustrates the value of
A) latent learning.
B) shaping.
C) intermittent reinforcement.
D) discrimination.
E) spontaneous recovery.

65. Without any explicit training from adults, many 8-year-old children know how to turn the ignition key in order to start their parents' cars. This best illustrates the importance of
A) observational learning.
B) classical conditioning.
C) operant conditioning.
D) spontaneous recovery.
E) discrimination.

66. Monica's psychotherapist reminds her so much of her own father that she has many of the same mixed emotional reactions to him that she has to her own dad. Her reactions to her therapist best illustrate the importance of
A) habituation.
B) latent learning.
C) generalization.
D) delayed reinforcement.
E) shaping.

67. Bandura's experiments indicate that ________ is important in the process of learning.
A) shaping
B) generalization
C) modeling
D) respondent behavior
E) secondary reinforcement

68. The first experimental studies of associative learning were conducted by
A) Watson.
B) Skinner.
C) Bandura.
D) Pavlov.
E) Deci.
69. 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.

70. Revoking the driver's license of a reckless driver is intended to serve as a
   A) negative reinforcement.
   B) positive reinforcement.
   C) negative punishment.
   D) positive punishment.
   E) punishing reinforcer.

71. Rehearsal is to encoding as retrieval cues are to
   A) chunking.
   B) relearning.
   C) priming.
   D) repression.
   E) the spacing effect.

72. Which of the following offers the best explanation for infantile amnesia?
   A) The hippocampus is one of the last brain structures to mature.
   B) The emotional reactivity of infants inhibits the process of encoding.
   C) The accumulation of life experiences disrupts the retrieval of early life events.
   D) Iconic memories last for less than a second in infants.
   E) Birth trauma prevents explicit encoding.

73. A flashbulb memory would typically be stored in ________ memory.
   A) iconic
   B) implicit
   C) echoic
   D) long-term
   E) short-term
74. Negative recall primed by distressing emotions most clearly illustrates
   A) repression.
   B) retroactive interference.
   C) the misinformation effect.
   D) proactive interference.
   E) mood-congruent memory.

75. Effortful processing can occur only with
   A) implicit memory.
   B) conscious attention.
   C) visual imagery.
   D) chunking.
   E) sensory memory.

76. The use of acronyms to improve one's memory of unfamiliar material best illustrates the
    value of
   A) imagery.
   B) chunking.
   C) the spacing effect.
   D) the serial position effect.
   E) the method of loci.

77. Explicit memory is to long-term memory as iconic memory is to ______ memory.
    A) sensory
    B) short-term
    C) flashbulb
    D) implicit
    E) state-dependent

78. Adults who have trouble remembering incidences of childhood sexual abuse have often
    been led by therapists to believe that their memory difficulties are due to
    A) memory storage failure.
    B) the misinformation effect.
    C) memory encoding failure.
    D) proactive interference.
    E) repression.
79. Acronyms are to chunking as the method of loci is to
   A) imagery.
   B) rehearsal.
   C) acoustic encoding.
   D) automatic processing.
   E) the "peg-word" system.

80. After hamsters learned whether to turn right or left in a maze in order to find food, their
    body temperature was lowered until the electrical activity in their brains ceased. When
    the hamsters were revived, they still remembered what they had learned prior to the
    "blackout." The hamsters' directional memory was apparently a(n) _______ memory.
   A) sensory
   B) repressed
   C) short-term
   D) long-term
   E) implicit

81. Professor Pegler's research efforts focus on how the use of heuristics influences the way
    people assess financial risks. Which specialty area does his research best represent?
   A) developmental psychology
   B) biological psychology
   C) clinical psychology
   D) cognitive psychology
   E) personality psychology

82. Because Ken is 6'6", people often mistakenly assume that he must be a member of his
    college's basketball team. This mistaken judgment best illustrates the impact of
   A) confirmation bias.
   B) the belief perseverance phenomenon.
   C) the representativeness heuristic.
   D) the availability heuristic.
   E) framing.

83. A single, memorable case of welfare fraud has a greater impact on estimates of the
    frequency of welfare abuse than do statistics showing that this case is actually the
    exception to the rule. This illustrates that judgments are influenced by the
   A) confirmation bias.
   B) representativeness heuristic.
   C) belief perseverance phenomenon.
   D) framing effect.
   E) availability heuristic.
84. The inability to see a problem from a new perspective is called
   A) confirmation bias.
   B) fixation.
   C) a heuristic.
   D) the framing effect.
   E) the availability heuristic.

85. When 3-year-old Rosalie complained, “Boris hit me with a ball,” she was illustrating the tendency of young children to
   A) use telegraphic speech patterns.
   B) imitate the incorrect speech patterns of others.
   C) receive inadequate reinforcement for correct language usage.
   D) overgeneralize certain grammatical rules in sentence construction.
   E) use incorrect phonemes in combination with correct morphemes.

86. People are less upset than when they miss getting an early payment discount than when they are asked to bear a late payment surcharge. This best illustrates the importance of
   A) belief perseverance.
   B) confirmation bias.
   C) framing.
   D) functional fixedness.
   E) the representativeness heuristic.

87. Ojinska sold many more raffle tickets when she told potential buyers they had a 10 percent chance of winning a prize than when she told them they had a 90 percent chance of not winning. This best illustrates
   A) the representativeness heuristic.
   B) the belief perseverance phenomenon.
   C) confirmation bias.
   D) the framing effect.
   E) the availability heuristic.

88. Our capacity for thinking without language is best illustrated by
   A) the framing effect.
   B) functional fixedness.
   C) unconscious information processing.
   D) the representativeness heuristic.
   E) the belief perseverance phenomenon.
89. After taking two years of college economics courses, Lionel thinks he knows enough about business to become a millionaire. Lionel should become more aware of
A) the representativeness heuristic.
B) functional fixedness.
C) the belief perseverance phenomenon.
D) overconfidence.
E) the framing effect.

90. A sudden realization of the solution to a problem is called
A) framing.
B) insight.
C) a heuristic.
D) belief perseverance.
E) an algorithm.

91. Exposure to high levels of male sex hormones during prenatal development is most likely to facilitate the subsequent development of
A) the g factor.
B) savant syndrome.
C) spatial abilities.
D) Down syndrome.
E) emotional intelligence.

92. Aptitude tests are specifically designed to
A) predict ability to learn a new skill.
B) compare an individual's abilities with those of highly successful people.
C) assess learned knowledge or skills.
D) assess the ability to produce novel and valuable ideas.
E) measure educational achievement.

93. Those who define intelligence as academic aptitude are most likely to criticize
A) Terman's concept of innate intelligence.
B) Spearman's concept of general intelligence.
C) Binet's concept of mental age.
D) Gardner's concept of multiple intelligences.
E) Sternberg's concept of analytical intelligence.
94. Research on racial and ethnic differences in intelligence indicates that
   A) desegregation has actually decreased the academic achievement of black American children.
   B) the average mathematics achievement test scores of Asian children are notably higher than those of North American children.
   C) among American Blacks, those with African ancestry receive the highest intelligence test scores.
   D) the Black-White difference in SAT scores has increased since 1979.
   E) the average vocabulary achievement test scores of North American and Asian children are about the same.

95. Intrinsic motivation is thought to be an important component of
   A) practical intelligence.
   B) creativity.
   C) the Flynn effect.
   D) savant syndrome.
   E) the g factor.

96. Psychologists measure the correlation between aptitude test scores and school grades in order to assess the ________ of the aptitude test.
   A) reliability
   B) standardization
   C) normal distribution
   D) factor analysis
   E) validity

97. Robert Sternberg distinguished among analytical, practical, and ________ intelligence.
   A) intrapersonal
   B) creative
   C) spatial
   D) musical
   E) physical

98. A test is reliable if it
   A) measures what it claims to measure or predicts what it is supposed to predict.
   B) yields dependably consistent scores.
   C) has been standardized on a representative sample of all those who are likely to take the test.
   D) samples the behavior that is being assessed.
   E) produces a normal distribution of scores.
99. The characteristics of savant syndrome have been used to support
   A) Spearman's belief in a Is intelligence one general ability or several specific abilities? or g, factor.
   B) Thurstone's notion of social intelligence.
   C) Gardner's argument for multiple intelligences.
   D) Stern's original IQ formula.
   E) Binet's intelligence quotient formula.

100. Experts who defend intelligence tests against the charge of being culturally biased and discriminatory would be most likely to highlight the ________ of intelligence tests.
   A) factor analysis
   B) content validity
   C) predictive validity
   D) reliability
   E) cultural filters

101. By scripting specific job-relevant questions to be asked of all those applying for a particular work position, a personnel psychologist is most clearly developing a framework for
   A) maximizing productivity.
   B) the experience of flow.
   C) transformational leadership.
   D) structured interviews.
   E) 360-degree feedback.

102. Sheila is more fearful of loneliness than of remaining in a physically abusive relationship with her boyfriend. This best illustrates the potentially harmful impact of ________ needs.
   A) self-actualization
   B) achievement
   C) belongingness
   D) sexual
   E) safety

103. Work is most likely to satisfy the higher-level needs in Maslow's hierarchy for those who
   A) work only part-time.
   B) view their work as a calling.
   C) are strongly motivated by high wages.
   D) are supervised by managers with a directive style.
   E) view work as a means to an end.
104. Research on obesity and weight control indicates that
   A) one pound is always lost for every 3500-calorie reduction in diet.
   B) fat cells are lost when sustained dieting is combined with exercise.
   C) once we become fat, we require less food to maintain our weight than we did to
      attain it.
   D) it is easier for people to lose weight on the second or third attempt at dieting than
      on the first try.
   E) obesity is related to learned patterns of behavior, not biological influences.

105. An unlearned and fixed pattern of behavior common to all members of a species is
    called a(n)
    A) set point.
    B) drive.
    C) instinct.
    D) need.
    E) incentive.

106. The influence of personal and cultural experience on our wants and desires can most
     clearly be seen in the influence of ______ on motivation.
     A) instincts
     B) homeostasis
     C) incentives
     D) set points
     E) needs

107. Contemporary psychologists are most likely to consider ______ to be a human
     instinct.
     A) infant sucking
     B) curiosity
     C) the need to belong
     D) religious ritual
     E) the experience of flow

108. Lack of body fluids is to cold water as ______ is to ______.
     A) need; incentive
     B) drive; incentive
     C) need; drive
     D) instinct; set point
     E) homeostasis; refractory period
109. A drive refers to
   A) a rigidly patterned and unlearned behavior characteristic of a species.
   B) anything that is perceived as having positive or negative value in motivating behavior.
   C) an aroused, motivated state that is often triggered by a physiological need.
   D) the body's resting rate of energy expenditure.
   E) an unconscious, repressed desire for pleasure.

110. The most basic or lowest-level need in Maslow's hierarchy of human motives includes the need for
   A) self-esteem.
   B) love and friendship.
   C) religious fulfillment.
   D) food and drink.
   E) achievement.

111. Our most rapid and automatic emotional responses may result from the routing of sensory input through the thalamus directly to the
   A) hippocampus.
   B) hypothalamus.
   C) cerebellum.
   D) brainstem.
   E) amygdala.

112. People who laugh a lot have exhibited a lower incidence of
   A) cancer.
   B) emotion-focused coping.
   C) heart disease.
   D) problem-focused coping.
   E) macrophages.

113. Which theory would be most threatened by evidence that highly similar patterns of physiological activity are associated with uniquely different emotional states?
   A) the two-factor theory
   B) the Cannon-Bard theory
   C) the catharsis theory
   D) the James-Lange theory
   E) the adaptation-level phenomenon
114. Research on the physiological states accompanying specific emotions indicates that
   A) each emotion has a unique pattern of sympathetic nervous system activity.
   B) emotions such as happiness and surprise are accompanied by different blood
      pressure levels.
   C) different emotions involve activation of different brain circuits.
   D) every emotion has precisely the same pattern of limbic system activity.
   E) the amygdala responds to different emotions using different neurotransmitters.

115. Logan is an unsuccessful businessman who feels little satisfaction with life. In order to
   increase his subjective well-being, Logan should
   A) imagine what his own life might be like if he became rich and famous.
   B) compare himself with friends who became rich and successful.
   C) identify how his own foolish decisions and lack of foresight have contributed to his
      unhappiness.
   D) recall past moments when his life was much more pleasant than it is now.
   E) imagine what his life might be like if he were suffering from a fatal disease.

116. North Americans are more likely than Japanese citizens to display their feelings openly.
   This cultural difference best reflects the American culture's greater emphasis on
   A) communication.
   B) role-playing.
   C) individuality.
   D) the spillover effect.
   E) relative deprivation.

117. Evidence that people can develop an emotional preference for stimuli to which they
   have been unknowingly exposed has convinced Robert Zajonc that
   A) our thoughts are not influenced by our emotional states.
   B) our normal feelings of love and anger are typically irrational.
   C) the two-factor theory of emotion is essentially correct.
   D) sometimes emotions precede cognition.
   E) emotional reactions bias our perceptions of the world.

118. The two-factor theory of emotion places more emphasis on the importance of ________
   than do other theories of emotion.
   A) cognitive activity
   B) subjective well-being
   C) physiological arousal
   D) catharsis
   E) overt behavior
119. When Mrs. Van Dyke first acquired a new luxury car, she was ecstatic. After several months, however, she took the car for granted and it gave her little sense of emotional excitement. This change in her feelings can best be explained in terms of the
A) adaptation-level phenomenon.
B) relative deprivation principle.
C) catharsis hypothesis.
D) spillover effect.
E) two-factor theory.

120. During a state of emotional arousal, the adrenal glands release ________ into the bloodstream.
A) insulin
B) acetylcholine
C) norepinephrine
D) glucose
E) testosterone
Answer Key

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