<question> What is the definition of intragroup conflict?

<variant> Experiencing conflict between two groups

<variant> Experiencing conflict between two people

<variantright> Experiencing conflict within a group

<variant> Experiencing conflict within yourself

<question> The first stage of conflict process is:

<variant> Intentions

<variantright> Potential opposition or incompatibility

<variant> Behaviour

<variant> Outcomes

<question> A style in which conflict resolution, where one side focuses on the needs of the other, rather than the importance of the goal is:

<variant> Avoiding style

<variant> Competing style

<variantright> Accommodating style

<variant> Compromising style

<question> Define the type of conflict: when conflict happened between groups inside and outside an organization disagree on various issues?

<variant> Intragroup

<variantright> Intergroup

<variant> Interpersonal

<variant> Intrapersonal

<question> Which style of conflict management is wrong? (according Thomas classification)

<variant> Competing style

<variant> Accommodating style

<variantright> Confrontation style

<variant> Avoiding style

<question> Collaborating style is…

<variant> One where one has low concern for his or her ultimate goal and low concern for his or her relationship with the other.

<variantright> One where there is high concern for relationships and high concern for achieving one’s own goal.

<variant> Where one party focuses on the needs of the other, and not the importance of the goal.

<variant> Defined by one party pushing ahead with his or her own mission and goals with no concern for the other party in the conflict.

<question> Which type of conflict is wrong?

<variantright> Gender

<variant> Interpersonal

<variant> Intragroup

<variant> Intergroup

<question> If a conflict arises, is it most likely due to problems related to?

<variant> Personal variables, communication, nature

<variant> Nature, communication, structure

<variant> Communication, nature, personal variables

<variantright> Structure, personal variables, communication

<question> All of them are types of conflict EXCEPT FOR:

<variant> Personal

<variant> Intragroup

<variantright> Gender

<variant> Intergroup

<question> The best result of a conflict when both sides win is:

<variant> Competing

<variantright> Collaborating

<variant> Compromise

<variant> Accommodating

<question> Choose style of conflict where one party focuses on the needs of the other, and not the importance of the goal.

<variant> Competing

<variant> Collaborating

<variant> Compromise

<variantright> Accommodating

<question> All of them are types of conflict EXCEPT FOR:

<variantright> Intregroup

<variant> Intragroup

<variant> Intrapersonal

<variant> Interpersonal

<question> You should use compromising style if...

<variant> When long-term solutions are needed

<variantright> The parties have equal power

<variant> Finding the most creative solution is essential

<variant> When an emergency is looming and you don’t have time

<question> Which style of conflict you should use if an emergency is looming and there's no room for debat?

<variantright> Competing

<variant> Collaborating

<variant> Compromise

<variant> Accommodating

<question> What type of conflict is experienced by a single individual, when his or her own goals, values or roles diverge?

<variantright> Intrapersonal

<variant> Interpersonal

<variant> Intragroup

<variant> Intergroup

<question> Which type of conflict is conflict within a group or team, where members conflict over goals or procedures?

<variant> Intrapersonal

<variant> Interpersonal

<variantright> Intragroup

<variant> Intergroup

<question> Which of these is considered interpersonal conflict?

<variant> Inner hesitation

<variantright> Dispute between friends

<variant> Two rival companies competing for sales

<variant> Being bullied by classmates

<question> Which of these is the reason for intergroup conflicts?

<variantright> Two companies fighting for customers

<variant> Arguing with partner

<variant> Self-reflecting

<variant> Inner hesitation

<question> A way to resolve conflict through both parties sacrificing their self-interests:

<variant> Avoiding

<variant> Accommodation

<variant> Collaboration

<variantright> Compromise

<question> Outcomes of a conflict can be either...

<variantright> Functional and Dysfunctional

<variant> Analytical and Non-analytical

<variant> Serious and Frivolous

<variant> Critical and Uncritical

<question> Which of these intentions, where one side seeks to satisfy its interests regardless of the influence on the other side?

<variant> Avoidance

<variantright> Competition

<variant> Compromise

<variant> Assignment

<question> Determine the type of conflict: "A lawyer may face a conflict of values when representing the accused who is guilty of the charges against him."

<variant> Intragroup

<variantright> Intrapersonal

<variant> Interpersonal

<variant> Intergroup

<question> How many conflict management styles are there in the Thomas grid?

<variant> 6

<variant> 4

<variantright> 5

<variant> 3

<question> What is the definition of a group?

<variant> Transmittion of information

<variant> Covert psychological impact on the person that changes his emotions in the desired direction and providing side impact various advantages.

<variantright> Two or more individuals, interacting and interdependent, who have come together to achieve a particular objective.

<variant> Two people or groups disagree, and the disagreement causes friction.

<question> All of them are sub-classifications EXCEPT FOR:

<variantright> Intergroup

<variant> Command group

<variant> Task group

<variant> Interest group

<question> Alina gets together with ten other people he knows each month and discusses a book that a member of the group has picked for everyone to read. What kind of group is this?

<variant> A formal group

<variantright> An interest group

<variant> A task group

<variant> A command

<question> What is the element of group structure that helps all members understand what behaviors are expected of them?

<variantright> Norms

<variant> Size

<variant> Status

<variant> Roles

<question> Which stage is it : you have a group of people who have never met and probably do not yet know they’re going to be a group.

<variant> Storming

<variant> Forming

<variantright> Pre-stage

<variant> Norming

<question> The manager of training has the training group of his employees. What kind of group is this?

<variant> Informal group

<variant> Interest group

<variant> Friendship group

<variantright> Command group

<question> Which conflict management style often requires little time but requires that both parties win and lose something?

<variant> Collaboration

<variant> Competing

<variantright> Compromising

<variant> Accomadating

<question> Maslow’s hierarchy of needs consists of \_\_\_\_\_\_\_\_ levels, progressing from \_\_\_\_\_\_\_\_ needs.

<variantright> Five; physiological to self-actualization

<variant> Five; self-actualization to physiological

<variant> Four; security to self-actualization

<variant> Three; existence to growth

<question> When a sender is forming a message and the receiver is listening to or reading it, they are doing what?

<variant> Skipping and receiving

<variant> Saying and receiving, respectively

<variant> Dodging noise and offering feedback, respectively

<variantright> Encoding and decoding, respectively

<question> Facial expressions and hand gestures are examples of:

<variant> Oral communication

<variantright> Non-verbal communication

<variant> Individual communication

<variant> Upward communication

<question> Communicating well involves a number of factors, including:

<variant> Sending an accurate message

<variant> Removing communication barriers

<variant> Controlling distractions (or noise)

<variantright> All of the above options are correct

<question> What is needed for good protection against manipulators

<variant> Having good friends

<variant> Money

<variant> Ability to work hard

<variantright> Good understanding of yourself

<question> What is the self-esteem?

<variantright> A person's idea of the importance of his personality

<variant> Loneliness is a dangerous emotion

<variant> Two people or groups disagree, and the disagreement causes friction.

<variant> Someone can be too trusting when it comes to others

<question> Where does the word psychology come from?

<variantright> Greek

<variant> German

<variant> France

<variant> English

<question> What year is considered to be the start of psychology?

<variant> 1979

<variantright> 1879

<variant> 1980

<variant> 1890

<question> Who created the first psychology laboratory?

<variant> Abraham Maslow

<variant> William James

<variantright> Wilhelm Wundt

<variant> Ivan Pavlov

<question> What term did Freud create and developed the field of psychology?

<variant> Observal behavior

<variant> Geshtalt therapy

<variantright> Psychoanalysis

<variant> Cognitive theory

<question> Find the rights type of motivation

<variant> The id, the ego and superego

<variantright> Intrinsic and extrinsic

<variant> Consious and unconsions

<variant> Functional and disfunctional

<question> Intrinsic and extrinsic are the types of \_\_\_?

<variant> Communication

<variantright> Motivation

<variant> Psychology

<variant> Therapy

<question> What animals did Pavlov use for his experiment on conditioned reflexes?

<variantright> A dog

<variant> A cat

<variant> A mouse

<variant> A frog

<question> When did the term "Emotional Intelligence" come into use?

<variant> 1879

<variant> 1995

<variantright> 1990

<variant> 1880

<question> What is motivation?

<variant> It is the academic and applied study of mental functions and behaviors.

<variant> The capacity to be a aware of control and express ones emotions, and to handle interpersonal relationships judiciously and empathetically.

<variantright> It is the driving force behind human actions.

<variant> It is process refers to the exchange of information (a message) between two or more people.

<question> Who is considered to be the “founding father” of psychology in the USA?

<variantright> William James

<variant> Ivan Pavlov

<variant> Sigmund Freud

<variant> Hermann Abbingaus

<question> What was the first approach in psychology?

<variant> Cognitive theory

<variantright> Structuralism

<variant> Behaviorism

<variant> Humanism

<question> What is the object of investigation from the structuralist point of view?

<variant> The human's behavior

<variant> The functions of brain

<variant> The human's felling

<variantright> The conscious mind

<question> Who developed the functional approach in psychology?

<variantright> William James

<variant> Ivan Pavlov

<variant> Sigmund Freud

<variant> Hermann Abbingaus

<question> What are the functions of brain from the functional point view?

<variant> Focuses on observable behavior

<variantright> To survive and adapt

<variant> Focuses on individual free will

<variant> To survive and learn

<question> What is the proper object of investigate from the behaviorist point of view?

<variant> Psychology should investigate only people feeling

<variant> Psychology should investigate only people mental processes

<variantright> Psychology should investigate only observable behaviour

<variant> Psychology should investigate only unconscious mind

<question> What did cognitivist and humanistic psychologist criticize in behaviorism?

<variant> Psychology should investigate only observable behavior

<variantright> Behaviourism ignored all the most important and interesting things that go on in our heads.

<variant> Behaviorism study only human’s feelings

<variant> Behaviorism study only brain functions

<question> What does cognitive psychology aim to investigate?

<variant> Focuses on observable behavior

<variant> The emotions and feelings

<variant> The unconscious aspects of personality

<variantright> The mind be using computer information processing

<question> Which psychological school argued that psychology should focus on each individual’s conscious experience and aims in life?

<variantright> Humanism

<variant> Behaviorism

<variant> Cognitive theory

<variant> Psychoanalysis

<question> What term did Freud create and developed in the field of psychology?

<variant> Behavior

<variantright> Psychoanalysis

<variant> Motivation

<variant> Frustration

<question> What does psychoanalysis focus on?

<variant> Focuses on observal behavior

<variant> The mind be using computer information processing

<variantright> The unconscious aspects of personality

<variant> The emotions and feelings

<question> How did Freud describe a human mind?

<variant> Like a computer

<variant> Like a machine

<variant> Like a mechanism

<variantright> Like an iceberg

<question> What are the three parts of the psychic apparatus, according to Freud?

<variantright> The id, the ego and superego

<variant> Selection, organization and interpretation

<variant> Moods, culture, personal experience

<variant> The id, superego and personal experiences

<question> Which part of the psychic apparatus has quality of being conscious?

<variant> The id

<variantright> The ego

<variant> Superego

<variant> Behavior

<question> Which part of the psychic apparatus represents the influence of others?

<variant> The id

<variant> The ego

<variantright> The superego

<variant> Behavior

<question> Which part of the psychic apparatus contains instincts?

<variant> The ego

<variant> The superego

<variant> The behavior

<variantright> The id

<question> How did some psychologists criticize psychoanalysis?

<variantright> The method and effectiveness of psychoanalytic treatment

<variant> The method ignored all the most important and interesting things that go on in our heads.

<variant> The method focusing only on human behavior

<variant> The method focusing only on functins of mind

<question> What was revolutionary about the method of psychoanalysis?

<variant> The method ignored all the most important and interesting things that go on in our heads.

<variantright> The introduction of the unconscious aspects of personality in the discipline of psychology

<variant> The method should investigate only observable behavior

<variant> The method should focus on each individual’s conscious experience and aims in life

<question> Find the major theories of motivation

<variant> The id, the ego and superego

<variant> Selection, organization and inetrpretation

<variantright> Drive theory, instinct theory, and humanistic theory

<variant> Drive theory, the organization behavior, humanistic theory

<question> Manipulation is-

<variant> Psychological impact on himself.

<variantright> Covert psychological impact on a person that changes his behavior in the desired direction and providing side impact various advantages.

<variant> Where one party focuses on the needs of the other, and not the importance of the goal.

<variant> An impact on a person that shows his behavior in the desired direction and providing side impact various advantages.

<question> What is the definition of a task group?

<variant> The introduction of the unconscious aspects of personality in the discipline of psychology

<variant> Two or more individuals who have come together in way that's not organizationally determined or influenced

<variant> Friendship between two groups or individuals

<variantright> Two or more individuals, interacting and independent, who have come together to achieve a particular objective

<question> These are groups of people who have come together because they share common ideals, common interests or other similarities, like age or ethnic background - definition of?

<variantright> A friendship group.

<variant> A formal group.

<variant> A task group.

<variant> A command group.

<question> What is the storming stage?

<variant> Members never met and probably do not yet know they’re going to be a group.

<variant> The minute when members meet, either formally or informally.

<variantright> Members are resistant to the constraints the group imposes on them individually.

<variant> The structure of the group is fully accepted at this stage, and the group members are getting to know each other well.

<question> What is the element of group structure that helps all members understand what behaviors are expected of them?

<variant> Status

<variant> Size

<variant> Stage

<variantright> Norms

<question> Find the barrier to communication

<variant> The use of jargon.

<variant> Cultural differences.

<variant> Differences in perception and viewpoint.

<variantright> All of the above options are correct.

<question> Managing a person’s own emotions, feelings, experiences is called-

<variant> Self-government

<variantright> Self-regulation

<variant> Self-control

<variant> Self-development

<question> In what ways can you protect yourself from manipulation?

<variant> Being lonely

<variant> Being impressive

<variantright> Learning about yourself

<variant> Being dependent on emotional support

<question> One of the best ways to protect yourself from manipulators?

<variant> Know your size

<variantright> Know your personality and habits

<variant> Know the recipe

<variant> Know your job

<question> What are the anti-manipulation methods that you can use?

<variant> Mnemotechnics

<variantright> Time delay

<variant> Listening to desires and fears

<variant> Being a masochist

<question> Which approach are chosen by psychologist nowadays?

<variant> Cognitive theory, Behaviorism, Humanism

<variantright> All approaches and choose one to be best from each approach for a particular situation.

<variant> Cognitive psychology

<variant> Humanism and psychoanalysize

<question> Find the main goals of psychology

<variant> Avoid, read, describe, attack

<variantright> Predict, describe, explain, change.

<variant> Change, explain, learn, avoid.

<variant> Change, describe, avoid, attack.

<question> Manipulation is-

<variantright> covert psychological impact on a person that changes his behaviour in the desired direction and providing side impact various advantages.

<variant> covert psychological behaviour

<variant> psychological impact on himself.

<variant> Two or more individuals, interacting and independent, who have come together to achieve a particular objective

<question> Phlegmatic is incompatible with choleric, melancholic is incompatible with \_\_\_\_\_\_\_\_

<variantright> Sanguine

<variant> Choleric

<variant> All

<variant> Sanguine and choleric

<question> The invention of the computer led to a new approach to psychology called the \_\_ movement.

<variant> biological

<variant> behaviour

<variant> functionalism

<variant> humanistic

<variantright> cognitive

<question> A number of \_\_ showed that more therapists cited Rogers as a major influence in psychology.

<variant> questions

<variant> competence

<variantright> surveys

<variant> cases

<variant> books

<question> Psychology means “\_\_ of the mind”.

<variantright> study

<variant> objective

<variant> treatment

<variant> damage

<question> Abraham Maslow is known for \_\_ the theory of a hierarchy of needs.

<variantright> establishing

<variant> finding

<variant> making

<variant> understanding

<variant> knowing

<question> The term came into use with the publication of \_\_’s book ‘Cognitive psychology’ in 1997.

<variant> Roger

<variant> Maslow

<variant> Freud

<variant> Jung

<variantright> Neisser

<question> Humanist psychologist \_\_ argued that the meaning of behavior is personal and objective.

<variant> Darwin

<variant> Pavlov

<variant> Freud

<variant> Wundt

<variantright> Rogers

<question> Cognitive psychology studies perception, attention, memory, thinking and problem \_\_.

<variant> question

<variantright> solving

<variant> situation

<variant> decision

<variant> reaction

<question> Psychological tests are used when there are questions about what a person’s\_\_ is.

<variant> need

<variant> cause

<variantright> problem

<variant> objective

<variant> influence

<question> Psychology is concerned with the thoughts, feelings and \_\_ of people.

<variant> population

<variant> education

<variant> theories

<variant> statistics

<variantright> behavior

<question> The Temperament Types

<variantright>Choleric, phlegmatic, sanguine, menlancholic

<variant>Choleric, introvert, sanguine, menlancholic

<variant>Choleric, phlegmatic, extrovert, menlancholic

<variant>Extrovert, phlegmatic, sanguine, menlancholic

<variant>Choleric, phlegmatic, sanguine, extrovert

<question> Characteristic (advantages) of Openness to experience

<variant> Talkativeness, Sociableness, Friendliness, Social confidence,

<variant> Social confidence, Altruism, [Kindness](https://positivepsychology.com/character-strength-kindness/), Helpfulness

<variant> Moodiness, Anxiety, Instability, [Pessimism](https://positivepsychology.com/defensive-pessimism/)

<variantright> Varied interests, Daringness, Creativity, Imagination

<question> Characteristic (advantages) of Conscientiousness

<variant> Talkativeness, Sociableness, Friendliness, Social confidence,

<variantright> [Self-discipline](https://positivepsychology.com/self-discipline-exercises/), Hard work, Thoroughness, Control

<variant> Moodiness, Anxiety, Instability, [Pessimism](https://positivepsychology.com/defensive-pessimism/)

<variant> Varied interests, Daringness, Creativity, Imagination

<question> Characteristic (advantages) of Extroversion

<variantright> Talkativeness, Sociableness, Friendliness, Social confidence,

<variant> Trust, Altruism, [Kindness](https://positivepsychology.com/character-strength-kindness/), Helpfulness

<variant> Moodiness, Anxiety, Instability, [Pessimism](https://positivepsychology.com/defensive-pessimism/)

<variant> Varied interests, Daringness, Creativity, Imagination

<question> Characteristic (advantages) of Agreeableness

<variant> Talkativeness, Sociableness, Friendliness, Social confidence,

<variantright> Trust, Altruism, [Kindness](https://positivepsychology.com/character-strength-kindness/), Helpfulness

<variant> Moodiness, Anxiety, Instability, [Pessimism](https://positivepsychology.com/defensive-pessimism/)

<variant> Varied interests, Daringness, Creativity, Imagination

<question> Find characteristic (advantages) of Neuroticism

<variant> Talkativeness, Sociableness, Friendliness, Social confidence,

<variant> Trust, Altruism, [Kindness](https://positivepsychology.com/character-strength-kindness/), Helpfulness

<variantright> Moodiness, Anxiety, Instability, [Pessimism](https://positivepsychology.com/defensive-pessimism/)

<variant> Varied interests, Daringness, Creativity, Imagination

<question> \_\_\_\_ is the sharing of information in which a receiver understands the meaning of a message.

<variant> Netiquette

<variant> Distraction

<variantright> Communication

<variant> Non verbal

<question> This type of communication is speaking to teachers and students.

<variant> Written

<variant> Non verbal

<variantright> Verbal

<variant> Body language

<question> This type of communication includes sending emails, typing reports and letters.

<variantright> Written

<variant> Oral

<variant> Listen actively

<variant> Body language

<question> Out of the four ways listed, which is not the way to overcome communication barriers?

<variant> Listen actively

<variant> Select proper communication channel

<variantright> Insult the speaker when words are pronounced incorrectly

<variant> Two-way communication

<question> Which of the following are rules for good listening?

<variant> Stop talking

<variant> Put talker at ease

<variant> Remove distractions

<variantright> All of the above

<question> Which of the following is a verbal communication?

<variant> Eye contact

<variant> Arms crossed

<variantright> Phone conversation

<variant> Nail biting

<question> Good listening skills include what?

<variant> Waving at people

<variant> Yelling loud at people

<variant> Writing in slang

<variantright> None the above

<question> The exchange of information through the use of words or actions is

<variant> Active listening

<variant> Confrontation

<variantright> Communication

<variant> Aggressive

<question> Two types of communication are:

<variant> Sensory and Long-term

<variantright> Verbal and non-verbal

<variant> Extrinsic and intrinsic

<variant> Positive and non-verbal

<question> An example of verbal communication is:

<variantright> Phone conversation

<variant> Posture

<variant> Eye contact

<variant> Writing an e-mail

<question> Which of the following is a barrier to communication?

<variant> Message is not clear

<variant> Not listening

<variant> Lack of language skills

<variantright> All of the above

<question> Which is NOT important in effective communication?

<variantright> Wearing a red tie

<variant> Making eye contact

<variant> Using appropriate body language

<variant> Using appropriate tone

<question> The primary subject matter of psychology is

<variant> the philosophical concept of the psyche

<variant> the behavior of organisms

<variantright> the conscious mind

<variant> the unconscious mind

<question> Which one of the following is *not* a goal of scientific psychology?

<variantright> To abstract behavior

<variant> To explain behavior

<variant> predict behavior

<variant> control behavior

<question> What characterizes a school of psychology?

<variant> Its physiological research

<variant> Its stand on Gestalt psychology

<variant> Its orientation toward psychoanalysis

<variantright> Its viewpoint and assumptions

<question> Functionalism, associated with William James, is particularly interested in

<variant> Introspection

<variantright> the structure of consciousness

<variant> how the mind works

<variant> developmental psychology

<question> Which one of the following is correctly associated with the German word *Gestalt?*

<variant> Neuron

<variant> Similarity

<variantright> The cognitive hypothesis

<variant> Closure

<question> What is the definition of intragroup conflict?

<variant> Experiencing conflict between two groups

<variant> Experiencing conflict between two people

<variantright> Experiencing conflict within a group

<variant> Experiencing conflict within yourself

<question> Which style of conflict management is wrong?

<variant> Competing style

<variant> Accommodating style

<variantright> Confrontation style

<variant> Avoiding style

<question> What is conflict?

<variantright> Two people or groups disagree, and the disagreement causes friction

<variant> Rivalry between two groups or individuals over an outcome both seek

<variant> Resentment between two groups or individuals

<variant> Two people or groups disagreeing

<question> Who created the first psychology laboratory?

<variant> Abraham Maslow

<variant> William James

<variantright> Wilhelm Wundt

<variant> Ivan Pavlov

<question> What school of psychology indicates that it is important to study behavior itself, not the mind or consciousness?

<variantright> Behaviorism

<variant> Structuralism

<variant> Psychoanalysis

<variant> Functionalism

<question> The principal assumption of psychoanalysis is that

<variant> habits determine behaviour

<variant> human beings do not have an unconscious mental life

<variantright> human beings have an unconscious mental life

<variant> all motives are inborn

<question> Naturalistic observation requires a researcher to study behavior

<variant> in animals only

<variantright> as it is happening in its own setting

<variant> using two independent variables

<variant> by making sure the subjects know they are being observed

<question> In an experiment, the control group

<variantright> receives no treatment

<variant> receives a novel treatment

<variant> is expected to provide particularly interesting data

<variant> is the error variance group

<question> The variable that is assigned to the subjects by the experimenter is called

<variant> the dependent variable

<variantright> the independent variable

<variant> the organismic variable

<variant> the congruent variable

<question> Find the rights type of motivation

<variant> The id, the ego and superego

<variantright> Intrinsic and exrinsic

<variant> Consious and unconsions

<variant> Functional and disfunctional

<question> Who is considered to be the “founding father” of psychology in the USA?

<variantright> William James

<variant> Ivan Pavlov

<variant> Sigmund Freud

<variant> Hermann Abbingaus

<question> Managing a person’s own emotions, feelings, experiences is called-

<variant> Self-government

<variantright> Self-regulation

<variant> Self-control

<variant> Self-development

<question> Emotional intelligence is about which one of the following?

<variant> Participating in, understanding and regulating conversations under stress

<variant> Applying the behaviors that come from having a high IQ to social situations

<variant> Perceiving, understanding and regulating emotions under stress

<variantright> Perceiving, understanding and regulating emotions effectively

<question> A person with high emotional intelligence is likely to do which of the following?

<variant> Use emotional information wisely

<variant> Establish positive relationships with others

<variant> Further harmony and cooperation

<variantright> All of the answers are correct.