

## PSYCHOLOGY

## Section I

Time—1 hour and 10 minutes

100 Questions

**Directions:** Each of the questions or incomplete statements below is followed by five answer choices. Select the one that is best in each case and then completely fill in the corresponding oval on the answer sheet.

1. When she was in elementary school, Matilda became quite good at playing the recorder. She is a teenager now and has not picked up a recorder in many years. When she tries to resume playing the instrument, she finds it very difficult to find the correct finger positions. This is an example of
  - (A) constructive memory
  - (B) retroactive interference
  - (C) pruning of neural networks
  - (D) proactive interference
  - (E) source monitoring errors
2. Pruning refers to
  - (A) loss of hippocampus activity due to Alzheimer's disease
  - (B) reduced sensory organ stimulation in response to an unchanging stimulus
  - (C) activation of the ventromedial hypothalamus when someone is full
  - (D) cutting back of unused neural networks during adolescence
  - (E) heightened metabolism due to malfunction of the thyroid
3. Which of the following types of scientists were the first to contend that an individual's ways of thinking are shaped primarily by cultural values and ideas?
  - (A) Structuralists
  - (B) Ethologists
  - (C) Sociobiologists
  - (D) Behaviorists
  - (E) Anthropologists
4. Which of the following is the best example of an attribute that is culturally based rather than primarily psychologically based?
  - (A) Caring for one's children
  - (B) Arriving on time for work
  - (C) Having the desire to reproduce
  - (D) Seeking food and water
  - (E) Smiling
5. Every time you buy ice cream from the Yellow Brick Road ice cream parlor, you get your over-the-rainbow card stamped. Once you purchase ten items, you get your next item free. The Yellow Brick Road ice cream parlor has you on which of the following reinforcement schedules?
  - (A) Variable-ratio
  - (B) Variable-interval
  - (C) Fixed-ratio
  - (D) Fixed-interval
  - (E) Continuous
6. Which of the following neurotransmitters is most explicitly associated with the experience of pleasure?
  - (A) GABA
  - (B) Acetylcholine
  - (C) Serotonin
  - (D) Dopamine
  - (E) Adrenaline
7. As he was passing out math tests to his class, the teacher mentioned that, traditionally, females had done worse on this test than males. When he looked at the results of this test, not only had the females done worse than males, they had done worse than their performance on recent assessments. The teacher may have contributed to these results by way of
  - (A) cross-section bias
  - (B) availability heuristic
  - (C) stereotype boost
  - (D) stereotype threat
  - (E) representativeness heuristic

GO ON TO THE NEXT PAGE.

8. An educational psychologist is administering a basic skills exam to second-graders of two different schools in order to compare the students' performance. The researcher administers the exam to the students of the Antrim School on a Wednesday morning and then administers the same exam in exactly the same fashion on that same Wednesday afternoon to the second-graders of the Barton School. Which of the following best identifies a confounding variable in the psychologist's research?
  - (A) The psychologist is comparing two different schools.
  - (B) The psychologist is comparing the same grade in each school.
  - (C) The psychologist is testing the students in the two schools at two different times.
  - (D) The psychologist is testing the students in the two schools on the same day.
  - (E) The psychologist is administering a basic skills exam.
9. The primary research method used by developmental psychologists is
  - (A) case study
  - (B) cross-sectional research
  - (C) naturalistic observation
  - (D) experimentation
  - (E) correlational research
10. Narcotics work because they are chemically very similar to
  - (A) endorphins
  - (B) hormones
  - (C) secretions
  - (D) GABA
  - (E) acetylcholine
11. Research indicates that a test participant exposed to a list of positive words and then asked to recall the words from that list a week later will be more likely to remember those words if he
  - (A) is tested by a researcher who deliberately exhibits a positive attitude
  - (B) is in a positive mood when initially exposed to the words
  - (C) considers himself a "positive" person, regardless of his mood during the experience
  - (D) considers the initial testing experience positive
  - (E) perceives the list of words as positive, regardless of the true meaning of the words
12. The minimum amount of physical energy needed for a person to notice a stimulus is called a(n)
  - (A) JND
  - (B) difference threshold
  - (C) absolute threshold
  - (D) median difference
  - (E) hit threshold
13. As a result of a blasting cap accident, Phineas Gage had a metal rod pass through his head, damaging his frontal lobes. Which of the following was NOT a problem he experienced in the aftermath of this accident?
  - (A) He could not adequately regulate his emotions.
  - (B) He could no longer adequately supervise workers on his railroad gang.
  - (C) He could not plan activities as expected of a railroad foreman.
  - (D) He could not remember anything about the circumstances of the accident.
  - (E) He had occasions when he could not control his anger.
14. A person who sustains major injuries that involve the destruction of the medulla oblongata will
  - (A) be paralyzed
  - (B) fall into a coma
  - (C) suffer severe speech impairment
  - (D) experience total loss of vision
  - (E) die
15. In a crisis, the adrenal glands of the body secrete "emergency" hormones, while the body prepares for fight or flight, directed by
  - (A) the central nervous system
  - (B) the somatic nervous system
  - (C) the sensorimotor nervous system
  - (D) the sympathetic nervous system
  - (E) the parasympathetic nervous system
16. In the Harlow study of emotional attachment, infant monkeys were placed in a cage and given both a "wire" mother and a "cloth" mother. Researchers then moved a bottle of milk from one mother to the other while introducing various stimuli to see if the monkeys would form an attachment to either of the "mothers." In this experiment, the independent variable is
  - (A) with which "mother" the bottle of milk is placed
  - (B) the "wire" mother versus the "cloth" mother
  - (C) the preference of the infants for the source of milk
  - (D) the preference of the infants for the "wire" mother
  - (E) the preference of the infants for the "cloth" mother

**GO ON TO THE NEXT PAGE.**

17. As an experiment, a group of newborn kittens was allowed to see through only one eye at a time. Each day one of the eyes would be covered, switching between the two eyes on subsequent days. Which of the following best describes the visual limitations experienced by these cats as adults?

- (A) They were unable to make use of interposition depth perception.
- (B) They were unable to maintain perceptual constancy.
- (C) They were unable to distinguish left from right monocular cues.
- (D) They were unable to use binocular cues for depth perception.
- (E) They were unable to extinguish their visual blind spot.

**Questions 18-19** refer to the situation described below.

A researcher wished to study the impact of classical music on memory in children. She therefore randomly selected two groups of children. One group was asked to read and later to recall lists of words while soft classical music played in the background. The second group was asked to read and recall lists of words with no background music playing.

18. The control group in this experiment is the group that

- (A) the researcher expected to demonstrate greater memory
- (B) demonstrated greater memory through recalling more words
- (C) demonstrated lesser memory through recalling fewer words
- (D) read the lists of words while classical music played in the background
- (E) read the lists of words with no background music playing

19. The dependent variable in this experiment is the

- (A) number of words recalled by the children
- (B) amount of time each child needs to recall the words
- (C) amount of music each child can recall
- (D) classical music playing in the background
- (E) lack of classical music playing in the background

20. Students diagnosed with attention deficit hyperactivity disorder (ADHD) are four to nine times more likely to be

- (A) females than males
- (B) males than females
- (C) children than adults
- (D) Caucasian children than African American children
- (E) urban area children than rural area children

21. Which of the following best summarizes the psychoanalytic perspective's view of behavior?

- (A) Behavior is motivated by inner, unconscious forces.
- (B) Behavior is a response to external reward and punishment.
- (C) Behavior is a product of genetic programming and evolution.
- (D) Behavior is a compilation of the ways in which people think and interact.
- (E) Behavior is each person's striving to reach his or her full potential.

22. Which of the following is the best example of a categorical variable?

- (A) Intelligence
- (B) Disposition
- (C) Optimism
- (D) Gender
- (E) Personality

23. Donia was soaked by an unexpected cloudburst while walking to her car from the office. The fact that she failed to realize that the newspaper she was carrying would have made a great makeshift umbrella is an example of

- (A) confirmation bias
- (B) limited visualization
- (C) functional fixedness
- (D) conceptual constriction
- (E) negative variation

24. While driving to school, Elise hears about a concert ticket giveaway on the radio. She has to be the seventh caller to win. While pulling over so that she can call in, she repeats the number to herself several times. Elise was using which of the following to remember the phone number?

- (A) Iconic memory
- (B) Elaborative rehearsal
- (C) Chunking
- (D) Maintenance rehearsal
- (E) Retrieval

25. A participant in a single-trial free-recall task is presented with a list of words, one at a time, in the following order: house, flower, dog, table, license, water, computer, salad. In accord with the serial position curve, which of the following words is the participant most likely to forget?

- (A) House
- (B) Computer
- (C) Flower
- (D) Salad
- (E) License

**GO ON TO THE NEXT PAGE.**

26. The smallest units of meaning in a language are
- (A) phonemes
  - (B) phenotypes
  - (C) semantics
  - (D) morphemes
  - (E) syntactical rules
27. Which of the following psychological disorders is characterized by an abnormally elevated or expansive mood?
- (A) Depression
  - (B) Schizophrenia
  - (C) Euphoria
  - (D) Dysthymia
  - (E) Mania
28. During periods of darkness, the pineal gland in the middle of the brain produces which of the following hormones that is essential to sleep regulation?
- (A) Estrogen
  - (B) Adrenaline
  - (C) Testosterone
  - (D) Melatonin
  - (E) Dopamine
29. Jacob cries uncontrollably every time his mother takes him down the candy aisle in the supermarket and refuses to let him buy anything. Eventually, Jacob's mother gives in and lets him choose one candy item to buy if he stops crying. Jacob's crying behavior is \_\_\_\_\_ by his mother.
- (A) punished
  - (B) associated
  - (C) reinforced
  - (D) extinguished
  - (E) shaped
30. Which of the following scientists was among the first to study the relationship between reinforcement and learning?
- (A) Sigmund Freud
  - (B) B. F. Skinner
  - (C) Carl Rogers
  - (D) Mary Ainsworth
  - (E) Charles Darwin
31. Jonathan's IQ score is in the 97th percentile. Of the following, which score is most likely his?
- (A) 85
  - (B) 100
  - (C) 130
  - (D) 150
  - (E) 170
32. Which one of the following best states Ivan Pavlov's accidental discovery?
- (A) While experimenting with rats, Pavlov discovered that if he repeatedly placed pellets of food in one side of a "T-maze," the rats would automatically run to that side of the maze.
  - (B) While experimenting with dogs, Pavlov discovered that once his dogs became accustomed to seeing and hearing the attendant who brought them food at mealtime, they would salivate in response to the sight and sound of the attendant.
  - (C) While experimenting with cats, Pavlov discovered that if he placed a hungry cat inside a box and food outside the box, the cat could "learn" to press a lever to open the door of the box.
  - (D) While experimenting with pigeons, Pavlov discovered that if he placed a pigeon in a box, he could condition it to recognize that if it pecked at a particular key, it would receive a food pellet.
  - (E) While experimenting with dogs, Pavlov discovered that if he fed the dogs the same type of food each day, the dogs would salivate whenever they ate that type of food.
33. Grounding a child for two weeks after the child has misbehaved is an example of
- (A) avoidant attachment
  - (B) negative punishment
  - (C) compliance learning
  - (D) negative reinforcement
  - (E) attentional neglect

**GO ON TO THE NEXT PAGE.**

34. Which of the following best summarizes why people tend to stay in a slightly elevated state of arousal after a crisis has occurred?
- (A) Their neurons remain in a state of graded potentiality even after they have fired.
  - (B) Their neurons continue to keep the body in an alert state.
  - (C) Their adrenal glands continue to secrete epinephrine even after the crisis is over.
  - (D) Their parasympathetic nervous system remains in a state of fight or flight.
  - (E) Their bloodstream continues to contain elevated levels of adrenaline.
35. Which of the following subsystems of the autonomic nervous system help the body return to “business-as-usual” after an emergency?
- (A) Somatic nervous system
  - (B) Peripheral nervous system
  - (C) Sympathetic nervous system
  - (D) Parasympathetic nervous system
  - (E) Central nervous system
36. Tina is a very good student: Her grades are high, she is involved in extracurricular activities, and she typically excels at anything she tries. Therefore, when she caused an accident her second day of driver’s ed., her instructor was shocked. The instructor’s disbelief is most probably a result of
- (A) modeling
  - (B) accommodation
  - (C) a halo effect
  - (D) convergence
  - (E) behavioral dissonance
37. The organ in the auditory process where transducing takes place is the
- (A) tympanic membrane
  - (B) malleus
  - (C) cochlea
  - (D) pinna
  - (E) stapes
38. You enter a bakery and are delighted by the aroma. After a short time, however, you no longer notice the odors because of sensory
- (A) perception
  - (B) adaptation
  - (C) transduction
  - (D) detection
  - (E) attrition
39. Carlotta is a well-adjusted, socially competent adolescent. Which of the following most likely represents her family’s parenting style?
- (A) Minimal supervision
  - (B) Permissive
  - (C) Authoritarian
  - (D) Authoritative
  - (E) Indulgent
40. The semicircular canals of the inner ear are important for helping a person to maintain
- (A) tone quality
  - (B) melatonin
  - (C) balance
  - (D) olfaction
  - (E) transduction
41. The ability to perceive your front door as a rectangle even when it is open, displaying a different retinal image is known as
- (A) color constancy
  - (B) closure
  - (C) shape constancy
  - (D) size constancy
  - (E) sensory adaptation
42. Stimulation of norepinephrine receptors appears to produce
- (A) euphoria
  - (B) increased motor activity
  - (C) alertness
  - (D) anxiety
  - (E) hypertension
43. Research using the visual cliff suggests that human infants
- (A) would go “over the cliff” if their mothers called them
  - (B) had learned by experience in crawling to perceive depth
  - (C) were not able to use any visual depth cues
  - (D) use monocular but not binocular cues for vision
  - (E) have innate depth perception at birth

**GO ON TO THE NEXT PAGE.**

44. All of the following are conditions sanctioned by the APA regarding the use of deception in a study EXCEPT
- (A) the research is of great importance and cannot be conducted without the use of deception
  - (B) participants are expected to find the procedures reasonable upon being informed of them
  - (C) participants must be allowed to withdraw from the experiment at any time
  - (D) the research must be conducted as a double-blind study
  - (E) experimenters must debrief the participants after the study is concluded
45. The examination of the connection between mental states and physical states is referred to as
- (A) *tabula rasa*
  - (B) the mind-body problem
  - (C) nature vs. nurture
  - (D) parallel processing
  - (E) correlational conditioning
46. Which of the following best summarizes a view of classical behaviorism?
- (A) Behavior is under the control of external stimuli that either reinforce or punish actions, thereby affecting the likelihood of the occurrence of these behaviors.
  - (B) Behavior can be controlled by introspection.
  - (C) Behavior is the result of competing motives that result from mental events that occur outside of one's awareness.
  - (D) Behavior is influenced by internal drives and motivation.
  - (E) Although behavior can be influenced by environmental factors, most actions and reactions occur as a result of genetic inference.
47. To which perspective are the roles of knowledge, information processing, and their interactions most central?
- (A) Psychoanalytic
  - (B) Cognitive
  - (C) Behaviorist
  - (D) Evolutionary
  - (E) Biopsychological
48. The study of cognitive, behavioral, and social changes across the life span are most directly studied by which of the following?
- (A) Psychometricians
  - (B) Occupational psychologists
  - (C) Developmental psychologists
  - (D) Social psychologists
  - (E) Cognitive behaviorists
49. One's ability to make inferences about the behavior of a population from the behavior of a sample of that population is referred to as
- (A) reliability
  - (B) external validity
  - (C) internal validity
  - (D) inter-rater reliability
  - (E) correlational statistical inference
50. A study designed to investigate the friendship patterns of abused children was conducted by filming the interactions of the children and later having three raters view the footage and rate each child's pattern of behavior on a conflictual-behavior scale with values ranging from "constant conflict" to "minimal conflict." Which of the following kinds of reliability is most critical to this study, given the methodology used to measure the variables?
- (A) Coefficient-alpha reliability
  - (B) Alternate-forms reliability
  - (C) Inter-rater reliability
  - (D) Test-retest reliability
  - (E) Correlational statistical reliability
51. Hunger and eating are primarily regulated by the
- (A) somatosensory cortex
  - (B) hypothalamus
  - (C) medulla oblongata
  - (D) occipital lobes
  - (E) amygdala
52. The method of loci is a memory aid that employs which of the following?
- (A) Semantic encoding
  - (B) Visual imagery
  - (C) Auditory cues
  - (D) Echoic memory
  - (E) Read, recite, review

**GO ON TO THE NEXT PAGE.**



53. Which of the following are most directly designed to help determine whether the findings of a study reflect a truly replicable phenomenon rather than the outcomes of chance processes?
- (A) Inferential statistics
  - (B) Descriptive statistics
  - (C) Standard deviation
  - (D) Extraneous variables
  - (E) Correlation coefficients
54. REM sleep is often referred to as a “paradox” because
- (A) as people age and sleep less, they actually spend more time in REM
  - (B) people’s eyes are moving, but they are generally unable to dream
  - (C) people’s metabolism slows down, much like animal hibernation
  - (D) people dream and are aroused, but they generally are paralyzed
  - (E) people are most active mentally while in the deepest sleep
55. The gland sometimes referred to as the “master gland,” which regulates much of the action of the other endocrine glands, is called the
- (A) thyroid gland
  - (B) pancreas
  - (C) pituitary gland
  - (D) adrenal gland
  - (E) lymph system
56. The tendency of young children learning language to overuse the rules of syntax is referred to as
- (A) overconfidence
  - (B) confirmation bias
  - (C) overgeneralization
  - (D) overjustification
  - (E) the two-factor theory
57. To demonstrate causation, a researcher must
- (A) manipulate the way a participant responds to some aspect of a situation
  - (B) operationalize dependent and independent variables
  - (C) develop a hypothesis that predicts the relationship between variables
  - (D) show that the manipulation of one variable invariably leads to predicted changes in another
  - (E) demonstrate a positive rather than a negative correlation between variables
58. Learned helplessness is an example of the power of
- (A) expectation
  - (B) positive reinforcement
  - (C) negative reinforcement
  - (D) classical conditioning
  - (E) prepared learning
59. Jose is talkative and likes to engage in pretend play. When offered two identical balls of putty, he insists on having the one that has been rolled out into a long snake instead of the one that remains in the shape of a ball. He is probably in which of Piaget’s stages of cognitive development?
- (A) Sensorimotor
  - (B) Preoperational
  - (C) Conservation
  - (D) Conventional
  - (E) Formal operations
60. Georgia works in the local hospital because she wishes to help others, while Kathy works in the hospital strictly to make money. Their individual motivations demonstrate the difference between
- (A) primary and secondary drives
  - (B) positive and negative loci of control
  - (C) sympathetic and autonomic motivation
  - (D) instinctive and derived drives
  - (E) intrinsic and extrinsic motivation
61. People who struggle with depression often have trouble sleeping in part because of
- (A) elevated endorphin levels
  - (B) decreased GABA levels
  - (C) depleted epinephrine levels
  - (D) increased dopamine levels
  - (E) low serotonin levels
62. Vivian is watching her college’s football team play on television. Suddenly, she spots her friend Rudy among the spectators. Rudy is usually mild-mannered and obedient. However, Vivian sees him screaming at the other team’s mascot during the game; then, she sees him join several others in rushing onto the field at the end of the game and tearing down the goalposts. This is an example of
- (A) deindividuation
  - (B) group polarization
  - (C) groupthink
  - (D) social facilitation
  - (E) mere exposure effect

**GO ON TO THE NEXT PAGE.**

63. Through reinforcement, pigeons are taught to peck at paintings by a particular artist. The fact that pigeons do not peck at the paintings of other artists represents
- (A) modeling response
  - (B) reflexive response
  - (C) distinctive stimulus
  - (D) stimulus generalization
  - (E) stimulus discrimination
64. While browsing in a bookstore, Vhamala is drawn to a particular book title. After a moment, she realizes that this book is one that a friend had been talking about at lunch the other day. The fact that Vhamala remembers that the book was mentioned at a recent lunch is an example of which of the following types of memory?
- (A) Phonemic
  - (B) Systemic
  - (C) Semantic
  - (D) Structural
  - (E) Episodic
65. The process of converting physical energy from the environment into neural impulses is known as
- (A) sensation
  - (B) priming
  - (C) transduction
  - (D) encoding
  - (E) detection
66. An experiment that presents participants with a stimulus and then, at a later interval, presents them with incomplete perceptual information related to the initial stimulus to see if they recognize the incomplete information more quickly is most likely studying the effects of
- (A) retroactivity
  - (B) mnemonic devices
  - (C) declarative memory
  - (D) iconic memory
  - (E) priming
67. Alfred Binet was primarily concerned with
- (A) discussing the role of genetics in levels of intelligence
  - (B) measuring intelligence levels in children
  - (C) measuring personality in children
  - (D) measuring personality in adults
  - (E) showing how adult personality can be modified
68. Hunter, a high school senior, excels at music, art, reading, problem-solving, and soccer. Which of these strengths most clearly demonstrates his fluid intelligence?
- (A) Music
  - (B) Art
  - (C) Reading
  - (D) Problem-solving
  - (E) Soccer
69. In psychoanalytic theory, which of the following statements most accurately explains the purpose of repression?
- (A) It allows individuals to indirectly express their anger toward others.
  - (B) It encourages clients to shift difficult feelings about loved ones onto their therapists.
  - (C) It is a means of dealing with thoughts that are very anxiety-provoking.
  - (D) It allows individuals to explain away acts to avoid uncomfortable feelings.
  - (E) It is an unconscious model that allows people to describe the way things work.
70. If genetic factors play an important role in the development of intelligence as measured by an IQ test, then which of the following statements is most likely to be true?
- (A) The IQ scores of parents and their offspring will be more nearly alike than the IQ scores of fraternal twins reared together.
  - (B) The IQ scores of fraternal twins reared together will be more nearly alike than the IQ scores of identical twins reared together.
  - (C) The IQ scores of fraternal twins reared together will be more nearly alike than the IQ scores of identical twins reared apart.
  - (D) The IQ scores of fraternal twins will be equivalent in similarity to the IQ scores of identical twins.
  - (E) The IQ scores of identical twins reared apart will be more nearly alike than the IQ scores of fraternal twins reared together.
71. Negative symptoms of schizophrenia include which of the following?
- (A) Visual hallucinations
  - (B) Auditory hallucinations
  - (C) Blunted emotional responses
  - (D) Delusions
  - (E) Excessive motor activity

**GO ON TO THE NEXT PAGE.**



72. Three students are going in to take the SAT. Felice is not sure that she wants to go to college, is lackadaisical about the test, and is half asleep as she enters the test center. Skip is very concerned about the test; he sees his score as determining his entire future and he can be seen pacing nervously as he prepares to enter the test center. Armando takes the test seriously, but he knows that he will have additional chances to take it and that there are other factors that affect college admission. He has a mild case of nerves as he enters the test center. When Armando outperforms Felice and Skip, this supports which of the following?
- (A) Cannon Bard theory
  - (B) Piaget's Formal Operations stage
  - (C) Yerkes-Dodson law
  - (D) Selye's General Adaptation Syndrome
  - (E) Gardner's Multiple Intelligences
73. Jim and Tim are identical (monozygotic) twins that were reared together. Scott and Michael are fraternal (dizygotic) twins that were reared together. Given the results of heritability studies of intelligence, which of the following outcomes are most likely to emerge?
- (A) Jim and Tim will have very similar IQs.
  - (B) Scott and Michael will have very similar IQs.
  - (C) Both pairs will have very similar IQs.
  - (D) Neither pair will have similar IQs.
  - (E) Jim and Michael will have similar IQs.
74. For which of the following would drive-reduction theories not provide a reasonable explanation?
- (A) In the middle of his five-mile race, Jerome grabs water from the water station to quench his thirst.
  - (B) Ernest gobbles a few cookies on his way to class because he did not have time for lunch.
  - (C) Tish decides to skip lunch because she is still full from eating a very large breakfast.
  - (D) Cameron drives ten minutes out of her way to a fast-food place because she is hungry and has only two dollars.
  - (E) Kezia is very full after eating dinner but decides to order the strawberry cheesecake anyway.
75. Abraham Maslow proposed the idea that some motives are more imperative to survival than others. Which of the following approaches expresses this?
- (A) Homeostatic regulation
  - (B) Goal-setting
  - (C) Expectancy-value
  - (D) Cognitive dissonance
  - (E) Hierarchy of needs
76. Which of the following is an example of a person who suffers from anterograde amnesia?
- (A) A six-year-old child who can't remember events related to her second birthday party
  - (B) A twenty-year-old woman who can't remember the details of a traumatic event that occurred six months ago
  - (C) A thirty-six-year-old man who experiences damage to his hippocampus and can't transfer information into his long-term memory
  - (D) A fifteen-year-old boy who fell off his bicycle without his helmet and can't remember the events right before his accident
  - (E) A forty-year-old woman who is recounting a story but can't remember where she first heard the story
77. Which of the following responses was most likely acquired through classical conditioning?
- (A) The anxiety reaction of a woman who is driving on the highway for the first time after being involved in a major accident on that highway
  - (B) The frightened cry of a baby who is disoriented upon waking up from a nap
  - (C) The uncontrollable blinking of a contact lens wearer who has just gotten something in his eye
  - (D) The startled cry of a child who has just been awakened in the middle of the night by a loud clap of thunder
  - (E) The salivation of a laboratory rat who has begun to eat the treat that awaited her at the end of a T-maze
78. Which of the following would be most useful in understanding a neighbor's interpretation of a certain family's recent crisis as being due to extreme financial distress?
- (A) Reinforcement theory
  - (B) Classical behaviorism
  - (C) Attribution theory
  - (D) Hierarchy of needs
  - (E) Cognitive dissonance
79. Children develop internal representational systems that allow them verbally to describe people, events, and feelings during which of Piaget's stages of cognitive development?
- (A) Sensorimotor
  - (B) Preoperational
  - (C) Symbolic
  - (D) Concrete operational
  - (E) Formal operational

**GO ON TO THE NEXT PAGE.**

80. According to Kohlberg, at the third (postconventional) level of moral development, individuals
- (A) follow rules in order to obtain reward
  - (B) follow rules in order to avoid punishment
  - (C) define what is right by what they have learned from others, especially authority figures
  - (D) justify their moral action based on the need to maintain law and order
  - (E) self-define principles that may or may not match the dominant morals of the times
81. Which of the following represents the correct order of auditory transmission from the time the sound is first heard to when it is processed in the brain?
- (A) Oval window→ cochlea→ tympanic membrane→ auditory nerve→ auditory canal
  - (B) Auditory canal→ auditory nerve→ cochlea→ tympanic membrane→ ossicles
  - (C) Tympanic membrane→ oval window→ cochlea→ auditory nerve→ auditory canal
  - (D) Auditory canal→ ossicles→ oval window→ cochlea→ auditory nerve
  - (E) Cochlea→ ossicles→ oval window→ auditory canal→ auditory nerve
82. A tribe has been found that has no past tense in its language. Researchers also found that the members of this tribe spend less time thinking about the past than other people. This finding is consistent with which theory?
- (A) The Behaviorist model for language development
  - (B) Chomsky's Language Acquisition Device
  - (C) Selye's General Adaptation Syndrome
  - (D) Schachter's two-factor theory
  - (E) Whorf's linguistic relativity
83. Heidi and Claus are in their 60's. They recently retired from their jobs and are planning to spend their time traveling and seeing their grandchildren. They enjoy looking back on their lives and counting their blessings. They are in Erikson's stage of
- (A) intimacy versus isolation
  - (B) initiative versus guilt
  - (C) integrity versus despair
  - (D) autonomy versus shame
  - (E) generativity versus stagnation
84. Which of the following clinicians most likely follows Carl Rogers's approach to psychotherapy?
- (A) Dr. Jones, who emphasizes the need for modification of undesirable behaviors in his patients
  - (B) Terence Springer, who counsels individuals to find their inner spirituality and develop their relationship with a supreme being
  - (C) Cathy Cooper, who is an empathic counselor who encourages clients through unconditional support to find their own path to better health and growth
  - (D) Utrese Leed, who creates a framework for her patients that defines ideal psychological growth and development and who supports their efforts toward professional achievement
  - (E) Ute Shrom, who takes a physiological approach to recovery through strenuous physical challenges that break down and subsequently build up one's character
85. An obese individual with a breathing-related sleep disorder most likely suffers from which of the following?
- (A) Narcolepsy
  - (B) Hypersomnia
  - (C) Insomnia
  - (D) Sleep apnea
  - (E) Hypnotic susceptibility
86. Certain cross-cultural studies have suggested that six facial expressions are recognized by people of virtually every culture. Which of the following correctly lists these expressions?
- (A) Happiness, sadness, anger, loathing, lust, and surprise
  - (B) Happiness, sadness, indifference, fright, surprise, and dislike
  - (C) Happiness, sadness, desire, repulsion, fear, and surprise
  - (D) Happiness, sadness, fight, flight, indifference, and anger
  - (E) Happiness, sadness, fear, anger, surprise, and disgust
87. Which of the following is primarily a chemical sense?
- (A) Touch
  - (B) Vision
  - (C) Taste
  - (D) Hearing
  - (E) Kinesthesia

**GO ON TO THE NEXT PAGE.**

88. Anorexia nervosa is a life-threatening illness that can lead to permanent physiological changes (such as brittle bones) and even death. Which of the following individuals would be the most likely to develop this illness?
- (A) Maria, a 16-year-old Caucasian female, who is an A student and talented musician, but who feels that her life is out of control
  - (B) Leticia, a 15-year-old African American female, who is an A student and exceptional athlete, plus an avid reader
  - (C) Rosa, a 26-year old Hispanic female, who has just received her law degree, is struggling with debt from school, and having difficulty finding employment
  - (D) Virginia, a 14-year-old Caucasian female, who is a C student, is sexually promiscuous, and is experimenting with drugs
  - (E) Jaeling, a 29-year-old Asian American female, who is a stay-at-home mother of two and has a very tight budget to maintain
89. Individuals in which of the following occupations will be potentially LEAST likely to be susceptible to health problems as a result of disrupted circadian rhythms?
- (A) Shift nurse
  - (B) Police officer
  - (C) Flight attendant
  - (D) Medical resident
  - (E) College professor
90. When Cordelia was a child, she was abused and she has been angry about it ever since. She is now a choreographer. When she creates dance routines for theatrical productions, critics and audiences often praise her realistic portrayals of anger and aggression. This would fit under the Freudian defense mechanism of
- (A) projection
  - (B) reaction formation
  - (C) repression
  - (D) denial
  - (E) sublimation
91. While visiting a museum, you study a statue by walking around it and examining it from many different places in the room. The retinal images of the statue change, but you do not perceive these changes because of
- (A) convergence
  - (B) motion parallax
  - (C) perceptual constancy
  - (D) interpositioning
  - (E) perceptual acuity
92. REM sleep is considered to be paradoxical sleep because
- (A) brain patterns change from alpha waves to delta waves over the course of a night's sleep
  - (B) people can always act out the content of their dreams
  - (C) people will try to increase REM sleep if deprived of REM sleep for a period of time
  - (D) sleep cycles may change with age
  - (E) the mind is very active, but the body is in a state of paralysis
93. Carmella has experienced a stroke. She now needs to use a communication board because her speech is difficult to understand. Carmella has probably sustained damage to her
- (A) Wernicke's area
  - (B) hippocampus
  - (C) amygdala
  - (D) Broca's area
  - (E) medulla oblongata
94. Probabilistic reasoning from specific observations to general propositions is known as
- (A) deductive reasoning
  - (B) inductive reasoning
  - (C) intuitive reasoning
  - (D) statistical reasoning
  - (E) observational reasoning
95. Claudio lives in an area with a few college students and several retirement communities. He is trying to start a computer consulting business that will make home visits to deal with customers' technology problems. He does all of his marketing for the business in a hip coffeehouse and on a dating website because he assumes that the elderly are relatively uninterested in technology. His business is not doing well. What obstacle to effective problem-solving may be interfering with his success?
- (A) Availability heuristic
  - (B) Representativeness heuristic
  - (C) Functional fixedness
  - (D) Optimism bias
  - (E) Confirmation bias

**GO ON TO THE NEXT PAGE.**

96. Which of the following accurately states the order of the transmission of visual information?
- (A) Optic nerve; ganglion cells; bipolar cells; rods and cones
  - (B) Bipolar cells; ganglion cells; fovea; optic nerve
  - (C) Rods and cones; retina; optic nerve; ganglion cells
  - (D) Bipolar cells; rods and cones; fovea; optic disk
  - (E) Rods and cones; bipolar cells; ganglion cells; optic nerve
97. Which of the following best summarizes Carl Rogers's view of personality?
- (A) Personality traits such as inhibition, extroversion, and conscientiousness are constant over time.
  - (B) People's personality traits are overwhelmingly positive and goal-directed.
  - (C) Personality is mainly formed by behavioral expectations.
  - (D) Individual personalities vary based on differences in traits, emotions, and thought processes.
  - (E) Situational variables are more important in determining the way a person will act than are broad personality dispositions.
98. Research has shown a possible connection between the neurotransmitter acetylcholine and which of the following mental disorders?
- (A) Parkinson's disease
  - (B) Alzheimer's disease
  - (C) Schizophrenia
  - (D) Mania
  - (E) Depression
99. Which of the following best explains why babies have poor vision for the first few weeks of life?
- (A) The nodes of Ranvier have not yet formed.
  - (B) The neural connections to the primary visual cortex are not fully connected.
  - (C) The axons are covered in tight coats of lipids, which impede neural firing.
  - (D) The synaptic cleft of the neuron is filled with an aqueous humor.
  - (E) The glial cells are absent at birth.
100. Scientists have long sought a physical manifestation of learning and memory in the brain. Perhaps the closest they have come is in identifying strengthened synaptic connections. This is referred to as
- (A) long-term potentiation (LTP)
  - (B) tip-of-the-tongue phenomenon
  - (C) cortical conditioning
  - (D) myelination
  - (E) reuptake

## END OF SECTION I

**IF YOU FINISH BEFORE TIME IS CALLED, YOU MAY CHECK YOUR WORK ON THIS SECTION. DO NOT GO ON TO SECTION II UNTIL YOU ARE TOLD TO DO SO.**