PY101 QUIZ 5

1. Personality is thought to be \_\_\_\_\_\_\_\_.

a. short term and easily changed

b. a pattern of short-term characteristics

c. unstable and short term

**d. long term, stable and not easily changed**

1. In cartoons, when a character faces a moral dilemma, an angel often appears over one shoulder and a devil appears over the other shoulder, with both giving advice. According to Freud, the devil is similar to the \_\_\_\_\_\_\_\_\_\_, and it operates on the principle of \_\_\_\_\_\_\_\_\_.
   1. superego; reality
   2. ego; reality
   3. **id; pleasure**
   4. superego; guilt
2. Janine is a smoker. She also bites her nails when getting nervous. According to Freud, Janine is suffering from a fixation at the \_\_\_\_\_\_\_\_\_\_ stage of development.
   1. **oral**
   2. phallic
   3. genital
   4. anal
3. The Oedipus complex occurs in the \_\_\_\_\_\_\_\_stage of psychosexual development, when the \_\_\_\_\_\_ is the genital area.

a. oral ; erogenous zone

b. anal ; arousal zone

c. genital ; erogenous zone

**d. phallic ; erogenous zone**

1. Which of the following psychologists is not a Neo-Freudian?
   1. Karen Horney
   2. Carl Jung
   3. **Hans Eysenck**
   4. Alfred Adler
2. Self-regulation is also known as \_\_\_\_\_\_\_\_, and was studied in the \_\_\_\_\_\_\_\_\_\_.

a. self-efficacy, performance pressure test

**b. will power, marshmallow study**

c. internal locus of control, hurricane preparation study

d. external locus of control, hurricane preparation study

1. Hans and Sybil Eysenck viewed people as having two specific personality dimensions: \_\_\_\_\_\_\_\_.

**a. extroversion/introversion; neuroticism/stability**

b. extroversion/stability; introversion/neuroticism

c. phlegmatic/choleric; sanguine/melancholic

d. phlegmatic/melancholic; choleric/sanguine

1. \_\_\_\_\_\_\_\_\_\_\_ refers to one’s confidence that about his or her ability, and this concept was first proposed by \_\_\_\_\_\_\_\_\_\_.
   1. Self-regulation; Julian Rotter
   2. Self-control; Julian Rotter
   3. **Self-efficacy; Albert Bandura**
   4. Reciprocal determinism; Albert Bandura
2. According to Rotter's expectancy theory, a person’s decision to engage in a behavior is determined by what the person expects to happen following the behavior and by
   1. **how valuable the outcomes are.**
   2. what cognitive person variables apply to the situation.
   3. the conditions of worth the individual has created.
   4. the relatively stable traits the individual possesses.
3. Eddie and Elaine both failed their first psychology quiz. Eddie got really upset and anxious, whereas Elaine remained calm. Eddie made specific plans regarding how to improve his grade for the next quiz, whereas Elaine thought she would just wait until the last minute to study. Eddie is probably low on \_\_\_\_\_\_\_\_\_\_, but high on \_\_\_\_\_\_\_\_\_\_\_\_.
   1. Neuroticism; agreeableness
   2. **Emotional stability; conscientiousness**
   3. Neuroticism; organization
   4. Emotional stability; extraversion
4. Which question was central to the marshmallow test?

a. Do you think you could accomplish great things even when the fates are against you?

b. Is your life more like a marshmallow or more like a rock?

c. Would you make the same decisions your parent would make?

**d. Would you be able to resist getting a small reward now in order to get a larger reward later?**

1. As a field, social psychology focuses on \_\_\_\_\_\_\_\_ in predicting human behavior.

a. personality traits

b. genetic predispositions

c. biological forces

**d. situational factors**

1. Ogun is at a football game. He watches a receiver fumble an easy pass. If Ogun is making the \_\_\_\_\_\_\_\_\_\_\_\_ attributional error, he is most likely to think that \_\_\_\_\_\_\_\_\_.
   1. **fundamental; the receiver is not a good one.**
   2. Ultimate; other players obstructed him.
   3. Actor-observer; was distracted by some fan.
   4. Self-serving; the receiver is not a good one.
2. Which of the following statement is correct?
   1. **People from individualist cultures are more likely to use internal attribution.**
   2. People from collectivistic cultures are more likely to make self-serving error.
   3. People from collectivistic cultures are more likely to engage in social loafing.
   4. People from individualist cultures are more obedient to authority.
3. Which two psychologists conducted the Stanford prisoner study and cognitive dissonance study?
   1. Dr. Zimbardo; Dr. Asch
   2. Dr. Milgram; Dr. Zimbardo
   3. Dr. Festinger; Dr. Asch
   4. **Dr. Zimbardo; Dr. Festinger**
4. The persuasiveness of the message can be influenced by all of the following except \_\_\_\_\_\_\_\_\_\_\_.

a. credibility of the speaker

b. audience’s age

**c. audience’s gender**

d. audience’s self-esteem

1. Ed participated in a psychology experiment in which he turned pegs on a board for one hour. Although the task was very boring, the experimenter said, "I will pay you $1 if you tell the next participant that this experiment is the most exciting experiment that you have ever been in." Julie also participated in the same experiment; however, the experimenter offered to pay her $20 to lie to the next participant. According to cognitive dissonance theory, Ed will later report that experiment was \_\_\_\_\_\_\_\_\_\_, and Julie will report that it was \_\_\_\_\_\_\_\_\_\_.
   1. **exciting; boring**
   2. boring; exciting

c. exciting; exciting

d. boring; boring

1. Examples of cues used in peripheral route persuasion include all of the following except \_\_\_\_\_\_\_\_.

a. celebrity endorsement

b. positive emotions

c. attractive models

**d. factual information**

1. We tend to conform to the majority opinion in the group. Which of the following technique can be used to reduce conformity?
   1. Increase the number of people who hold majority opinion
   2. Increase the humanity of people who hold majority opinion
   3. **Make private responses instead of public ones**
   4. The absence of authority (the experimenter)
2. Simeon has met only one person from Canada in his whole life, and that person was arrogant and shrewd. Simeon now disking all Canadians. This phenomenon is best described as
   1. **prejudice.**
   2. discrimination.
   3. bias.
   4. a stereotype.
3. Diane and Bruce share their intimate thoughts and emotions and they both believe that they would like to make the relationship long-term. However, they do not feel the passion they have felt when they just met. Their love is called \_\_\_\_\_\_\_\_.

**a. companionate**

b. empty

c. liking

d. romantic

1. Which of the following statement is incorrect?
   1. **When it comes to marriage, women prefer smart spouses more than men do.**
   2. For pure sexual relations, women prefer sexual partners with above average intelligence.
   3. Women prefer to seek spouses who can provide resources.
   4. Both sighted and congenital blind men hold the same set of standards to judge women’s physical attractiveness.
2. If group members modify their opinions to align with a perceived group consensus, then \_\_\_\_\_\_\_\_ has occurred.

a. group cohesion

b. social facilitation

**c. groupthink**

d. social loafing