

Dr. Phillips' Practice Multiple Choice Questions:

I suggest you try to answer these questions after studying all of the material.

For the answers to the questions, see the document "Practice Multiple Choice Questions with Answers", also in Dr. Phillips' Canvas content folder.

Tips for taking Multiple Choice exams:

1. Read the question and have an idea of the answer in your mind before looking at the options.
2. Consider ALL answer choices, don't just pick the first one that seems correct
3. Once you have ruled out an answer choice, cross it out with your pencil—that way, your brain won't have to hold the same thoughts/decisions/conclusions at once while you consider other answer options
4. If you can only rule out two of the four answer options, you haven't wasted your time: you now have a 50% chance of guessing correctly, compared to what was a 25% chance.
5. "All of the above" option: if you are reasonably certain that two of the answer options are correct but are uncertain about a third...the third doesn't matter, go for "all of the above" (if two are correct, then all three must be correct).
6. DO NOT change your answer unless you are 100% sure you MIS-READ the question the first time. Studies show that people are more likely to change a correct answer to an incorrect answer than the reverse!
7. If you don't recognize an answer option (and you studied), cross it out—it's not the answer.

Thinking

1. A sudden realization of the solution to a problem is called:
 - a. framing.
 - b. insight.
 - c. a heuristic.
 - d. belief perseverance.
2. After learning that her two best friends had lost their jobs, Mariah began to grossly overestimate the national unemployment rate. Mariah's reaction best illustrates the consequences of:
 - a. confirmation bias.
 - b. the availability heuristic.
 - c. fixation.
 - d. belief perseverance.
3. Anika resisted changing her answer to a test question after reminding herself that "it's always best to stick with your first answer." Anika's decision best illustrates the use of:
 - a. insight.
 - b. an algorithm.
 - c. trial and error.
 - d. a heuristic.
4. Belief perseverance refers to:
 - a. a tendency to search for information that supports our preconceptions.
 - b. approaching a problem in a particular way that has been successful in the past.
 - c. a methodical procedure that guarantees the eventual solution of a problem.

- d. clinging to one's initial conceptions after the basis on which they were formed has been discredited.
5. Despite overwhelming and highly publicized evidence that Senator McEwan was guilty of serious political corruption and misconduct, many who had supported her in past elections remained convinced of her political integrity. Their reaction best illustrates
- a. the framing effect.
 - b. the planning fallacy.
 - c. belief perseverance.
 - d. the availability heuristic.

Motivation

6. "A monetary bonus is obviously the best way to motivate someone to do a great job and take pride in their work." This statement best illustrates the concept of _____ in motivation.
- a. incentives
 - b. self-actualization
 - c. drives
 - d. arousal
7. 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. a positive or negative environmental stimulus.
8. Abraham Maslow referred to the need to live up to one's fullest and unique potential as the:
- a. need hierarchy.
 - b. need to belong.
 - c. need for self-esteem.
 - d. need for self-actualization.
9. An instinctive behavior is one that:
- a. is common to an entire species.
 - b. is unlearned.
 - c. is rigidly patterned.
 - d. has all of these characteristics.
10. Dr. Chen believes that people are motivated to maintain an optimal level of stimulation. When the level is too low, we try to increase it by seeking out stimulating experiences. When it is too high, we seek to reduce arousal in a less stimulating environment. Dr. Chen's views are most consistent with:
- a. instinct theory.
 - b. arousal theory.
 - c. humanistic theory.
 - d. incentive theory.

Emotion

11. According to the Cannon-Bard theory of emotion:
 - a. you experience fear because your heart begins pounding.
 - b. your heart begins pounding because you experience fear.
 - c. you experience fear at the same time your heart begins pounding.
 - d. none of these statements are true.
12. After watching a video of his winning game shot in a high school basketball tournament, Jordan was easily persuaded to baby-sit his little sister while his parents went out for dinner. This best illustrates the:
 - a. adaptation-level phenomenon.
 - b. feel-good, do-good phenomenon.
 - c. relative deprivation principle.
 - d. subjective well-being.
13. As a member of the diplomatic corps, Alex was given special training in the customs, language, and religions of the nonindustrialized country where he would be living. However, Alex probably needed little training to correctly interpret his hosts' expressions of emotion as revealed by their:
 - a. body postures.
 - b. facial expressions.
 - c. hand gestures.
 - d. tones of voice.
14. Astrid was emotionally aroused by a TV horror movie. She became extremely angry when her younger brother momentarily blocked her view of the screen. When her movie viewing was interrupted by a phone call from her boyfriend, however, she experienced unusually intense romantic feelings. Astrid's different emotional reactions to her brother and her boyfriend are best explained by the:
 - a. Yerkes-Dodson law.
 - b. James-Lange theory.
 - c. guilty knowledge test.
 - d. two-factor theory.
15. Evidence that visual input is routed from the thalamus directly to the amygdala has been used to support the claim that:
 - a. the amygdala sends more neural projections up to the cortex than it receives back.
 - b. emotion tends to distort our perceptions of the world.
 - c. a visual stimulus always triggers a stronger emotional response than does an auditory stimulus.
 - d. some emotional reactions may occur without conscious thinking.
16. In one study, polygraph experts interpreted the polygraph data of 100 people who had been suspects in crimes of theft. Had the polygraph experts been the judges of guilt or innocence:
 - a. less than 5 percent of the truly guilty would have been declared innocent.
 - b. less than 5 percent of the truly innocent would have been declared guilty.
 - c. more than one-third of the truly innocent would have been declared guilty.
 - d. more than two-thirds of the truly guilty would have been declared innocent.

17. Juan and Berta were millionaires who lost half their life savings due to a bad investment decision. Which of the following best explains why after three years Juan and Berta seem to have suffered no permanent loss of happiness?
- a. relative deprivation
 - b. the concept of flow
 - c. the catharsis hypothesis
 - d. the adaptation-level phenomenon
18. Lillian will be taking an entrance exam for law school this afternoon. She is likely to _____ on the exam if her physiological arousal is _____.
- a. do well; moderate
 - b. do poorly; moderate
 - c. do well; very low
 - d. do well; very high

Personality

19. Personality is best defined as an individual's
- a. characteristic pattern of thinking, feeling, and acting.
 - b. most noticeable characteristics.
 - c. biologically inherited temperament.
 - d. hidden thoughts and emotions.
20. In suggesting that the mind is mostly hidden, Freud was most clearly emphasizing the importance of
- a. the inferiority complex.
 - b. erogenous zone.
 - c. the unconscious.
 - d. psychosexual stages.
21. Freud emphasized that the ego operates on the _____ principle.
- a. pleasure
 - b. self-actualization
 - c. reality
 - d. self-transcendence
22. The superego is the part of personality that
- a. mediates between the demands of biology and the external world.
 - b. operates on the reality principle.
 - c. generates feelings of guilt.
 - d. performs all of these functions.
23. Which of the following have been criticized the most for offering concepts that are vague and subjective?
- a. trait theorists
 - b. humanistic theorists
 - c. social-cognitive theorists
 - d. terror-management theorists

24. Tests that present ambiguous stimuli designed to uncover hidden personality dynamics are called _____ tests.
- a. empirical
 - b. projective
 - c. identification
 - d. dynamic
25. Who proposed that we are motivated by a hierarchy of needs?
- a. Hans Eysenck
 - b. Walter Mischel
 - c. Abraham Maslow
 - d. Carl Rogers
26. Amanda is consistently optimistic, talkative, and impulsive. Each of these characteristics most clearly represents
- a. a conscious motive.
 - b. the need for self-esteem.
 - c. a peak experience.
 - d. a trait.
27. A person who is helpful and trusting most clearly ranks high on the Big Five trait dimension known as
- a. extraversion.
 - b. openness.
 - c. agreeableness.
 - d. conscientiousness.
28. A highly anxious and insecure personality illustrates the Big Five trait dimension of
- a. agreeableness.
 - b. openness.
 - c. extraversion.
 - d. neuroticism.
29. Brenda has never cheated on a psychology test, but she often does so on chemistry tests. She recently stole some merchandise from a local store, but she also returned a lost billfold along with \$28 to its rightful owner. This pattern of behavior should make psychologists more cautious about emphasizing the consistent impact of _____ on behavior.
- a. personality traits
 - b. unconditional positive regard
 - c. factor analysis
 - d. empirically derived tests
30. According to Albert Bandura, the interacting influences of behavior, internal personal factors, and environment illustrate
- a. self-actualization.
 - b. free association.
 - c. reciprocal determinism.

- d. the spotlight effect.

Stress

- 31. Estée's legs are paralyzed, but she is able to minimize the stress that the inability to walk might have caused by viewing this handicap as a challenge rather than a threat. This illustrates the importance of:
 - a. the immune system.
 - b. stress appraisal.
 - c. the general adaptation syndrome.
 - d. the Type A personality.
- 32. A sporting event that participating athletes perceive as highly challenging or threatening is best described as a(n):
 - a. fight-or-flight situation.
 - b. macrophage.
 - c. Type A situation.
 - d. stressor.
- 33. Physical and emotional responses to threatening and challenging events are referred to as:
 - a. immune responses.
 - b. stress reactions.
 - c. telomeres.
 - d. stressors.
- 34. In response to various stressors, _____ increases your heart rate and respiration.
 - a. oxytocin
 - b. the immune system
 - c. spontaneous remission
 - d. the sympathetic nervous system
- 35. The first phase of the general adaptation syndrome is
 - a. stress appraisal.
 - b. resistance.
 - c. alarm.
 - d. adjustment.
- 36. Who is the best example of a Type B personality?
 - a. Tammy, an ambitious, self-confident waitress
 - b. Mauriucca, a relaxed, understanding social worker
 - c. Tena, a time-conscious, competitive lawyer
 - d. Juanita, an impatient, pessimistic librarian
- 37. Using emotional, behavioral, or cognitive methods to alleviate stress is known as
 - a. biofeedback.
 - b. mindfulness meditation.
 - c. personal control.

d. coping.

38. Feeling liked and encouraged by intimate friends and family has been found to promote:

- a. an increase in cortisol.
- b. mindfulness.
- c. stronger immune functioning.
- d. emotion-focused coping.

39. Aerobic exercise is an effective way to

- a. reduce problem-focused coping.
- b. increase cortisol production.
- c. reduce serotonin activity in the brain.
- d. lower the blood pressure reaction to stress.

Intelligence

40. Creativity is the ability to:

- a. experience insight.
- b. develop prototypes.
- c. solve problems quickly.
- d. produce novel and valuable ideas.

41. The sort of problem solving that demonstrates “school smarts” is what researchers have historically assessed in their tests of

- a. street smarts.
- b. intelligence.
- c. emotional intelligence.
- d. social intelligence.

42. 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.

43. Spearman referred to the general capacity that may underlie all of a person's specific mental abilities as:

- a. multiple intelligence.
- b. the g factor.
- c. factor analysis.
- d. emotional intelligence.

44. Chandra is very athletic and is able to quickly master new and complex dance routines. Howard Gardner would be most likely to suggest that Chandra demonstrates a high level of:

- a. social intelligence.
- b. spatial intelligence.
- c. emotional intelligence.

- d. bodily-kinesthetic intelligence.
45. A bell-shaped pattern that characterizes the distribution of a large sample of intelligence test scores is a graphic representation of:
- a. the intelligence quotient.
 - b. a normal curve.
 - c. the Flynn effect.
 - d. general intelligence.
46. The widespread improvement in intelligence test performance during the past century is called:
- a. the bell curve.
 - b. the normal curve.
 - c. standardization.
 - d. the Flynn effect.
47. Blacks have been found to score lower on tests of verbal aptitude when tested by Whites than when tested by Blacks. This best illustrates the impact of:
- a. polygenetics.
 - b. predictive validity.
 - c. stereotype threat.
 - d. the growth mind-set

Social Influence & Social Thinking; Prejudice & Stereotyping

48. Feelings, often influenced by our beliefs, that predispose us to respond in particular ways to objects, people, and events are called
- a. roles.
 - b. dissonance.
 - c. attitudes.
 - d. attributions.
49. Cognitive dissonance theory emphasizes that we seek to reduce the discomfort we feel when we become aware that
- a. our attitudes and actions clash.
 - b. our efforts to achieve a goal have been blocked.
 - c. we have overestimated the impact of personal dispositions on behavior.
 - d. others' pursuit of their self-interest can harm our well-being.
50. During a test, Abe impulsively copied several answers from a nearby student's paper. He felt very uncomfortable about having done this until he convinced himself that copying answers is not wrong if classmates are careless enough to expose their test sheets. Which theory best explains why Abe adopted this new attitude?
- a. role-playing theory
 - b. attribution theory
 - c. persuasion theory
 - d. cognitive dissonance theory

51. The tendency for observers to underestimate the impact of the situation and to overestimate the impact of personal dispositions on another's behavior is called
- the foot-in-the-door phenomenon.
 - the fundamental attribution error.
 - cognitive dissonance.
 - central route persuasion.
52. Recognizing the powerful impact of social influence on others' behaviors is most likely to minimize
- cognitive dissonance.
 - central route persuasion.
 - attitudes.
 - the fundamental attribution error.
53. Caitlin concluded that her husband was late for dinner because he was caught in heavy traffic. Her conclusion best illustrates
- a dispositional attribution
 - an attitude.
 - a situational attribution.
 - the foot-in-the-door phenomenon.
54. Which of the following examples does NOT fit the social psychological definition of a group?
- A sports team
 - A family
 - An audience at a stadium
 - A small choir
55. The presence of others improves performance on simple, easy tasks. This is called:
- The bystander effect
 - Social facilitation
 - Social loafing
 - Groupthink
56. Four students put less effort into a team project compared to how much they usually do when working alone. This is an example of:
- The bystander effect
 - Social facilitation
 - Social loafing
 - Group polarization
57. Groups have a tendency to shift to a more extreme view after a group discussion. This leads groups to make decisions that are more extreme than the initial inclinations of its members were. This phenomenon is called:
- Deindividuation
 - Groupthink
 - The bystander effect
 - Group polarization

58. Students are working on a team project and are trying to figure out how to avoid groupthink when deciding what information to put into the project. Which of these strategies would be LEAST helpful?
- a. Find a strong, directive leader
 - b. Encourage everyone to openly express their views
 - c. Make one team member a “devil’s advocate” whose job is to find weaknesses in the project
59. Conformity is best described as
- a. performing simple tasks more quickly in the presence of others.
 - b. adjusting one's behavior or thinking toward a group standard.
 - c. neglecting critical thinking in order to preserve group harmony.
 - d. losing self-awareness in group situations that foster anonymity.
60. A stereotype is best described as a
- a. hostile feeling that triggers discrimination.
 - b. perceived incompatibility of goals or actions.
 - c. belief that victims of misfortune deserve their fate.
 - d. generalized belief about a group of people.

Psychological Disorders

61. Personally distressing thoughts, feelings, and behaviors are considered to be symptoms of a psychological disorder if they are
- a. unusual.
 - b. dysfunctional.
 - c. biologically influenced.
 - d. unusually motivated.
62. A psychotherapist is most likely to use the DSM-5 in order to _____ various psychological disorders.
- a. cure
 - b. prevent
 - c. explain
 - d. identify
63. Marshall has been diagnosed with autism spectrum disorder. Because this disorder is included as a diagnosis in the DSM-5,
- a. Marshall's mother will know the real cause of his difficult behavior.
 - b. the therapist will be able to suggest appropriate treatment.
 - c. Marshall will be overmedicated.
 - d. Marshall's mother will be able to join support groups.
64. In a study by David Rosenhan, researchers were admitted as patients into various mental hospitals after they falsely claimed to be “hearing voices.” This study best illustrated the negative effects of
- a. the medical model.
 - b. field studies.
 - c. the biopsychosocial approach.
 - d. diagnostic labels.

65. Feelings of worthlessness are most likely to be associated with
- a. mania.
 - b. major depressive disorder.
 - c. panic disorder.
 - d. phobias.
66. Seeing one-eyed monsters would be a(n) _____. Believing that you are Christopher Columbus would be a _____.
- a. delusion; compulsion
 - b. obsession; delusion
 - c. obsession; compulsion
 - d. hallucination; delusion