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Time left 0:58:02

Question **1**

Not yet answered

Marked out of 1

According to Albert Bandura's social-cognitive theory, what plays a crucial role in the process of observational learning and the development of personality?

- ☐ a. Operant conditioning
- ☐ b. Unconscious conflicts
- ☐ c. **Self-efficacy**
- ☐ d. Archetypes
- ☐ e. Defense mechanisms

Question **2**

Not yet answered

Marked out of 1

The mere presence of a third party in a conflict situation can help improve communication and facilitate resolution.

Select one:

- ☐ **True**
- ☐ False

Question **3**

Not yet answered

Marked out of 1

Discrimination can contribute to health disparities among different social groups. Which of the following is an example of how discrimination can impact healthcare access and utilization?

- ☐ a. Providing equal access to healthcare services for all individuals
- ☐ b. Promoting inclusive and culturally sensitive healthcare practices
- ☐ c. Encouraging open communication and trust between healthcare providers and patients
- ☐ **d. Creating barriers to healthcare such as limited insurance coverage or biased treatment**
- ☐ e. Offering preventive care programs specifically targeted at marginalized groups

Question **4**

Not yet answered

Marked out of 1

Arrange the following stages of the motivation process in the correct order.

1

2

3

dreamstime.

4

5

- Need arousal

1
- Goal setting

3
- Action initiation

4
- Persistence

2
- Achievement

5

Question **5**

Not yet answered

Marked out of 1

Which of the following best describes the concept of "**media literacy**" in relation to prejudice and bias?

- ☐ a. The ability to critically analyze media messages and recognize biases
- ☐ b. The promotion of exclusive media content
- ☐ c. Reinforcing and perpetuating stereotypes through media consumption
- ☐ d. The elimination of media bias and subjectivity
- ☐ e. Increased reliance on media for social information

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Time left 0:54:06

Question **6**

Not yet answered

Marked out of 1

Emotional intelligence involves the ability to recognize, understand, and  emotions in oneself and others.

Question **7**

Not yet answered

Marked out of 1

Which of the following theories emphasizes the inherent growth tendency and potential for self-improvement in individuals?

- ☒ a. Humanistic theory
- ☐ b. Trait theory
- ☐ c. Social-cognitive theory
- ☐ d. Psychoanalytic theory
- ☐ e. Behaviorist theory

Question **8**

Not yet answered

Marked out of 1

Which of the following is an example of an external time waster?

- ☐ a. Procrastination
- ☐ b. Poor planning
- ☒ c. Social media distractions
- ☐ d. Lack of motivation
- ☐ e. Inefficient work habits

Question **9**

Not yet answered

Marked out of 1

Which personality theory suggests that personality develops through a series of psychosocial stages?

- ☐ a. Trait theory
- ☐ b. Humanistic theory
- ☒ c. Psychoanalytic theory
- ☐ d. Social-cognitive theory
- ☐ e. Behavioral theory

Question **10**

Not yet answered

Marked out of 1

The use of technology in education can lead to increased motivation but does not necessarily guarantee improved learning outcomes.

Select one:

- ☒ True
- ☐ False

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Question **11**

Not yet answered

Marked out of 1

Which of the following is a common consequence of poor time management?

- ☐ a. Increased productivity and efficiency
- ☐ b. Reduced stress levels
- ☒ c. Missed deadlines and unfinished tasks
- ☐ d. Enhanced work-life balance
- ☐ e. Improved focus and concentration

Question **12**

Not yet answered

Marked out of 1

Which negative emotion is characterized by a sense of threat, vulnerability, and worry about the future?

- ☐ a. Anger
- ☒ b. Fear
- ☐ c. Disgust
- ☐ d. Guilt
- ☐ e. Shame

Question **13**

Not yet answered

Marked out of 1

Which of the following statements best describes informed consent in research?

- ☐ a. It is the process of obtaining permission from participants' parents or legal guardians
- ☒ b. It involves providing participants with a full explanation of the study's purpose, procedures, and potential risks and benefits before they agree to participate
- ☐ c. It refers to debriefing participants after the study to inform them of the true nature and purpose of the research
- ☐ d. It is the obligation to protect participants' privacy and maintain the confidentiality of their personal information

Question **14**

Not yet answered

Marked out of 1

Which area does social psychology primarily focus on?

- ☐ a. Group behavior, social influences on individual behavior, attitudes, prejudice, conformity, aggression, and related topics.
- ☐ b. The study of how psychological factors influence sports, athletic performance, exercise, and physical activity
- ☐ c. Understanding how personality develops as well as the patterns of thoughts, behaviors, and characteristics that make each individual unique
- ☐ d. Basic theories, principles, and methods of psychology

Question **15**

Not yet answered

Marked out of 1

Which of the following best describes amotivation?

- ☐ a. The lack of interest and enjoyment in studying
- ☐ b. The presence of external rewards for studying
- ☐ c. The motivation to study based on personal goals and values
- ☐ d. The drive to achieve high grades in exams
- ☐ e. The fear of failure and negative consequences of not studying

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Question **16**

Not yet answered

Marked out of 1

Time management skills are only relevant for professionals and not applicable to personal life:

Select one:

- ☐ True
- ☒ False

Question **17**

Not yet answered

Marked out of 1

Which research design involves randomly assigning participants to different experimental conditions?

- ☐ a. Observational study
- ☐ b. Case study
- ☐ c. Correlational study
- ☒ d. Experimental study
- ☐ e. Survey

Question **18**

Not yet answered

Marked out of 1

Self-**efficacy** refers to an individual's belief in their ability to succeed in academic tasks and challenges.

Question **19**

Not yet answered

Marked out of 1

Discrimination based on implicit biases:

- ☐ a. Requires intent to harm or disadvantage others
- ☒ b. Can occur even without conscious awareness or intent
- ☐ c. Is always based on explicit biases
- ☐ d. Is not influenced by social and cultural factors
- ☐ e. Is limited to specific contexts

Question **20**

Not yet answered

Marked out of 1

Match the conflict resolution strategy with its description.

A win-win approach where parties work together to find a mutually beneficial solution

A strategy involving giving up some demands to reach an agreement

A strategy of minimizing or ignoring the conflict

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Not yet answered

Marked out of 1

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Sarah has been experiencing symptoms of anxiety and seeks help from a mental health professional. The professional she consults is a medical doctor who specializes in the diagnosis and treatment of mental health disorders. What type of mental health professional is Sarah likely seeing?

- ☐ a. Psychologist
- ☒ b. Psychiatrist
- ☐ c. Counselor
- ☐ d. Social worker
- ☐ e. Psychiatric nurse practitioner

Question **22**

Not yet answered

Marked out of 1

Which type of research involves observing and recording behavior in its natural setting without intervening or manipulating variables?

- ☐ a. Experimental study
- ☒ b. Observational study
- ☐ c. Case study
- ☐ d. Correlational study
- ☐ e. Survey

Question **23**

Not yet answered

Marked out of 1

Which theory suggests that motivation is influenced by physiological needs, safety needs, social needs, esteem needs, and self-actualization needs?

- ☐ a. Drive theory
- ☐ b. Expectancy theory
- ☐ c. Equity theory
- ☒ d. Maslow's hierarchy of needs
- ☐ e. Goal-setting theory

Question **24**

Not yet answered

Marked out of 1

Intergroup conflict refers to conflicts that occur between:

- ☐ a. Individuals within the same group
- ☒ b. Individuals from different groups
- ☐ c. Individuals and authority figures
- ☐ d. Individuals and their own beliefs
- ☐ e. Individuals and societal norms

Question **25**

Not yet answered

Marked out of 1

Implicit biases can contribute to:

- ☐ a. Stereotyping and generalizations about certain groups
- ☐ b. Unequal treatment and disparities in opportunities
- ☐ c. Negative attitudes and beliefs towards marginalized groups
- ☒ d. All of the above

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Question **26**

Not yet answered

Marked out of 1

Which of the following best describes intrinsic motivation to study?

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- ☐ a. Studying to earn a high grade and impress others
- ☒ b. Studying because it aligns with personal values and interests
- ☐ c. Studying to avoid punishment or negative consequences
- ☐ d. Studying to fulfill external expectations and obligations
- ☐ e. Studying for the sake of competition and comparison with peers

Question **27**

Not yet answered

Marked out of 1

Which of the following statements best describes the relationship between emotions and culture?

- ☐ a. Emotions are universal and experienced in the same way across all cultures.
- ☐ b. Emotions are entirely determined by genetics and biological factors
- ☒ c. Emotions are influenced by cultural norms, values, and socialization practices
- ☐ d. Emotions are independent of cultural context and vary only based on individual differences
- ☐ e. Emotions are solely influenced by personal experiences and upbringing

Question **28**

Not yet answered

Marked out of 1

True or False: External rewards, such as monetary incentives, are effective for long-term motivation to study.

Select one:

- ☐ True
- ☒ False

Question **29**

Not yet answered

Marked out of 1

According to Sigmund Freud's psychoanalytic theory, which part of the mind operates on the pleasure principle and seeks immediate gratification?

- ☐ a. Ego
- ☐ b. Superego
- ☐ c. Unconscious mind
- ☐ d. Preconscious mind
- ☒ e. Id

Question **30**

Not yet answered

Marked out of 1

Intragroup conflict refers to conflicts that occur within:

- ☐ a. Individuals from different groups
- ☐ b. Individuals and authority figures
- ☐ c. Individuals and their own beliefs
- ☒ d. Individuals within the same group
- ☐ e. Individuals and societal norms

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Question **31**

Not yet answered

Marked out of 1

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The "Jigsaw Classroom" technique is an example of implementing the Intragroup Contact Theory in education. This technique was developed by Elliot Aronson to reduce prejudice and promote cooperation among students. Which of the following best describes the Jigsaw Classroom technique?

- ☐ a. Segregating students based on their abilities and interests
- ☐ b. Encouraging competition and hostility between students
- ☒ c. Dividing the class into small groups to work cooperatively on a shared task
- ☐ d. Reinforcing stereotypes and biases within the classroom
- ☐ e. Limiting interaction between students from different backgrounds

Question **32**

Not yet answered

Marked out of 1

Which of the following emotions is often associated with shame in a shame culture?

- ☐ a. Joy
- ☐ b. AngerSadness
- ☒ c. Guilt
- ☐ d. Sadness
- ☐ e. Fear

Question **33**

Not yet answered

Marked out of 1

Which of the following are the disadvantages of using self-report measures in psychological research? (Select two correct answers)

- ☐ a. Lack of control over variables
- ☒ b. Social desirability bias
- ☐ c. High cost and time-consuming
- ☐ d. Inability to establish causation
- ☒ e. Limited generalizability
- ☐ f. Difficulty in interpreting the data

Question **34**

Not yet answered

Marked out of 1

Eliminate the incorrect option related to the impact of discrimination on mental health

- ☐ a. Increased risk of depression and anxiety disorders
- ☒ b. Improved self-esteem and overall well-being
- ☐ c. Higher rates of post-traumatic stress disorder (PTSD)
- ☐ d. Decreased access to mental health services

Question **35**

Not yet answered

Marked out of 1

Which of the following factors can contribute to intergroup conflicts between minority and majority groups?

- ☐ a. Equal distribution of resources and opportunities
- ☐ b. Cultural assimilation and integration
- ☐ c. Shared social identities and common goals
- ☒ d. Power imbalances and inequalities
- ☐ e. Absence of stereotypes and biases

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Question **36**

Not yet answered

Marked out of 1

In an organizational setting, two departments with different priorities and interests often experience intragroup conflict. Which of the following approaches is most likely to resolve this conflict effectively?

- ☐ a. Encouraging each department to operate independently with minimal communication
- ☐ b. Fostering a culture of competition and hostility between the departments
- ☒ c. Promoting shared goals and facilitating collaboration between the departments
- ☐ d. Reinforcing hierarchical power structures within each department
- ☐ e. Encouraging stereotyping and biases towards the other department

Question **37**

Not yet answered

Marked out of 1

Which negative emotion is typically associated with the perception of unfair treatment or inequality?

- ☒ a. Anger
- ☐ b. Resentment
- ☐ c. Envy
- ☐ d. Disgust
- ☐ e. Jealousy

Question **38**

Not yet answered

Marked out of 1

Which branch of psychology focuses on understanding individual differences in personality and behavior?

- ☐ a. Developmental psychology
- ☐ b. Cognitive psychology
- ☐ c. Social psychology
- ☐ d. Personality psychology
- ☒ e. Clinical psychology

Question **39**

Not yet answered

Marked out of 1

Which of the following statements best describes the impact of media bias on societal attitudes and beliefs?

- ☐ a. Media bias has no effect on societal attitudes
- ☒ b. Media bias contributes to the reinforcement of stereotypes and prejudices
- ☐ c. Media bias promotes inclusivity and diversity
- ☐ d. Media bias has a negligible impact on audience perceptions
- ☐ e. Media bias fosters intergroup understanding and empathy

Question **40**

Not yet answered

Marked out of 1

Read the scenario and select the best response that demonstrates emotional intelligence:

"A colleague receives criticism from their supervisor during a team meeting and seems upset"

- ☐ a. You should just ignore it. They're always so critical
- ☒ b. I'm sorry you had to go through that. Is there anything I can do to help?
- ☐ c. Don't let it bother you. It's not a big deal
- ☐ d. I never liked your supervisor anyway. They're always unfair
- ☐ e. You should confront your supervisor and defend yourself

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A random sample ensures that every individual in the population has an equal chance of being selected for the study

Select one:

True

False

Discrimination based on implicit biases:

a.

Requires intent to harm or disadvantage others

b.

Can occur even without conscious awareness or intent

c.

Is always based on explicit biases

d.

Is not influenced by social and cultural factors

e.

Is limited to specific contexts

Which of the following is a strategy for overcoming procrastination?

a.

Setting unrealistic goals

b.

Focusing on multiple tasks simultaneously

c.

Breaking tasks into smaller, manageable steps

d.

Ignoring deadlines

e.

Waiting until the last minute to start tasks

Which of the following best describes amotivation?

a.

The lack of interest and enjoyment in studying

b.

The presence of external rewards for studying

c.

The motivation to study based on personal goals and values

d.

The drive to achieve high grades in exams

e.

The fear of failure and negative consequences of not studying

Eliminate the incorrect option related to effective communication barriers.

- a.
Lack of empathy
- b.
Active listening
- c.
Language barriers
- d.
Noise distractions**
- e.
Cultural barriers

Which of the following is an example of an external time waster?

- a.
Procrastination
- b.
Poor planning
- c.
Social media distractions**
- d.
Lack of motivation
- e.
Inefficient work habits

Maxat has been using a productivity app that rewards him with virtual badges and points for completing tasks on time. This system encourages him to stay motivated and engaged in his work. Which motivational concept does this app utilize?

- a.
Extrinsic motivation**
- b.
Intrinsic motivation
- c.
Self-determination theory
- d.
Self-efficacy
- e.
Amotivation

What is the term for the motivation that arises from within oneself when engaging in a personally meaningful activity?

- a.
Amotivation

b.

Intrinsic motivation

c.

Extrinsic motivation

d.

Achievement motivation

e.

Fear motivation

Eliminate the incorrect option related to the escalation of conflicts

a.

Communication breakdown

b.

Increased cooperation

c.

Escalation of negative emotions

d.

Heightened competition

e.

Conflicts

Which of the following best describes intrinsic motivation to study?

a.

Studying to earn a high grade and impress others

b.

Studying because it aligns with personal values and interests

c.

Studying to avoid punishment or negative consequences

d.

Studying to fulfill external expectations and obligations

e.

Studying for the sake of competition and comparison with peers

According to conflict theory, which of the following strategies can help manage and resolve intergroup conflicts?

a.

Promoting stereotypes and biases

b.

Encouraging competition and hostility

c.

Enhancing communication and fostering understanding

- d.
Isolating groups and limiting interactions
- e.
Reinforcing division and reinforcing power imbalances

Which of the following is a common consequence of poor time management?

- a.
Increased productivity and efficiency
- b.
Reduced stress levels
- c.
Missed deadlines and unfinished tasks**
- d.
Enhanced work-life balance
- e.
Improved focus and concentration

Which branch of psychology focuses on understanding individual differences in personality and behavior?

- a.
Developmental psychology
- b.
Cognitive psychology
- c.
Social psychology
- d.
Personality psychology
- e.
Clinical psychology**

Which negative emotion is characterized by a sense of threat, vulnerability, and worry about the future?

- a. Anger
- b. Fear**
- c. Disgust
- d. Guilt
- e. Shame

Which of the following is an example of emotional intelligence in the workplace?

- a.
Suppressing emotions to avoid conflicts
- b.
Reacting impulsively without considering others' feelings
- c.
Recognizing and managing one's own stress levels**
- d.
Ignoring others' emotions and focusing solely on tasks

Negative emotions can serve as useful signals, alerting us to potential threats or dangers in our environment.

Select one:

- True**
- False

Which research method involves analyzing existing data collected by others?

- a.
Case study
- b.
Experimental study
- c.
Survey
- d.
Secondary analysis**
- e.
Observation

According to Intragroup Contact Theory, positive interactions between members of different groups can reduce prejudice and increase positive attitudes. Which of the following is a key factor that promotes positive intergroup contact?

- a.
Physical distance
- b.
Stereotyping
- c.
Competition
- d.
Common goals**
- e.
Exclusivity

Discrimination can contribute to health disparities among different social groups. Which of the following is an example of how discrimination can impact healthcare access and utilization?

- a. Providing equal access to healthcare services for all individuals
- b. Promoting inclusive and culturally sensitive healthcare practices
- c. Encouraging open communication and trust between healthcare providers and patients
- d. Creating barriers to healthcare such as limited insurance coverage or biased treatment**
- e. Offering preventive care programs specifically targeted at marginalized groups

Sarah has been experiencing symptoms of anxiety and seeks help from a mental health professional. The professional she consults is a medical doctor who specializes in the diagnosis and treatment of mental health disorders. What type of mental health professional is Sarah likely seeing?

- a. Psychologist
- b. Psychiatrist**
- c. Counselor
- d. Social worker
- e. Psychiatric nurse practitioner

In Kazakh society, which emotion is typically associated with the act of showing respect and paying tribute to elders?

- a. Anger
- b. Fear
- c. Surprise
- d. Happiness
- e. Reverence**

Which positive emotion is associated with the desire to connect with and help others in need?

a.

Love

b.

Compassion

c.

Joy

d.

Pride

e.

Hope

Alexey is struggling with relationship issues and seeks therapy. The mental health professional he consults focuses on helping individuals improve their interpersonal relationships, communication skills, and emotional well-being. Which type of mental health professional is Alexey most likely seeing?

a.

Psychiatrist

b.

Psychologist

c.

Licensed Clinical Social Worker

d.

Counselor

Which negative emotion is typically associated with the perception of unfair treatment or inequality?

a.

Anger

b.

Resentment

c.

Envy

d.

Disgust

e.

Jealousy

In the context of minority and majority conflicts, the term "ingroup" refers to:

a. The dominant group in a society

b. The subordinate group in a society

c. Both the dominant and subordinate groups

d. The group with the highest social status

e. A group that is neither

Who is often referred to as the "father of psychology" and established the first psychological laboratory in 1879? Wilhelm Wundt

n 1

Psychologists often have a broader scope of practice and can work in various settings, including _____.

- b.
- all of the above

Question 2

Ainur is known for her imaginative thinking, appreciation for art, and willingness to try new experiences. Which personality trait is Ainur likely to possess?

- b.
- Openness to experience

Question 3

Not yet answered

Marked out of 1

Flag question

Question text

Match the following digital technologies with their applications in motivation enhancement:

Mobile apps

Answer 1

Choose...

Virtual reality (VR)

Answer 2

Choose...

Social media platforms

Answer 3

Choose...

Question 4

Emotional intelligence refers to the ability to:

- b.
Understand and manage one's own emotions

Question 5

Question text

Intragroup Contact Theory suggests that prolonged and meaningful contact between different groups is more likely to result in positive outcomes. Which of the following situations is most likely to facilitate positive intergroup contact?

- d.
Continuous cooperative activities with shared goals

Question 6

Diana is known for her outgoing and sociable nature. She enjoys being the center of attention and feels energized when surrounded by others. Which personality trait is Diana likely to score high on?

- a.
Extraversion

Question 7

Sarah has been experiencing symptoms of anxiety and seeks help from a mental health professional. The professional she consults is a medical doctor who specializes in the diagnosis and treatment of mental health disorders. What type of mental health professional is Sarah likely seeing?

- b.
Psychiatrist

Question 8

Match the following emotions with their corresponding descriptions:

An intense feeling of displeasure or hostility

Answer 1

Choose...

A pleasant and intense emotional state characterized by happiness and elation

Answer 2

Choose...

An emotional response to a perceived threat or danger

Answer 3

Choose...

Question 9

Implicit biases can contribute to:

d.

All of the above

Question 10

Match the following research design with its description:

Examines the relationship between variables without manipulating them

Answer 1

Choose...

In-depth study of a specific individual or group

Answer 2

Choose...

Manipulates independent variables to observe their effect on dependent variables

Answer 3

Choose...

Observes and records behavior in its natural setting without intervention

Answer 4

Choose...

ion 11

Question text

refers to the negative beliefs, attitudes, and stereotypes held towards individuals based on their age

Question 12

The "Jigsaw Classroom" technique is an example of implementing the Intragroup Contact Theory in education. This technique was developed by Elliot Aronson to reduce prejudice and promote cooperation among students. Which of the following best describes the Jigsaw Classroom technique?

- c.
Dividing the class into small groups to work cooperatively on a shared task

Question 13

In the context of communication, active listening refers to:

- c.
Paying full attention and understanding the speaker

Question 14

Read the scenario and select the best response in terms of effective communication:

"Your friend is upset about a disagreement with another friend and is seeking your advice. They seem frustrated and angry"

- b.
I understand how you feel. Have you tried talking to the other person calmly?

Question 15

Which of the following best describes amotivation?

- a.
The lack of interest and enjoyment in studying

16

Research has shown that experiencing discrimination can have negative impacts on an individual's health. Which of the following health outcomes has been associated with discrimination?

- d.
Higher levels of stress and anxiety

Question 17

Alisher consistently exhibits impulsive behavior and struggles with self-control. He often acts without considering the consequences and finds it challenging to delay gratification. Which personality trait is Alisher likely to score low on?

- c.
Conscientiousness

Question 18

Question text

In a recent case study, it was found that individuals from a marginalized ethnic group experienced discrimination in healthcare settings, leading to disparities in health outcomes. Which of the following consequences is most likely to result from such discrimination?

- c.
Reduced quality of healthcare received

Question 19

Eliminate the incorrect option related to the escalation of conflicts

- b.
Increased cooperation

Question 20

Case study: In Kazakhstan, the "Birlik" project aimed to promote positive interethnic relations and reduce prejudice between Kazakh and Russian communities. Which of the following activities was a key component of the project?

- c.
Organizing joint cultural events and fostering interaction

n 21

In an organizational setting, two departments with different priorities and interests often experience intragroup conflict. Which of the following approaches is most likely to resolve this conflict effectively?

- c.
Promoting shared goals and facilitating collaboration between the departments

Question 22

Which of the following is a key factor that contributes to intergroup conflict?

- d.
Perception of competition and limited resources

Question 23

Arrange the following stages of the motivation process in the correct order.

Need arousal Goal setting Action initiation Persistence Achievement

Question 24

In recent years, there has been a growing movement in the media industry to promote more inclusive and diverse representations. What is the primary goal of this movement?

- c.
Challenging and debunking stereotypes in media content

Question 25

Eliminate the incorrect option related to the impact of discrimination on mental health

- b.
Improved self-esteem and overall well-being

Question 26

The use of technology in education can lead to increased motivation but does not necessarily guarantee improved learning outcomes.

Select one:
True

Question 27

Which of the following statements best describes the impact of media bias on societal attitudes and beliefs?

- b.
Media bias contributes to the reinforcement of stereotypes and prejudices

Question 28

Which of the following theories emphasizes the inherent growth tendency and potential for self-improvement in individuals?

- a.
Humanistic theory

Question 29

Which personality theory suggests that personality develops through a series of psychosocial stages?

- c.
Psychoanalytic theory

Question 30

In the context of minority and majority conflicts, the term "ingroup" refers to:

- a.
The dominant group in a society

31

Match the following fields of psychology with their corresponding descriptions:

Study of how individuals think, perceive, and process information

Answer 1

Choose...

Focuses on the study of changes in behavior and mental processes across the lifespan

Answer 2

Choose...

Examines how individuals' thoughts, feelings, and behaviors are influenced by social interactions and group dynamics

Answer 3

Choose...

Question 32

Question text

Which of the following emotions is often associated with shame in a shame culture?

c.
Guilt

Question 33

Eliminate the incorrect option related to effective communication barriers.

b.
Active listening

Question 34

Which field of psychology focuses on understanding and improving workplace behavior, job satisfaction, and organizational processes?

d.
Industrial-organizational psychology

Question 35

Psychologists should avoid engaging in multiple relationships with their clients to prevent conflicts of interest and protect the well-being of the clients.

Select one:

True

According to conflict theory, which of the following strategies can help manage and resolve intergroup conflicts?

- c.
Enhancing communication and fostering understanding

Question 37

A random sample ensures that every individual in the population has an equal chance of being selected for the study

Select one:

True

Question 38

Which positive emotion is associated with the desire to connect with and help others in need?

- b.
Compassion

Question 39

During the civil rights movement in the United States, the integration of schools led to significant intergroup conflict. Which of the following strategies was crucial in reducing conflict and improving intergroup relations?

- d.
Fostering open dialogue and promoting empathy

Question 40

Implicit biases are:

- b.
Unconscious and automatic mental associations that influence our judgments and actions

Psychology base

1. What is psychology?
Psychology is the study of mind and behavior.
2. The word “psychology” comes from the ...
Greek word
3. Beginning of psychology is
Philosophy
4. Psychology as an independent experimental field of study began in ...
1879
5. General psychology is the study of the
basic theories, principles and methods of psychology
6. Personality psychology focuses on ...
understanding how personality develops as well as the patterns of thoughts, behaviors, and characteristics that make each individual unique.
7. Sports psychology is the
study of how psychological factors influence sports, athletic performance, exercise, and physical activity
8. Social psychology focuses on
group behavior, social influences on individual behavior, attitudes, prejudice, conformity, aggression, and related topics
9. Who opened the first psychological laboratory?

Wilhelm Wundt

10. Types of Psychotherapy:
Individual therapy, Couples therapy, Family therapy, Group therapy
11. What is Consciousness?
Your awareness of yourself and the world around you.
12. What Is the Unconscious?
Reservoir of feelings, thoughts, urges, and memories that outside of conscious awareness.
13. The term "unconscious" was first coined by the...
Friedrich Schelling
14. Sigmund Freud developed a method of psychotherapy known as ...
Psychoanalysis
15. Behaviorists focus on ...
Behavior-environment relations
16. Biological psychology is the scientific study of the ...
Biological substrates of behavior and mental states.
17. What is a Psychologist?
Scientists, researchers, therapists and clinicians whose study of human behavior helps to addresses many contemporary issues related to

interpersonal relationships, public health, crime and terrorism, education, the economy, and healthcare.

18. Humanism embraces ...

The concepts of self, self-esteem, self-actualization, and free will.

19. What is the psyche?

Totality of the human mind, conscious and unconscious.

20. Abnormal psychology is ...

The study of abnormal behavior and psychopathology

21. What is a social influence?

Norms and rules imposed by society stereotypes

22. What is personality?

Characteristic patterns of thoughts, feelings, and behaviors that make a person unique

23. Five personality factors that contribute to the formation and development of a human personality is ...

biological, cultural, family, social, situational

24. What are the big five dimensions of personality?

openness, conscientiousness, extroversion, agreeableness, neuroticism

25. Extraversion is ...

Excitability, sociability, talkativeness, assertiveness, and high amounts of emotional expressiveness

26. Neuroticism is ...

Trait characterized by sadness, moodiness, and emotional instability.

27. What are the functions of the Id?

Operates at an unconscious level and focuses solely on instinctual drives and desires.

28. What are the functions of the Ego?

Acts as both a conduit for and a check on the id, working to meet the id's needs in a socially appropriate way.

29. What are the functions of the Superego?

Portion of the mind in which morality and higher principles reside, encouraging us to act in socially and morally acceptable ways.

30. Temperament is

Set of genetically determined psychic qualities a person possesses.

31. The basic types of temperament are:

sanguine, choleric, melancholic, phlegmatic

32. Ernest Kretschmer's Classification of personality characteristics includes:

pyknic, asthenic, athletic, dysplastic.

33. How called are people who are short and having round body?

Pyknic type people

34. How called are people with slender or slim body?

Athletic type people

35. Determinants of personality:

Biological, Social, Cultural, Physical, Situational

36. Five-factor model of Personality:

Openness, conscientiousness, extroversion, agreeableness, neuroticism

37. Types of temperament:

Choleric, Sanguine, Phlegmatic, Melancholic

38. Self-regulation is ...

The ability to monitor and manage your energy states, emotions, thoughts, and behaviors in ways that are acceptable and produce positive results such as well-being, loving relationships, and learning.

39. Self-regulation involves the whole person including 4 aspects:

Physical, Emotional, Mental, Social.

40. Self-regulation methods:

Planning, Monitoring, Reflection.

41. In Freudian theory, the human mind is structured into two main parts:

Conscious and unconscious mind.

42. The conscious mind includes

all the things we are aware of or can easily bring into awareness.

43. The unconscious mind includes

all of the things outside of our awareness - all of the wishes, desires, hopes, urges, and memories that lie outside of awareness yet continue to influence behavior.

44. Motive (or motivation) is ...

a need, want, interest, or desire that propels someone (or an organism) in a certain direction.

45. Motivational psychology is a study of ...

how biological, psychological, and environmental variables contribute to motivation.

46. Self-motivation is ...

generally driven by intrinsic motivation that comes from a sincere wish to achieve and the desire for the inherent rewards associated with it.

47. What kind of process is motivation?

Internal process

48. We will also be motivated by ...

Goals, values, and desires.

49. Who explained motivation through the satisfaction of needs arranged in a hierarchical order?

Abraham Maslow

50. Needs are ...

conditions within the individual that are essential and necessary for the maintenance of life and the nurturance of growth and well-being.

51. Herzberg's two-factor theory is ...

motivation-hygiene theory

52. The best kind of motivation is ...

self-motivation

53. Self-motivation ...

it's a drive that makes you work toward your goals, to put effort into self-development, and to achieve personal fulfillment.

54. Intrinsic motivation is ...

the motivation to engage in a behavior arises from within the individual.

55. Extrinsic motivation ...

refers to behavior that is driven by external rewards.

56. Emotion is ...

often defined as a complex state of feeling that results in physical and psychological changes which in their turn influence thoughts and behavior.

57. Levels of emotional intelligence including ...

emotional perception, using emotions, understand emotions, manage emotions.

58. Tips for Improving EI:

Listen, Empathize, Reflect

59. Five components of Emotional Intelligence:

Self-awareness, Self-regulation, Motivation, Empathy, Social Skills.

60. According to Maslow's theory _____ is the highest in the hierarchy.

Self-actualization needs

61. Choose appropriate definition of Motivation

an individual's intensity, direction and persistence.

62. Maslow's hierarchy of needs is arranged in which order?

physiological, safety, social, esteem, and self-actualization

63. According to Maslow's hierarchy of needs, when all of the physiological needs are met, people tend to become concerned with which of the following?

Safety needs

64. Types of motivation is ...

External, internal, steadily, unsteadily

65. The most famous scientist who developed a hierarchical motivation model was:

Abraham Maslow

66. What is the greatest motivator?

the most powerful motivator of all is fear

67. Motivation comes from the word...

68. Motivation is...

an internal process

69. Extrinsic motivation

an award or a good grade

70. Self-motivation is ...

the force that drives you to do things

71. EQ ...

determines how you interact and treat people in your life, it shows how you are going to cope with pressures or face the crises.

72. IQ ...

determines your competencies and individual capacities.

73. The emotions are ...

behavioral, cognitive and physiological patterns that occur in response to a given stimulus.

74. Emotion is a complex psychological state that involves three distinct components:

Subjective experience, Physiological response, Behavioral or expressive response.

75. What emotions suggested Paul Ekman in 1972?

Happiness, Sadness, Fear, Disgust, Anger, Contempt and Surprise.

76. 6 types of basic emotions:

fear, disgust, anger, surprise, happiness, and sadness

77. Darwin conducted one of the first studies on how people recognize _____ in faces.

emotion in faces

78. The Emotional psychology studies ...

79. What are feelings?

are subjective, evaluative, and independent of the sensations, thoughts, or images evoking them.

80. What is a group?

Existing in a single space and at a single time association of people interacting in joint activities and entering into certain business and interpersonal relationships

81. What is Emotional Intelligence?

the ability to perceive, control, and evaluate emotions.

82. Health Psychology is ...

Specialty area that focuses on how biology, psychology, behavior and social factors influence health and illness.

83. When did the psychology of health arise?

1970

84. Health psychologists work with

focused on educating people about their own health and well-being, so they are perfectly suited to fill this rising demand.

85. Goals of Health Psychology:

understanding behavioral and contextual factors for health and illness, preventing illness, finding treatments to manage pain.

86. Health psychologists are ...

focused on educating people about their own health and well-being, so they are perfectly suited to fill this rising demand.

87. Many health psychologists work specifically focusing on ...

helping people stop health problems before they start.

88. A psychosomatic disorder is ...

a disease which involves both mind and body.

89. Psychosomatic ...

characterizing an approach based on the belief that a psychological component operates in the cause of somatic disturbances.

90. Social behavior ...

any one of a set of behaviors exhibited by gregarious, communal social species, including cooperation, affiliation, altruism and so on.

91. Social context ...

the specific circumstance or general environment that serves as a social framework for individual or interpersonal behavior.

92. The social environment is ...

all the pieces of our community.

93. Aspects of the social environment include:

the economy, safety and security, arts and culture

94. What are the norms and values?

evaluative beliefs that synthesize affective and cognitive elements to orient people to the world in which they live.

95. Values and norms involve ...

cognitive beliefs of approval or disapproval

96. Values are ...

not goals of behavior

97. A norm is

an evaluative belief

98. A norm indicates the degree to which ...

behavior is regarded as right versus wrong, allowable versus unallowable.

99. A norms often derive from ...

Values

100. Communication is ...

a process that allows organisms to exchange information by several methods.

101. What is a communication?

a complex act of mental activity common to most sentient beings.

102. What are the main elements of communication?

sender, a message and a recipient.

103. Categories of communication include:

Verbal, Non-Verbal, Written, Visualizations.

104. Communication -

the transmission of information, which may be by verbal (oral or written) or nonverbal means.

105. What is the purpose of the communication process?

to relate and exchange ideas, knowledge, feelings, and experiences and for many other interpersonal and social purposes.

106. Nonverbal communication is ...

the act of conveying information without the use of words.

107. What is the psyche?

in psychology, the mind in its totality, as distinguished from the physical organism.

108. Psychologist is ...

an individual who is professionally trained in one or more branches or subfields of psychology.

109. Interpersonal communication is ...
the process of exchanging messages between people whose lives mutually influence one another in unique ways in relation to social and cultural norms.
110. Group communication is ...
more than one person communicating to a group or many people interacting together.
111. Conflict ...
the occurrence of mutually antagonistic or opposing forces, including events, behaviors, desires, attitudes, and emotions.
112. Conflict is ...

situation in which interdependent people express (manifest or latent) differences in satisfying their individual needs and interests, and they experience interference from each other in accomplishing these goals.
113. What is conflict?

the competition between interdependent parties who perceive that they have incompatible needs, goals, desires, or ideas.
114. Types of conflicts:
Intrapersonal, Interpersonal, Unconscious Conflicts
115. Conflict genes:

Words, Deeds, Actions
116. The leading role in the formation of conflict situations is played by ...

Conflict genes
117. Areas of conflicts:

Economic, Ideological, Social, Family

118. Intrapersonal conflicts:

The mental conflict below the level of conscious awareness.

119. Interpersonal conflicts:

This conflicts is caused between individuals.

120. Unconscious Conflict:

Operates at an unconscious level and focuses solely on instinctual drives and desires.

121. A conflict situation always includes ...

the presence of subjects of a probable collision and its object.

122. An approach to the mind, personality, psychological disorders, and psychological treatment originally developed by Sigmund Freud at the beginning of the 20th century.

Psychoanalysis

123. Feeling can be defined as ...

a person's response to the emotion that comes from the perception of a situation.

124. Feelings are ...

the result of emotions.

125. Basic biological needs, like food and water, are ...

Intrinsic motivation

126. The system of psychoanalysis proposed by Carl Jung, in which the psyche is interpreted primarily in terms of philosophical values, primordial images and symbols, and a drive for self-fulfillment.

Analytic psychology

127. An approach to psychology, formulated in 1913 by John B. Watson

Behaviorism

128. The characteristic attitudes and behaviors of a particular group within society, such as a profession, social class, or age group.

Culture

129. The physiological or psychological response to internal or external stressors.

Stress

130. Personality is ...

the enduring configuration of characteristics and behavior that comprises an individual's unique adjustment to life

131. What is Developmental psychology?

The study of physical, mental, and behavioral changes, from conception through old age.

132. Developmental psychology investigates ...

biological, genetic, neurological, psychosocial, cultural, and environmental factors of human growth.

133. How many stages of development are there in Jean Piaget's theory?

4

134. The sensorimotor stage include ...

simple motor responses

135. The pre-operational stage include ...

Learning language

136. The concrete operational stage include ...
more logically thoughts about factual events
137. The formal operational stage include ...
abstract thought and skills arise
138. What stages of development did Freud single out?
oral, anal, phallic, latent, and genital
139. Freud concluded that the successful completion of each stage leads to ...
healthy adult development.
140. Freud considered personality to be formed in ...
childhood
141. Bandura suggested that observation is critical in ...
learning
142. Emotional insulation ...
a defense mechanism characterized by seeming indifference and detachment in response to frustrating situations or disappointing events.
143. The activity of using or treating oneself with something that is harmful is known as ...
abuse
144. Melancholia ...
145. Emotional reasoning is ...
a cognitive process by which an individual concludes that their emotional reaction proves something is true, despite contrary empirical evidence.
146. Abnormal psychology ...

the branch of psychology devoted to the study, assessment, treatment, and prevention of maladaptive behavior.

147. Aggression ...

behavior aimed at harming others physically or psychologically.

148. What is False positive?

The mistake of doctors or psychologists, in which the patient is not sick, but the doctor diagnosed the disease.

149. What is Rage?

Uncontrolled aggression.

150. Worldview is ...

person's perception of his or her relationship with the world.

151. A national identity is ...

a consistent set of attitudes that define who the person is as a citizen of his or her country.

152. Identity is ...

an describe an individual's comprehension of him or herself as a discrete, separate entity.

153. The personal idiosyncrasies that separate one person from the next, known as ...

the personal identity

154. Panic attack is ...

A sudden onset of intense apprehension and fearfulness in the absence of actual danger.

155. Apathy ...

lack of motivation or goal directed behavior

156. Sadness ...

an emotional state of unhappiness.

157. Happiness ...

an emotion of joy, gladness, satisfaction, and well-being.

158. Anger ...

an emotion characterized by tension and hostility arising from frustration.

159. Surprise ...

an emotion typically resulting from the violation of an expectation or the detection of novelty in the environment.

160. Emotion regulation ...

the ability of an individual to modulate an emotion or set of emotions.

161. Emotional conflict ...

a state of disharmony between incompatible intense emotions.

162. Emotional development ...

a gradual increase in the capacity to experience, express, and interpret the full range of emotions.

163. Emotional cognition ...

the ability to recognize and interpret the emotions of others.

164. Motivational factor ...

165. Motivational style ...

the characteristic manner in which an individual seeks or finds the motivation to perform a task.

166. Interpersonal perception ...

the process of making meaning from things we experience in people and our relationships.

167. Listening is the ...

active process of making meaning out of another person's spoken message.

168. There are three types of listening:

informational, critical, and empathic.

169. The first and primary mechanism of interpersonal perception is the identification of ...

170. Empathy is ...

the ability to recognize and interpret the emotions of others.

171. Egocentrism ...

the tendency to emphasize one's own needs, concerns, and outcomes rather than those of others.

172. Need ...

a condition of tension in an organism resulting from deprivation of something required for survival, well-being, or personal fulfillment.

173. Neurolinguistic programming (NLP) ...

a set of techniques and strategies designed to improve interpersonal communications and relationships by modifying the "mental programs," or mental models of the world, that individuals develop and use to respond to and interact with the environment and other people.

174. Emotional memory ...

memory for events that evoke an emotional response.

175. What are myths?

Myths are sacred tales that explain the world and man's experience.

176. Visualisation:

graphs and charts, maps, logos and other communicate messages.

177. Spoken or verbal communication:

face-to-face, telephone, radio or television and other media.

178. Written communication:

letters, e-mails, books, magazines, the Internet or via other media.

179. Non-verbal communication:

body language, gestures, how we dress or act – even our scent.

180. Memory ...

the ability to retain information or a representation of past experience, based on the mental processes.

181. Personality ...

182. the enduring configuration of characteristics and behavior that comprises an individual's unique adjustment to life.

183. Personality development ...

the gradual development of personality in terms of characteristic emotional responses or temperament

184. Perception ...

the process or result of becoming aware of objects, relationships, and events.

185. Feelings ...

are subjective, evaluative, and independent of the sensations, thoughts, or images evoking them.

186. Habits ...

are automatic routines of behavior that are repeated regularly, without thinking.

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are subjective, evaluative, and independent of the sensations, thoughts, or images evoking them.

189. What is a reflex?

any of a number of automatic, unlearned, relatively fixed responses to stimuli.

190. What is a gender?

the condition of being male, female, or neuter.

191. What is a mind?

broadly, all intellectual and psychological phenomena of an organism, encompassing motivational, affective, behavioral, perceptual, and cognitive systems.

192. What is a focus?

the concentration or centering of attention on a stimulus.

193. What is a social role?

the set of attitudes and characteristic behaviors expected of an individual.

194. Social attitude ...

a person's general outlook on social issues and approach to his or her social responsibilities.

195. What is a self-concept?

one's description and evaluation of oneself, including psychological and physical characteristics, qualities, skills, roles and so forth.

196. What is a self-perception?

a person's view of his or her self or of any of the mental or physical attributes that constitute the self.

197. What is a socialization?

the process by which individuals acquire social skills, beliefs, values, and behaviors necessary to function effectively in society or in a particular group.

198. What is a stereotype?

a set of cognitive generalizations (e.g., beliefs, expectations) about the qualities and characteristics of the members of a group or social category.

199. What is a intelligence?

the ability to derive information, learn from experience, adapt to the environment, understand, and correctly utilize thought and reason.

200. The ability ...

existing competence or skill to perform a specific physical or mental act.

201. What is an aptitude?

the capacity to acquire competence or skill through training.

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the most powerful motivator of all is fear
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Latin word movere, meaning "to move"
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111. Conflict is ...
situation in which interdependent people express (manifest or latent) differences in satisfying their individual needs and interests, and they experience interference from each other in accomplishing these goals.
112. What is conflict?
the competition between interdependent parties who perceive that they have incompatible needs, goals, desires, or ideas.
113. Types of conflicts:
Intrapersonal, Interpersonal, Unconscious Conflicts
114. Conflict genes:
Words, Deeds, Actions
115. The leading role in the formation of conflict situations is played by ...
Conflict genes
116. Areas of conflicts:
Economic, Ideological, Social, Family

117. Intrapersonal conflicts:
The mental conflict below the level of conscious awareness.
118. Interpersonal conflicts:
This conflicts is caused between individuals.
119. Unconscious Conflict:
Operates at an unconscious level and focuses solely on instinctual drives and desires.
120. A conflict situation always includes ...
the presence of subjects of a probable collision and its object.
121. An approach to the mind, personality, psychological disorders, and psychological treatment originally developed by Sigmund Freud at the beginning of the 20th century.
Psychoanalysis
122. Feeling can be defined as ...
a person's response to the emotion that comes from the perception of a situation.
123. Feelings are ...
the result of emotions.
124. Basic biological needs, like food and water, are ...
Intrinsic motivation
125. The system of psychoanalysis proposed by Carl Jung, in which the psyche is interpreted primarily in terms of philosophical values, primordial images and symbols, and a drive for self-fulfillment.
Analytic psychology
126. An approach to psychology, formulated in 1913 by John B. Watson
Behaviorism

127. The characteristic attitudes and behaviors of a particular group within society, such as a profession, social class, or age group.
Culture
128. The physiological or psychological response to internal or external stressors.
Stress
129. Personality is ...
the enduring configuration of characteristics and behavior that comprises an individual's unique adjustment to life
130. What is Developmental psychology?
The study of physical, mental, and behavioral changes, from conception through old age.
131. Developmental psychology investigates ...
biological, genetic, neurological, psychosocial, cultural, and environmental factors of human growth.
132. How many stages of development are there in Jean Piaget's theory?
4
133. The sensorimotor stage include ...
simple motor responses
134. The pre-operational stage include ...
Learning language
135. The concrete operational stage include ...
more logically thoughts about factual events
136. The formal operational stage include ...
abstract thought and skills arise

137. What stages of development did Freud single out?
oral, anal, phallic, latent, and genital
138. Freud concluded that the successful completion of each stage leads to ...
healthy adult development.
139. Freud considered personality to be formed in ...
childhood
140. Bandura suggested that observation is critical in ...
learning
141. Emotional insulation ...
a defense mechanism characterized by seeming indifference and detachment in response to frustrating situations or disappointing events.
142. The activity of using or treating oneself with something that is harmful is known as ...
abuse
143. Melancholia ...
144. Emotional reasoning is ...
a cognitive process by which an individual concludes that their emotional reaction proves something is true, despite contrary empirical evidence.
145. Abnormal psychology ...
the branch of psychology devoted to the study, assessment, treatment, and prevention of maladaptive behavior.
146. Aggression ...
behavior aimed at harming others physically or psychologically.

147. What is False positive?
The mistake of doctors or psychologists, in which the patient is not sick, but the doctor diagnosed the disease.
148. What is Rage?
Uncontrolled aggression.
149. Worldview is ...
person's perception of his or her relationship with the world.
150. A national identity is ...
a consistent set of attitudes that define who the person is as a citizen of his or her country.
151. Identity is ...
an describe an individual's comprehension of him or herself as a discrete, separate entity.
152. The personal idiosyncrasies that separate one person from the next, known as ...
the personal identity
153. Panic attack is ...
A sudden onset of intense apprehension and fearfulness in the absence of actual danger.
154. Apathy ...
lack of motivation or goal directed behavior
155. Sadness ...
an emotional state of unhappiness.
156. Happiness ...
an emotion of joy, gladness, satisfaction, and well-being.
157. Anger ...
an emotion characterized by tension and hostility arising from frustration.

158. Surprise ...
an emotion typically resulting from the violation of an expectation or the detection of novelty in the environment.
159. Emotion regulation ...
the ability of an individual to modulate an emotion or set of emotions.
160. Emotional conflict ...
a state of disharmony between incompatible intense emotions.
161. Emotional development ...
a gradual increase in the capacity to experience, express, and interpret the full range of emotions.
162. Emotional cognition ...
the ability to recognize and interpret the emotions of others.
163. Motivational factor ...
164. Motivational style ...
the characteristic manner in which an individual seeks or finds the motivation to perform a task.
165. Interpersonal perception ...
the process of making meaning from things we experience in people and our relationships.
166. Listening is the ...
active process of making meaning out of another person's spoken message.
167. There are three types of listening:
informational, critical, and empathic.
168. The first and primary mechanism of interpersonal perception is the identification of ...

169. Empathy is ...
the ability to recognize and interpret the emotions of others.
170. Egocentrism ...
the tendency to emphasize one's own needs, concerns, and outcomes rather than those of others.
171. Need ...
a condition of tension in an organism resulting from deprivation of something required for survival, well-being, or personal fulfillment.
172. Neurolinguistic programming (NLP) ...
a set of techniques and strategies designed to improve interpersonal communications and relationships by modifying the "mental programs," or mental models of the world, that individuals develop and use to respond to and interact with the environment and other people.
173. Emotional memory ...
memory for events that evoke an emotional response.
174. What are myths?
Myths are sacred tales that explain the world and man's experience.
175. Visualisation:
graphs and charts, maps, logos and other communicate messages.
176. Spoken or verbal communication:
face-to-face, telephone, radio or television and other media.
177. Written communication:
letters, e-mails, books, magazines, the Internet or via other media.
178. Non-verbal communication:
body language, gestures, how we dress or act – even our scent.

179. Memory ...
the ability to retain information or a representation of past experience, based on the mental processes.
180. Personality ...
the enduring configuration of characteristics and behavior that comprises an individual's unique adjustment to life.
181. Personality development ...
the gradual development of personality in terms of characteristic emotional responses or temperament
182. Perception ...
the process or result of becoming aware of objects, relationships, and events.
183. Feelings ...
are subjective, evaluative, and independent of the sensations, thoughts, or images evoking them.
184. Habits ...
are automatic routines of behavior that are repeated regularly, without thinking.
185. What are habits?
are automatic routines of behavior that are repeated regularly, without thinking.
186. What are feelings?
are subjective, evaluative, and independent of the sensations, thoughts, or images evoking them.
187. What is a reflex?
any of a number of automatic, unlearned, relatively fixed responses to stimuli.
188. What is a gender?
the condition of being male, female, or neuter.

189. What is a mind?
broadly, all intellectual and psychological phenomena of an organism, encompassing motivational, affective, behavioral, perceptual, and cognitive systems.
190. What is a focus?
the concentration or centering of attention on a stimulus.
191. What is a social role?
the set of attitudes and characteristic behaviors expected of an individual.
192. Social attitude ...
a person's general outlook on social issues and approach to his or her social responsibilities.
193. What is a self-concept?
one's description and evaluation of oneself, including psychological and physical characteristics, qualities, skills, roles and so forth.
194. What is a self-perception?
a person's view of his or her self or of any of the mental or physical attributes that constitute the self.
195. What is a socialization?
the process by which individuals acquire social skills, beliefs, values, and behaviors necessary to function effectively in society or in a particular group.
196. What is a stereotype?
a set of cognitive generalizations (e.g., beliefs, expectations) about the qualities and characteristics of the members of a group or social category.
197. What is a intelligence?
the ability to derive information, learn from experience, adapt to the environment, understand, and correctly utilize thought and reason.
198. The ability ...
existing competence or skill to perform a specific physical or mental act.

199. What is an aptitude?

the capacity to acquire competence or skill through training.

1. What is psychology?

- Psychology is the study of culture.
- Psychology is the study of communication.
- Psychology is the study of unconscious.
- Psychology is the study of behavior.
- Psychology is the study of mind and behavior.

2. The word “psychology” comes from the ...

- Kazakh word
- Greek word
- Russian word
- New word
- Scientific word

3. Beginning of psychology is

- Philosophy
- Medicine
- Mathematics
- Biology
- Physics

4. Psychology as an independent experimental field of study began in ...

- 1779
- 1979
- 1877
- 1871
- 1879

5. General psychology is the study of the

- theories how people learn, including teaching methods, instructional processes, and individual differences in learning.
- social influences on individual behavior, attitudes, prejudice, conformity, aggression, and related topics
- basic theories, principles and methods of psychology
- branch of psychology that focuses on how people grow and change over the course of a lifetime
- understanding how personality develops as well as the patterns of thoughts, behaviors, and characteristics that make each individual unique

6. Personality psychology focuses on ...

- basic theories, principles and methods of psychology
- theories how people learn, including teaching methods, instructional processes, and individual differences in learning.
- social influences on individual behavior, attitudes, prejudice, conformity, aggression, and related topics

- understanding how personality develops as well as the patterns of thoughts, behaviors, and characteristics that make each individual unique.
- branch of psychology that focuses on how people grow and change over the course of a lifetime

7. Sports psychology is the

- understanding how personality develops as well as the patterns of thoughts, behaviors, and characteristics that make each individual unique.
- basic theories, principles and methods of psychology
- theories how people learn, including teaching methods, instructional processes, and individual differences in learning.
- social influences on individual behavior, attitudes, prejudice, conformity, aggression, and related topics
- study of how psychological factors influence sports, athletic performance, exercise, and physical activity

8. Social psychology focuses on

- study of how psychological factors influence sports, athletic performance, exercise, and physical activity
- group behavior, social influences on individual behavior, attitudes, prejudice, conformity, aggression, and related topics
- understanding how personality develops as well as the patterns of thoughts, behaviors, and characteristics that make each individual unique.
- basic theories, principles and methods of psychology
- theories how people learn, including teaching methods, instructional processes, and individual differences in learning.

9. Who opened the first psychological laboratory?

- Abraham Maslow
- Howard Gardner
- Judith Harris
- Wilhelm Wundt
- Robert Sternberg

10. Types of Psychotherapy:

- Film therapy, Couples therapy, Organization therapy, Group therapy
- Medical therapy, Couples therapy, Family therapy, Behavior therapy
- Individual therapy, Communication therapy, Family therapy, Group therapy
- Individual therapy, Life therapy
- Individual therapy, Couples therapy, Family therapy, Group therapy

11. What is Consciousness?

- Reservoir of feelings, thoughts, urges, and memories that outside of conscious awareness.
- Psychology is the study of mind and behavior.
- Your awareness of yourself and the world around you.
- Norms and rules imposed by society stereotypes.

- Structure of a culture or society especially as constituted in a stabilized network of rules of descent and residence.

12. What is unconscious?

- Reservoir of feelings, thoughts, urges, and memories that are outside of conscious awareness.
- Your awareness of yourself and the world around you.
- Psychology is the study of mind and behavior.
- Norms and rules imposed by society stereotypes.
- Structure of a culture or society especially as constituted in a stabilized network of rules of descent and residence.

13. The term "unconscious" was first coined by the...

- Carl Jung
- Samuel Taylor
- Sigmund Freud
- Anna Freud
- Friedrich Schelling

14. Sigmund Freud developed a method of psychotherapy known as ...

- Behaviorism
- Psychoanalysis
- Cognitivism
- Health psychology
- Personality

15. Behaviorists focus on ...

- Psychology is the study of mind and behavior.
- Psychology is the study of culture.
- Behavior-environment relations
- Psychology is the study of communication.
- Psychology is the study of unconscious.

16. Biological psychology is the scientific study of the ...

- Behavior-environment relations
- Biological substrates of behavior and mental states.
- Psychology is the study of mind and behavior.
- Psychology is the study of culture.
- Psychology is the study of communication.

17. What is a Psychologist?

- Machine that can be instructed to carry out sequences of arithmetic or logical operations automatically via computer programming.
- Special of highly intelligent primates.
- Set of emotions and behaviors characterized by intimacy, passion, and commitment.
- The ability to perceive, control, and evaluate emotions.

- Scientists, researchers, therapists and clinicians whose study of human behavior helps to addresses many contemporary issues related to interpersonal relationships, public health, crime and terrorism, education, the economy, and healthcare.

18. Humanism embraces ...

- Characteristic patterns of thoughts, feelings, and behaviors that make a person unique
- The concepts of self, self-esteem, self-actualization, and free will.
- Special of highly intelligent primates.
- The ability to perceive, control, and evaluate emotions.
- Norms and rules imposed by society stereotypes.

19. What is the psyche?

- Characteristic patterns of thoughts, feelings, and behaviors that make a person unique
- Special of highly intelligent primates.
- Totality of the human mind, conscious and unconscious.
- The ability to perceive, control, and evaluate emotions.
- Norms and rules imposed by society stereotypes.

20. Abnormal psychology is ...

- Characteristic patterns of thoughts, feelings, and behaviors that make a person unique
- Special of highly intelligent primates.
- The ability to perceive, control, and evaluate emotions.
- The study of abnormal behavior and psychopathology
- Norms and rules imposed by society stereotypes.

21. What is a social influence?

- Norms and rules imposed by society stereotypes.
- Pattern of relationships between and among individuals and social groups.
- Structure of a culture or society especially as constituted in a stabilized network of rules of descent and residence.
- Machine that can be instructed to carry out sequences of arithmetic or logical operations automatically via computer programming

22. What is personality?

- Characteristic patterns of thoughts, feelings, and behaviors that make a person unique
- Special of highly intelligent primates.
- The ability to perceive, control, and evaluate emotions.
- Norms and rules imposed by society stereotypes.
- Pattern of relationships between and among individuals and social groups.

23. Five personality factors that contribute to the formation and development of a human personality is ...

- Biological, Social, Medical, Physical, Situational
- Biological, Chemical, Physical, Situational
- Biological, Cultural, Physical, Conscious
- Biological, Social, Cultural, Mental

- Biological, Social, Cultural, Physical, Situational

24. What are the big five dimensions of personality?

- Openness, Conscientiousness, Norms, Agreeableness, Neuroticism
- Openness, Conscientiousness, Social rules, Agreeableness, Neuroticism
- Openness, Conscientiousness, Extraversion, Agreeableness, Neuroticism
- Special ability, Conscientiousness, Extraversion, Agreeableness, Neuroticism
- Openness, Conscientiousness, Extraversion, Agreeableness, Society stereotypes

25. Extraversion is ...

- Excitability, sociability, talkativeness, assertiveness, and high amounts of emotional expressiveness
- Trait characterized by sadness, moodiness, and emotional instability.
- Characteristic patterns of thoughts, feelings, and behaviors that make a person unique.
- The study of mind and behavior.
- The study of the basic theories, principles and methods of psychology, which is the study of the mind.

26. Neuroticism is ...

- Excitability, sociability, talkativeness, assertiveness, and high amounts of emotional expressiveness
- Characteristic patterns of thoughts, feelings, and behaviors that make a person unique.
- The study of mind and behavior.
- The study of the basic theories, principles and methods of psychology, which is the study of the mind.
- Trait characterized by sadness, moodiness, and emotional instability.

27. What are the functions of the Id?

- Acts as both a conduit for and a check on the id, working to meet the id's needs in a socially appropriate way.
- Portion of the mind in which morality and higher principles reside, encouraging us to act in socially and morally acceptable ways.
- Operates at an unconscious level and focuses solely on instinctual drives and desires.
- The study of mind and behavior.
- The study of the basic theories, principles and methods of psychology, which is the study of the mind.

28. What are the functions of the Ego?

- Portion of the mind in which morality and higher principles reside, encouraging us to act in socially and morally acceptable ways.
- Operates at an unconscious level and focuses solely on instinctual drives and desires.
- The study of mind and behavior.
- Acts as both a conduit for and a check on the id, working to meet the id's needs in a socially appropriate way.
- The study of the basic theories, principles and methods of psychology, which is the study of the mind.

29. What are the functions of the Superego?

- Operates at an unconscious level and focuses solely on instinctual drives and desires.
- Portion of the mind in which morality and higher principles reside, encouraging us to act in socially and morally acceptable ways.
- Acts as both a conduit for and a check on the id, working to meet the id's needs in a socially appropriate way.
- The study of mind and behavior.
- The study of the basic theories, principles and methods of psychology, which is the study of the mind.

30. Temperament is

- Set of genetically determined psychic qualities a person possesses.
- Study of how psychological factors influence sports, athletic performance, exercise, and physical activity
- Understanding how personality develops as well as the patterns of thoughts, behaviors, and characteristics that make each individual unique.
- Basic theories, principles and methods of psychology
- Theories how people learn, including teaching methods, instructional processes, and individual differences in learning.

31. The basic types of temperament are:

- Choleric, Melancholic.
- Choleric, Sanguine, Pyknic, Melancholic.
- Choleric, Sanguine, Phlegmatic, Athletic.
- Choleric, Dysplastic, Phlegmatic, Melancholic.
- Choleric, Sanguine, Phlegmatic, Melancholic.

32. Ernest Kretschmer's Classification of personality characteristics includes:

- Choleric, Sanguine, Phlegmatic, Melancholic.
- Choleric, Dysplastic, Phlegmatic, Melancholic.
- Pyknic, Asthenic, Athletic, Choleric types
- Pyknic, Asthenic, Athletic, Dysplastic types
- Pyknic, Asthenic, Sanguine, Dysplastic types

33. How called are people who are short and having round body?

- Asthenic type people
- Athletic type people
- Pyknic type people
- Dysplastic type people
- Choleric type people

34. How called are people with slender or slim body?

- Athletic type people
- Dysplastic type people
- Choleric type people
- Pyknic type people

- Asthenic type people

35. Determinants of personality:

- Biological, Social, Medical, Physical, Situational
- Biological, Chemical, Physical, Situational
- Biological, Cultural, Physical, Conscious
- Biological, Social, Cultural, Physical, Situational
- Biological, Social, Cultural, Mental

36. Five-factor model of Personality:

- Openness to Experience, Conscientiousness, Extraversion, Agreeableness, Neuroticism
- Biological, Social, Cultural, Physical, Situational
- Choleric, Sanguine, Phlegmatic, Melancholic, Biological
- Biological, Chemical, Physical, Situational
- Biological, Cultural, Physical, Conscious

37. Types of temperament:

- Pyknic, Asthenic, Athletic, Dysplastic types
- Choleric, Sanguine, Phlegmatic, Melancholic.
- Choleric, Sanguine, Pyknic, Melancholic.
- Choleric, Sanguine, Phlegmatic, Athletic.
- Biological, Chemical, Physical, Situational
-

38. Self-regulation is ...

- Norms and rules imposed by society stereotypes.
- Biological substrates of behavior and mental states.
- The ability to monitor and manage your energy states, emotions, thoughts, and behaviors in ways that are acceptable and produce positive results such as well-being, loving relationships, and learning.
- Structure of a culture or society especially as constituted in a stabilized network of rules of descent and residence.
- Set of genetically determined psychic qualities a person possesses.

39. Self-regulation involves the whole person including 4 aspects:

- Physical, Emotional, Mental, Social.
- Openness to Experience, Conscientiousness, Extraversion, Agreeableness, Neuroticism
- Choleric, Sanguine, Phlegmatic, Melancholic.
- Pyknic, Asthenic, Athletic, Dysplastic types
- Excitability, sociability, talkativeness, assertiveness, and high amounts of emotional expressiveness

40. Self-regulation methods:

- Film therapy, Couples therapy, Organization therapy, Group therapy
- Medical therapy, Couples therapy, Family therapy, Behavior therapy
- Individual therapy, Communication therapy, Family therapy, Group therapy
- Planning, Monitoring, Reflection.

- Individual therapy, Couples therapy, Family therapy, Group therapy

41. In Freudian theory, the human mind is structured into two main parts:

- Norms and rules.
- Choleric and Dysplastic.
- Psyche and unconscious.
- Conscious and biological mind.
- **Conscious and unconscious mind.**

42. The conscious mind includes

- all of the things outside of our awareness - all of the wishes, desires, hopes, urges, and memories that lie outside of awareness yet continue to influence behavior.
- **all the things we are aware of or can easily bring into awareness.**
- basic theories, principles and methods of psychology
- theories how people learn, including teaching methods, instructional processes, and individual differences in learning.
- social influences on individual behavior, attitudes, prejudice, conformity, aggression, and related topics

43. The unconscious mind includes

- **all of the things outside of our awareness - all of the wishes, desires, hopes, urges, and memories that lie outside of awareness yet continue to influence behavior.**
- all the things we are aware of or can easily bring into awareness.
- basic theories, principles and methods of psychology
- theories how people learn, including teaching methods, instructional processes, and individual differences in learning.
- social influences on individual behavior, attitudes, prejudice, conformity, aggression, and related topics

44. Motive (or motivation) is ...

- **a need, want, interest, or desire that propels someone (or an organism) in a certain direction.**
- all the things we are aware of or can easily bring into awareness.
- all of the things outside of our awareness - all of the wishes, desires, hopes, urges, and memories that lie outside of awareness yet continue to influence behavior.
- basic theories, principles and methods of psychology.
- theories how people learn, including teaching methods, instructional processes, and individual differences in learning.

45. Motivational psychology is a study of ...

- all the things we are aware of or can easily bring into awareness.
- all of the things outside of our awareness - all of the wishes, desires, hopes, urges, and memories that lie outside of awareness yet continue to influence behavior.
- basic theories, principles and methods of psychology.
- **how biological, psychological, and environmental variables contribute to motivation.**
- a need, want, interest, or desire that propels someone (or an organism) in a certain direction.

46. Self-motivation is ...

- all the things we are aware of or can easily bring into awareness.
- all of the things outside of our awareness - all of the wishes, desires, hopes, urges, and memories that lie outside of awareness yet continue to influence behavior.
- generally driven by intrinsic motivation that comes from a sincere wish to achieve and the desire for the inherent rewards associated with it.
- basic theories, principles and methods of psychology
- theories how people learn, including teaching methods, instructional processes, and individual differences in learning.

47. What kind of process is motivation?

- Biological process
- Extraversion process
- Excitability process
- Sociability process
- Internal process

48. We will also be motivated by ...

- Conscious and unconscious mind
- Choleric and Dysplastic types
- Goals, values, and desires
- Control, and evaluate emotions
- Sociability process

49. Who explained motivation through the satisfaction of needs arranged in a hierarchical order?

- Judith Harris
- Jean Piaget
- Robert Sternberg
- Abraham Maslow
- Howard Gardner

50. Needs are ...

- conditions within the individual that are essential and necessary for the maintenance of life and the nurturance of growth and well-being.
- all the things we are aware of or can easily bring into awareness.
- all of the things outside of our awareness - all of the wishes, desires, hopes, urges, and memories that lie outside of awareness yet continue to influence behavior.
- basic theories, principles and methods of psychology
- theories how people learn, including teaching methods, instructional processes, and individual differences in learning.

51. Herzberg's two-factor theory is ...

- motivation-hygiene theory
- how biological, psychological, and environmental variables contribute to motivation.
- study of how psychological factors influence sports, athletic performance, exercise, and physical activity

- understanding how personality develops as well as the patterns of thoughts, behaviors, and characteristics that make each individual unique.
- basic theories, principles and methods of psychology

52. The best kind of motivation is ...

- a need, want, interest, or desire that propels someone (or an organism) in a certain direction.
- basic theories, principles and methods of psychology
- theories how people learn, including teaching methods, instructional processes, and individual differences in learning.
- understanding how personality develops as well as the patterns of thoughts, behaviors, and characteristics that make each individual unique.
- self-motivation

53. Self-motivation ...

- all of the things outside of our awareness - all of the wishes, desires, hopes, urges, and memories that lie outside of awareness yet continue to influence behavior.
- It's a drive that makes you work toward your goals, to put effort into self-development, and to achieve personal fulfillment.
- all the things we are aware of or can easily bring into awareness.
- basic theories, principles and methods of psychology
- theories how people learn, including teaching methods, instructional processes, and individual differences in learning.

54. Intrinsic motivation is ...

- refers to behavior that is driven by external rewards.
- the motivation to engage in a behavior arises from within the individual.
- motivation-hygiene theory
- how biological, psychological, and environmental variables contribute to motivation.
- understanding how personality develops as well as the patterns of thoughts, behaviors, and characteristics that make each individual unique.

55. Extrinsic motivation ...

- the motivation to engage in a behavior arises from within the individual.
- motivation-hygiene theory
- how biological, psychological, and environmental variables contribute to motivation.
- understanding how personality develops as well as the patterns of thoughts, behaviors, and characteristics that make each individual unique.
- refers to behavior that is driven by external rewards.

56. Emotion is ...

- the motivation to engage in a behavior arises from within the individual.
- motivation-hygiene theory
- how biological, psychological, and environmental variables contribute to motivation.
- often defined as a complex state of feeling that results in physical and psychological changes which in their turn influence thoughts and behavior.
- refers to behavior that is driven by external rewards.

57. Levels of emotional intelligence including ...

- often defined as a complex state of feeling that results in physical and psychological changes which in their turn influence thoughts and behavior.
- emotional perception, using emotions, understand emotions, manage emotions.
- refers to behavior that is driven by external rewards.
- the motivation to engage in a behavior arises from within the individual.
- motivation-hygiene theory

58. Tips for Improving EI:

- Planning, Monitoring, Reflection.
- Individual therapy, Couples therapy, Family therapy, Group therapy
- Film therapy, Couples therapy, Organization therapy, Group therapy
- Medical therapy, Couples therapy, Family therapy, Behavior therapy
- Listen, Empathize, Reflect

59. Five components of Emotional Intelligence:

- Planning, Monitoring, Reflection.
- Individual therapy, Couples therapy, Family therapy, Group therapy
- Self-awareness, Self-regulation, Motivation, Empathy, Social Skills.
- Film therapy, Couples therapy, Organization therapy, Group therapy
- Medical therapy, Couples therapy, Family therapy, Behavior therapy

60. According to Maslow's theory is the highest in the hierarchy.

- Safety needs
- Motive
- Motivate
- Self-actualization needs
- Psychological needs

61. Choose an appropriate definition of Motivation a component of ability, personal traits and desire.

- an effort toward creating goals.
- determines your competencies and individual capacities.
- determines how you interact and treat people in your life, it shows how you are going to cope with pressures or face the crises.
- an individual's intensity, direction and persistence.

62. Maslow's hierarchy of needs is arranged in which order?

- motive
- motivate
- physiological, safety, social, esteem, and self-actualization
- safety, physiological, esteem, social, and self-actualization
- physiological, social, safety, self-actualization, and esteem

63. According to Maslow's hierarchy of needs, when all of the physiological needs are met, people tend to become concerned with which of the following?

- Choleric, Sanguine, Phlegmatic, Melancholic.
- Pyknic, Asthenic, Athletic, Dysplastic types
- **Safety needs**
- Physiological needs
- Social needs

64. Types of motivation is ...

- Socio-political and economic
- Survey, steadily
- Choleric, Sanguine, Phlegmatic, Melancholic.
- Pyknic, Asthenic, Athletic, Dysplastic types
- **External, internal, steadily, unsteadily**

65. The most famous scientist who developed a hierarchical motivation model was:

- Judith Harris
- Jean Piaget
- Robert Sternberg
- **Abraham Maslow**
- Howard Gardner

66. What is the greatest motivator?

- the most powerful motivator of all is kindness
- the most powerful motivator of all is power
- **the most powerful motivator of all is fear**
- the most powerful motivator of all is smile
- the most powerful motivator of all is cute

67. Motivation comes from the word...

- motivate
- **motive**
- motivation
- main
- psyche

68. Motivation is...

- feeling of emotional or physical tension
- your body's reaction to a challenge or demand
- learning a new language
- an award or a good grade
- **an internal process**

69. Extrinsic motivation completing a puzzle

- participating in a sport
- spending time with someone
- learning a new language
- **an award or a good grade**

70. Self-motivation is ...

- all the things we are aware of or can easily bring into awareness.
- basic theories, principles and methods of psychology theories how people learn, including teaching methods, instructional processes, and individual differences in learning.
- the force that drives you to do things.
- all of the things outside of our awareness
- all of the wishes, desires, hopes, urges, and memories that lie outside of awareness yet continue to influence behavior.

71. EQ ...

- determines how you interact and treat people in your life, it shows how you are going to cope with pressures or face crises.
- determines your competencies and individual capacities.
- an individual's intensity, direction and persistence.
- a component of ability, personal traits and desire.
- an effort toward creating goals.

72. IQ ...

- determines your competencies and individual capacities.
- determines how you interact and treat people in your life, it shows how you are going to cope with pressures or face crises.
- an individual's intensity, direction and persistence.
- a component of ability, personal traits and desire.
- an effort toward creating goals.

73. The emotions are ...

- determines your competencies and individual capacities.
- an individual's intensity, direction and persistence.
- a component of ability, personal traits and desire.
- behavioral, cognitive and physiological patterns that occur in response to a given stimulus.
- determines how you interact and treat people in your life, it shows how you are going to cope with pressures or face the crises.

74. Emotion is a complex psychological state that involves three distinct components:

- Subjective experience, Physiological response, Behavioral or expressive response.
- Emotional perception, Using emotions, Manage emotions.
- Listen, Empathize, Reflect
- Planning, Monitoring, Reflection.
- Individual therapy, Couples therapy, Family therapy, Group therapy

75. What emotions suggested Paul Eckman in 1972?

- embarrassment, excitement, contempt, shame, pride, satisfaction, and amusement.
- stress, anxiety, depression, fear, disgust, anger.
- ear, disgust, anger, stress, anxiety, depression.
- hopelessness, disinterest, stress, anxiety, depression, fear.

- fear, disgust, anger, surprise, happiness, and sadness

76. 6 types of basic emotions:

- embarrassment, excitement, contempt, shame, pride, satisfaction, and amusement.
- fear, disgust, anger, surprise, happiness, and sadness
- stress, anxiety, depression, fear, disgust, anger.
- fear, disgust, anger, stress, anxiety, depression.
- hopelessness, disinterest, stress, anxiety, depression, fear.

77. Darwin conducted one of the first studies on how people recognize in faces.

- motive
- main
- psyche
- safety needs
- emotion

78. The Emotional psychology studies ...

- how biological, psychological, and environmental variables contribute to motivation.
- all the things we are aware of or can easily bring into awareness.
- how emotions manifest in humans.
- all of the things outside of our awareness
- all of the wishes, desires, hopes, urges, and memories that lie outside of awareness yet continue to influence behavior.
- basic theories, principles and methods of psychology.

79. What is are feelings?

- the force that drives you to do things.
- determines how you interact and treat people in your life, it shows how you are going to cope with pressures or face the crises.
- determines your competencies and individual capacities.
- an internal process.
- are subjective, evaluative, and independent of the sensations, thoughts, or images evoking them.

80. What is a group?

- People who strive to achieve a common goal
- Friendly company
- Existing in a single space and at a single time association of people interacting in joint activities and entering into certain business and interpersonal relationships
- Safety needs
- Physiological needs

81. What is Emotional Intelligence?

- Scientists, researchers, therapists and clinicians whose study of human behavior helps to addresses many contemporary issues related to interpersonal relationships, public health, crime and terrorism, education, the economy, and healthcare.

- Machine that can be instructed to carry out sequences of arithmetic or logical operations automatically via computer programming.
- Special of highly intelligent primates.
- Set of emotions and behaviors characterized by intimacy, passion, and commitment.
- The ability to perceive, control, and evaluate emotions.

82. Health Psychology is ...

- Psychology is the study of culture.
- Psychology is the study of communication.
- Psychology is the study of the unconscious.
- Specialty area that focuses on how biology, psychology, behavior and social factors influence health and illness.
- Psychology is the study of mind and behavior.

83. When did the psychology of health arise?

- 1990
- 1980
- 1973
- 1870
- 1970

84. Health psychologists work with ...

- how biological, psychological, and environmental variables contribute to motivation.
- study of how psychological factors influence sports, athletic performance, exercise, and physical activity
- risk factors, improve overall health, and reduce illness.
- fear, disgust, anger, surprise, happiness, and sadness
- physiological, safety, social, esteem, and self-actualization

85. Goals of Health Psychology:

- determines your competencies and individual capacities.
- understanding how personality develops as well as the patterns of thoughts, behaviors, and characteristics that make each individual unique.
- basic theories, principles and methods of psychology
- theories how people learn, including teaching methods, instructional processes, and individual differences in learning.
- understanding behavioral and contextual factors for health and illness, preventing illness, finding treatments to manage pain.

86. Health psychologists are ...

- focused on educating people about their own health and well-being, so they are perfectly suited to fill this rising demand.
- determines your competencies and individual capacities.
- understanding how personality develops as well as the patterns of thoughts, behaviors, and characteristics that make each individual unique.
- basic theories, principles and methods of psychology

- theories how people learn, including teaching methods, instructional processes, and individual differences in learning.

87. Many health psychologists work specifically focusing on ...

- the motivation to engage in a behavior arises from within the individual.
- refers to behavior that is driven by external rewards.
- helping people stop health problems before they start.
- motivation-hygiene theory
- how biological, psychological, and environmental variables contribute to motivation.

88. A psychosomatic disorder is ...

- all of the things outside of our awareness - all of the wishes, desires, hopes, urges, and memories that lie outside of awareness yet continue to influence behavior.
- basic theories, principles and methods of psychology
- a disease which involves both mind and body.
- conditions within the individual that are essential and necessary for the maintenance of life and the nurturance of growth and well-being.
- all the things we are aware of or can easily bring into awareness.

89. Psychosomatic ...

- are subjective, evaluative, and independent of the sensations, thoughts, or images evoking them.
- the force that drives you to do things.
- determines how you interact and treat people in your life, it shows how you are going to cope with pressures or face the crises.
- determines your competencies and individual capacities.
- characterizing an approach based on the belief that a psychological component operates in the cause of somatic disturbances.

90. Social behavior ...

- are subjective, evaluative, and independent of the sensations, thoughts, or images evoking them
- the force that drives you to do things.
- determines how you interact and treat people in your life, it shows how you are going to cope with pressures or face the crises.
- any one of a set of behaviors exhibited by gregarious, communal social species, including cooperation, affiliation, altruism and so on.
- characterizing an approach based on the belief that a psychological component operates in the cause of somatic disturbances.

91. Social context ...

- the force that drives you to do things.
- the specific circumstance or general environment that serves as a social framework for individual or interpersonal behavior.
- any one of a set of behaviors exhibited by gregarious, communal social species, including cooperation, affiliation, altruism and so on.

- characterizing an approach based on the belief that a psychological component operates in the cause of somatic disturbances.
- are subjective, evaluative, and independent of the sensations, thoughts, or images evoking them.

92. The social environment is ...

- all the pieces of our community.
- any one of a set of behaviors exhibited by gregarious, communal social species, including cooperation, affiliation, altruism and so on.
- characterizing an approach based on the belief that a psychological component operates in the cause of somatic disturbances.
- are subjective, evaluative, and independent of the sensations, thoughts, or images evoking them.
- the force that drives you to do things.

93. Aspects of the social environment include:

- risk factors, improve overall health, and reduce illness.
- fear, disgust, anger, surprise, happiness, and sadness
- physiological, safety, social, esteem, and self-actualization
- how biological, psychological, and environmental variables contribute to motivation.
- the economy, safety and security, arts and culture

94. What are the norms and values?

- all the things we are aware of or can easily bring into awareness.
- all of the things outside of our awareness - all of the wishes, desires, hopes, urges, and memories that lie outside of awareness yet continue to influence behavior.
- basic theories, principles and methods of psychology
- evaluative beliefs that synthesize affective and cognitive elements to orient people to the world in which they live.
- generally driven by intrinsic motivation that comes from a sincere wish to achieve and the desire for the inherent rewards associated with it.

95. Values and norms involve ...

- cognitive beliefs of approval or disapproval.
- generally driven by intrinsic motivation that comes from a sincere wish to achieve and the desire for the inherent rewards associated with it.
- all the things we are aware of or can easily bring into awareness.
- all of the things outside of our awareness - all of the wishes, desires, hopes, urges, and memories that lie outside of awareness yet continue to influence behavior.
- basic theories, principles and methods of psychology

96. Values are ...

- understanding behavioral and contextual factors for health and illness, preventing illness, finding treatments to manage pain.
- determines your competencies and individual capacities.

- understanding how personality develops as well as the patterns of thoughts, behaviors, and characteristics that make each individual unique.
- basic theories, principles and methods of psychology
- not goals of behavior.

97. A norm is ...

- a disease which involves both mind and body.
- conditions within the individual that are essential and necessary for the maintenance of life and the nurturance of growth and well-being.
- all the things we are aware of or can easily bring into awareness.
- an evaluative belief.
- not goals of behavior.

98. A norm indicates the degree to which ...

- determines your competencies and individual capacities.
- understanding how personality develops as well as the patterns of thoughts, behaviors, and characteristics that make each individual unique.
- behavior is regarded as right versus wrong, allowable versus unallowable.
- not goals of behavior.
- understanding behavioral and contextual factors for health and illness, preventing illness, finding treatments to manage pain.

99. A norms often derive from ...

- risk factors
- emotions
- values
- motives
- main

100. Communication is ...

- a process that allows organisms to exchange information by several methods.
- an evaluative belief.
- not goals of behavior.
- a disease which involves both mind and body.
- conditions within the individual that are essential and necessary for the maintenance of life and the nurturance of growth and well-being.

101. What is a communication?

- a complex act of mental activity common to most sentient beings.
- an evaluative belief.
- not goals of behavior.
- a disease which involves both mind and body.
- conditions within the individual that are essential and necessary for the maintenance of life and the nurturance of growth and well-being.

102. What are the main elements of communication?

- sender, a message and a recipient.
- sender and a recipient.
- message and a recipient.
- behavior, a sender, a message and a recipient.
- behavior and risk factors.

103. Categories of communication include:

- Verbal, Non-Verbal, Written.
- Verbal, Non-Verbal, Written, Emotional perception.
- Verbal, Non-Verbal.
- Verbal, Non-Verbal, Written, Visualizations, Planning, Monitoring, Reflection.
- Verbal, Non-Verbal, Written, Visualizations.

104. Communication -

- not goals of behavior.
- a disease which involves both mind and body.
- conditions within the individual that are essential and necessary for the maintenance of life and the nurturance of growth and well-being.
- the transmission of information, which may be by verbal (oral or written) or nonverbal means.
- an evaluative belief.

105. What is the purpose of the communication process?

- characterizing an approach based on the belief that a psychological component operates in the cause of somatic disturbances.
- are subjective, evaluative, and independent of the sensations, thoughts, or images evoking them.
- to relate and exchange ideas, knowledge, feelings, and experiences and for many other interpersonal and social purposes.
- the specific circumstance or general environment that serves as a social framework for individual or interpersonal behavior.
- any one of a set of behaviors exhibited by gregarious, communal social species, including cooperation, affiliation, altruism and so on.

106. Nonverbal communication is ...

- the act of conveying information with using of hands.
- the act of conveying information with using of face
- an evaluative belief.
- the act of conveying information without the use of words.
- the act of conveying information with using of words.

107. What is the psyche?

- the act of conveying information without the use of words.
- the transmission of information, which may be by verbal (oral or written) or nonverbal means.
- an evaluative belief.
- not goals of behavior.
- in psychology, the mind in its totality, as distinguished from the physical organism.

108. Psychologist is ...

- Psychology is the study of communication.
- Psychology is the study of unconscious.
- an individual who is professionally trained in one or more branches or subfields of psychology.
- Psychology is the study of mind and behavior.
- Psychology is the study of culture.

109. Interpersonal communication is

- the motivation to engage in a behavior arises from within the individual.
- refers to behavior that is driven by external rewards.
- motivation-hygiene theory
- the process of exchanging messages between people whose lives mutually influence one another in unique ways in relation to social and cultural norms.
- helping people stop health problems before they start.

110. Group communication is ...

- a process that allows organisms to exchange information by several methods.
- the act of conveying information without the use of words.
- more than one person communicating to a group or many people interacting together.
- the transmission of information, which may be by verbal (oral or written) or nonverbal means.
- a complex act of mental activity common to most sentient beings

111. Conflict ...

- a process that allows organisms to exchange information by several methods.
- the occurrence of mutually antagonistic or opposing forces, including events, behaviors, desires, attitudes, and emotions.
- more than one person communicating to a group or many people interacting together.
- the transmission of information, which may be by verbal (oral or written) or nonverbal means.
- a complex act of mental activity common to most sentient beings.

112. Conflict is ...

- the process of exchanging messages between people whose lives mutually influence one another in unique ways in relation to social and cultural norms.
- helping people stop health problems before they start.
- the motivation to engage in a behavior arises from within the individual.
- refers to behavior that is driven by external rewards.
- situation in which interdependent people express (manifest or latent) differences in satisfying their individual needs and interests, and they experience interference from each other in accomplishing these goals.

113. What is conflict?

- the competition between interdependent parties who perceive that they have incompatible needs, goals, desires, or ideas.

- evaluative beliefs that synthesize affective and cognitive elements to orient people to the world in which they live.
- generally driven by intrinsic motivation that comes from a sincere wish to achieve and the desire for the inherent rewards associated with it.
- all the things we are aware of or can easily bring into awareness.
- all of the things outside of our awareness - all of the wishes, desires, hopes, urges, and memories that lie outside of awareness yet continue to influence behavior.

114. Types of conflicts:

- Non-Verbal, Interpersonal, Unconscious Conflicts
- Intrapersonal, Planning, Unconscious Conflicts
- Reflection, Interpersonal, Unconscious Conflicts
- Intrapersonal, Interpersonal, Unconscious Conflicts
- Intrapersonal, Interpersonal, Verbal Conflicts

115. Conflict genes:

- Words, Deeds, Motive
- Words, Deeds, Actions, Emotion
- Words, Deeds, External
- Words, Reflect, Actions
- Words, Deeds, Actions

116. The leading role in the formation of conflict situations is played by ...

- Values
- Reservoir of feelings
- Words, Reflect, Actions
- Motive
- Conflict genes

117. Areas of conflicts:

- Economic, Ideological, Planning, Monitoring, Reflection
- Planning, Monitoring, Reflection.
- Economic, Ideological, Social, Family
- Economic, Ideological, Social, Individual
- Economic, Ideological, Verbal, Individual

118. Intrapersonal conflicts:

- Acts as both a conduit for and a check on the id, working to meet the id's needs in a socially appropriate way.
- These conflicts arise as a result of two or more motives or goals to be achieved at a time.
- This conflicts is caused between individuals.
- The mental conflict below the level of conscious awareness.
- Operates at an unconscious level and focuses solely on instinctual drives and desires.

119. Interpersonal conflicts:

- Operates at an unconscious level and focuses solely on instinctual drives and desires.

- Acts as both a conduit for and a check on the id, working to meet the id's needs in a socially appropriate way.
- This conflicts is caused between individuals.
- The mental conflict below the level of conscious awareness.

120. Unconscious Conflict:

- This conflicts is caused between individuals.
- Conflict genes
- Operates at an unconscious level and focuses solely on instinctual drives and desires.
- Acts as both a conduit for and a check on the id, working to meet the id's needs in a socially appropriate way.
- The mental conflict below the level of conscious awareness.

121. A conflict situation always includes ...

- the transmission of information, which may be by verbal (oral or written) or nonverbal means.
- an evaluative belief.
- the presence of subjects of a probable collision and its object.
- in psychology, the mind in its totality, as distinguished from the physical organism.
- the act of conveying information without the use of words.

122. An approach to the mind, personality, psychological disorders, and psychological treatment originally developed by Sigmund Freud at the beginning of the 20th century.

- Medicine
- Mathematics
- Psychoanalysis
- Psychosomatic
- Philosophy

123. Feeling can be defined as ...

- determines your competencies and individual capacities.
- an individual's intensity, direction and persistence.
- a person's response to the emotion that comes from the perception of a situation.
- behavioral, cognitive and physiological patterns that occur in response to a given stimulus.
- determines how you interact and treat people in your life, it shows how you are going to cope with pressures or face the crises.

124. Feelings are ...

- an evaluative belief.
- not goals of behavior.
- behavioral, cognitive and physiological patterns that occur in response to a given stimulus.
- more than one person communicating to a group or many people interacting together.
- the result of emotions.

125. Basic biological needs, like food and water, are ...

- Values
- Reservoir of feelings

- Intrinsic motivation
- Extrinsic motivation
- Conflict genes

126. The system of psychoanalysis proposed by Carl Jung, in which the psyche is interpreted primarily in terms of philosophical values, primordial images and symbols, and a drive for self-fulfillment.

- Psychosomatic
- Philosophy
- Medicine
- Analytic psychology
- Psychoanalysis

127. An approach to psychology, formulated in 1913 by John B. Watson

- Philosophy
- Behaviorism
- Analytic psychology
- Psychoanalysis
- Psychosomatic

128. The characteristic attitudes and behaviors of a particular group within society, such as a profession, social class, or age group.

- Philosophy
- Medicine
- Mathematics
- Biology
- Culture

129. The physiological or psychological response to internal or external stressors.

- Medicine
- Mathematics
- Stress
- Culture
- Philosophy

130. Personality is ...

- in psychology, the mind in its totality, as distinguished from the physical organism.
- the act of conveying information without the use of words.
- the transmission of information, which may be by verbal (oral or written) or nonverbal means.
- the enduring configuration of characteristics and behavior that comprises an individual's unique adjustment to life
- the presence of subjects of a probable collision and its object.

131. What is Developmental psychology?

- Psychology is the study of unconscious.
- The study of physical, mental, and behavioral changes, from conception through old age.

- Psychology is the study of mind and behavior.
- Psychology is the study of culture.
- Psychology is the study of communication.

132. Developmental psychology investigates ...

- the transmission of information, which may be by verbal (oral or written) or nonverbal means.
- a complex act of mental activity common to most sentient beings.
- a process that allows organisms to exchange information by several methods.
- biological, genetic, neurological, psychosocial, cultural, and environmental factors of human growth.
- more than one person communicating to a group or many people interacting together.

133. How many stages of development are there in Jean Piaget's theory?

- 3
- 7
- 5
- 9
- 4

134. The sensorimotor stage include ...

- simple motor responses
- child's vision
- learning language
- more logically thoughts about factual events
- abstract thought and skills arise

135. The pre-operational stage include ...

- child's vision
- more logically thoughts about factual events
- abstract thought and skills arise
- learning language
- simple motor responses

136. The concrete operational stage includes ...

- an evaluative belief.
- not goals of behavior.
- behavioral, cognitive and physiological patterns that occur in response to a given stimulus.
- more logically thoughts about factual events
- abstract thought and skills arise

137. The formal operational stage include ...

- simple motor responses
- child's vision
- learning language
- more logically thoughts about factual events
- abstract thought and skills arise

138. What stages of development did Freud single out?

- oral, anal, phallic, and genital
- oral, phallic, latent, and genital
- latent, and genital
- oral, anal, phallic, latent, and genital
- phallic, latent, and genital

139. Freud concluded that the successful completion of each stage leads to ...

- stress
- a person's response to the emotion that comes from the perception of a situation.
- healthy adult development.
- development stages
- learning language

140. Freud considered personality to be formed in ...

- risk factors
- childhood
- culture
- psychology
- stress

141. Bandura suggested that observation is critical in ...

- psychology
- stress
- risk factors
- learning
- culture

142. Emotional insulation ...

- behavioral, cognitive and physiological patterns that occur in response to a given stimulus.
- determines how you interact and treat people in your life, it shows how you are going to cope with pressures or face the crises.
- determines your competencies and individual capacities.
- a defense mechanism characterized by seeming indifference and detachment in response to frustrating situations or disappointing events.
- a person's response to the emotion that comes from the perception of a situation.

143. The activity of using or treating oneself with something that is harmful is known as ...

- culture
- psychology
- stress
- risk factors
- abuse

144. Melancholia ...

- behavioral, cognitive and physiological patterns that occur in response to a given stimulus.
- determines how you interact and treat people in your life, it shows how you are going to cope with pressures or face the crises.
- an archaic name for depression.
- a defense mechanism characterized by seeming indifference and detachment in response to frustrating situations or disappointing events.
- a person's response to the emotion that comes from the perception of a situation.

145. Emotional reasoning is ...

- behavioral, cognitive and physiological patterns that occur in response to a given stimulus.
- a cognitive process by which an individual concludes that their emotional reaction proves something is true, despite contrary empirical evidence.
- an archaic name for depression.
- a defense mechanism characterized by seeming indifference and detachment in response to frustrating situations or disappointing events.
- a person's response to the emotion that comes from the perception of a situation.

146. Abnormal psychology ...

- a defense mechanism characterized by seeming indifference and detachment in response to frustrating situations or disappointing events.
- a person's response to the emotion that comes from the perception of a situation.
- behavioral, cognitive and physiological patterns that occur in response to a given stimulus.
- the branch of psychology devoted to the study, assessment, treatment, and prevention of maladaptive behavior.
- an archaic name for depression.

147. Aggression ...

- a defense mechanism characterized by seeming indifference and detachment in response to frustrating situations or disappointing events.
- a person's response to the emotion that comes from the perception of a situation.
- behavior aimed at harming others physically or psychologically.
- the branch of psychology devoted to the study, assessment, treatment, and prevention of maladaptive behavior.
- an archaic name for depression.

148. What is False positive?

- The mistake of doctors or psychologists, in which the patient is not sick, but the doctor diagnosed the disease.
- The study of physical, mental, and behavioral changes, from conception through old age.
- Psychology is the study of mind and behavior.
- Psychology is the study of culture.
- Psychology is the study of communication.

149. What is Rage?

- Norms and rules.
- Choleric and Dysplastic.

- Psyche and unconscious.
- **Uncontrolled aggression.**
- Conscious and unconscious mind.

150. Worldview is ...

- an archaic name for depression.
- a defense mechanism characterized by seeming indifference and detachment in response to frustrating situations or disappointing events.
- a person's response to the emotion that comes from the perception of a situation.
- **person's perception of his or her relationship with the world.**
- a cognitive process by which an individual concludes that their emotional reaction proves something is true, despite contrary empirical evidence.

151. A national identity is ...

- person's perception of his or her relationship with the world.
- a cognitive process by which an individual concludes that their emotional reaction proves something is true, despite contrary empirical evidence.
- an archaic name for depression.
- a defense mechanism characterized by seeming indifference and detachment in response to frustrating situations or disappointing events.
- **a consistent set of attitudes that define who the person is as a citizen of his or her country.**

152. Identity is ...

- an archaic name for depression.
- a defense mechanism characterized by seeming indifference and detachment in response to frustrating situations or disappointing events.
- **an describe an individual's comprehension of him or herself as a discrete, separate entity.**
- person's perception of his or her relationship with the world.
- a cognitive process by which an individual concludes that their emotional reaction proves something is true, despite contrary empirical evidence.

153. The personal idiosyncrasies that separate one person from the next, known as ...

- **the personal identity**
- abstract thought and skills arise
- simple motor responses
- child's vision
- learning language

154. Panic attack is ...

- Friendly company
- Safety needs
- **A sudden onset of intense apprehension and fearfulness in the absence of actual danger.**
- Existing in a single space and at a single time association of people interacting in joint activities and entering into certain business and interpersonal relationships
- People who strive to achieve a common goal

155. Apathy ...

- person's perception of his or her relationship with the world.
- a cognitive process by which an individual concludes that their emotional reaction proves something is true, despite contrary empirical evidence.
- an archaic name for depression.
- lack of motivation or goal directed behavior and in difference to one's surroundings.
- an describe an individual's comprehension of him or herself as a discrete, separate entity.

156. Sadness ...

- an describe an individual's comprehension of him or herself as a discrete, separate entity.
- person's perception of his or her relationship with the world.
- a cognitive process by which an individual concludes that their emotional reaction proves something is true, despite contrary empirical evidence.
- an emotional state of unhappiness.
- lack of motivation or goal directed behavior and in difference to one's surroundings.

157. Happiness ...

- person's perception of his or her relationship with the world.
- an emotion of joy, gladness, satisfaction, and well-being.
- an emotional state of unhappiness.
- lack of motivation or goal directed behavior and in difference to one's surroundings.
- an describe an individual's comprehension of him or herself as a discrete, separate entity.

158. Anger ...

- an emotion of joy, gladness, satisfaction, and well-being.
- an emotional state of unhappiness.
- lack of motivation or goal directed behavior and in difference to one's surroundings.
- an describe an individual's comprehension of him or herself as a discrete, separate entity.
- an emotion characterized by tension and hostility arising from frustration.

159. Surprise ...

- an emotion typically resulting from the violation of an expectation or the detection of novelty in the environment.
- an emotion characterized by tension and hostility arising from frustration.
- an emotion of joy, gladness, satisfaction, and well-being.
- an emotional state of unhappiness.
- lack of motivation or goal directed behavior and in difference to one's surroundings.

160. Emotion regulation ...

- person's perception of his or her relationship with the world.
- a cognitive process by which an individual concludes that their emotional reaction proves something is true, despite contrary empirical evidence.
- an archaic name for depression.
- the ability of an individual to modulate an emotion or set of emotions.
- an describe an individual's comprehension of him or herself as a discrete, separate entity.

161. Emotional conflict ...

- a state of disharmony between incompatible intense emotions.
- an emotion typically resulting from the violation of an expectation or the detection of novelty in the environment.
- an emotion characterized by tension and hostility arising from frustration.
- an emotion of joy, gladness, satisfaction, and well-being.
- an emotional state of unhappiness.

162. Emotional development ...

- a state of disharmony between incompatible intense emotions.
- an emotion typically resulting from the violation of an expectation or the detection of novelty in the environment.
- an emotion characterized by tension and hostility arising from frustration.
- an emotion of joy, gladness, satisfaction, and well-being.
- a gradual increase in the capacity to experience, express, and interpret the full range of emotions.

163. Emotional cognition ...

- a state of disharmony between incompatible intense emotions.
- an emotion typically resulting from the violation of an expectation or the detection of novelty in the environment.
- an emotion characterized by tension and hostility arising from frustration.
- the ability to recognize and interpret the emotions of others.
- a gradual increase in the capacity to experience, express, and interpret the full range of emotions.

164. Motivational factor ...

- a gradual increase in the capacity to experience, express, and interpret the full range of emotions.
- a state of disharmony between incompatible intense emotions.
- an emotion typically resulting from the violation of an expectation or the detection of novelty in the environment.
- any physiological or psychological factor that stimulates, maintains, and directs behavior.
- the ability to recognize and interpret the emotions of others.

165. Motivational style ...

- a gradual increase in the capacity to experience, express, and interpret the full range of emotions.
- a state of disharmony between incompatible intense emotions.
- the characteristic manner in which an individual seeks or finds the motivation to perform a task.
- any physiological or psychological factor that stimulates, maintains, and directs behavior.
- the ability to recognize and interpret the emotions of others.

166. Interpersonal perception ...

- the characteristic manner in which an individual seeks or finds the motivation to perform a task.
- any physiological or psychological factor that stimulates, maintains, and directs behavior.
- the ability to recognize and interpret the emotions of others.
- a gradual increase in the capacity to experience, express, and interpret the full range of emotions.
- the process of making meaning from things we experience in people and our relationships.

167. Listening is the ...

- the characteristic manner in which an individual seeks or finds the motivation to perform a task.
- any physiological or psychological factor that stimulates, maintains, and directs behavior.
- the ability to recognize and interpret the emotions of others.
- active process of making meaning out of another person's spoken message.
- the process of making meaning from things we experience in people and our relationships.

168. There are three types of listening:

- oral, anal, phallic.
- phallic, latent, and genital
- oral, phallic, and genital
- oral, phallic, and genital
- informational, critical, and empathic.

169. The first and primary mechanism of interpersonal perception is the identific of ...

- man by social group
- man by psyche
- man by man
- man by me
- man by animal

170. Empathy is ...

- the ability to recognize and interpret the emotions of others.
- a gradual increase in the capacity to experience, express, and interpret the full range of emotions.
- a state of disharmony between incompatible intense emotions.
- an emotion typically resulting from the violation of an expectation or the detection of novelty in the environment.
- understanding a person from his or her frame of reference rather than one's own, or vicariously experiencing that person's feelings, perceptions, and thoughts.

171. Egocentrism ...

- the characteristic manner in which an individual seeks or finds the motivation to perform a task.
- any physiological or psychological factor that stimulates, maintains, and directs behavior.
- the ability to recognize and interpret the emotions of others.

- the tendency to emphasize one's own needs, concerns, and outcomes rather than those of others.
- the process of making meaning from things we experience in people and our relationships.

172. Need ...

- state of disharmony between incompatible intense emotions.
- a condition of tension in an organism resulting from deprivation of something required for survival, well-being, or personal fulfillment.
- understanding a person from his or her frame of reference rather than one's own, or vicariously experiencing that person's feelings, perceptions, and thoughts.
- the ability to recognize and interpret the emotions of others.
- a gradual increase in the capacity to experience, express, and interpret the full range of emotions.

173. Neurolinguistic programming (NLP) ...

- understanding a person from his or her frame of reference rather than one's own, or vicariously experiencing that person's feelings, perceptions, and thoughts.
- the ability to recognize and interpret the emotions of others.
- a gradual increase in the capacity to experience, express, and interpret the full range of emotions.
- a set of techniques and strategies designed to improve interpersonal communications and relationships by modifying the "mental programs," or mental models of the world, that individuals develop and use to respond to and interact with the environment and other people.
- a condition of tension in an organism resulting from deprivation of something required for survival, well-being, or personal fulfillment.

174. Emotional memory ...

- the tendency to emphasize one's own needs, concerns, and outcomes rather than those of others.
- the process of making meaning from things we experience in people and our relationships.
- the characteristic manner in which an individual seeks or finds the motivation to perform a task.
- any physiological or psychological factor that stimulates, maintains, and directs behavior.
- memory for events that evoke an emotional response.

175. What are myths?

- Myths are a condition of tension in an organism resulting from deprivation of something required for survival.
- Myths are active process of making meaning out of another person's spoken message.
- Myths are the process of making meaning from things we experience in people and our relationships.
- Myths are sacred tales that explain the world and man's experience.
- Myths are memory for events that evoke an emotional response.

176. Visualisation:

- graphs and charts, maps, logos and other communication messages.

- active process of making meaning out of another person's spoken message.
- the process of making meaning from things we experience in people and our relationships.
- the characteristic manner in which an individual seeks or finds the motivation to perform a task.
- any physiological or psychological factor that stimulates, maintains, and directs behavior.

177. Spoken or verbal communication:

- letters, e-mails, books, magazines, the Internet or via other media.
- the process of making meaning from things we experience in people and our relationships.
- face-to-face, telephone, radio or television and other media.
- graphs and charts, maps, logos and other communicate messages.
- the ability to recognize and interpret the emotions of others.

178. Written communication:

- graphs and charts, maps, logos and other communicate messages.
- the process of making meaning from things we experience in people and our relationships.
- the ability to recognize and interpret the emotions of others.
- letters, e-mails, books, magazines, the Internet or via other media.
- face-to-face, telephone, radio or television and other media.

179. Non-verbal communication:

- graphs and charts, maps, logos and other communicate messages.
- the process of making meaning from things we experience in people and our relationships.
- body language, gestures, how we dress or act – even our scent.
- letters, e-mails, books, magazines, the Internet or via other media.
- face-to-face, telephone, radio or television and other media.

180. Memory ...

- graphs and charts, maps, logos and other communicate messages.
- the process of making meaning from things we experience in people and our relationships.
- body language, gestures, how we dress or act – even our scent.
- letters, e-mails, books, magazines, the Internet or via other media.
- the ability to retain information or a representation of past experience, based on the mental processes.

181. Personality ...

- the process by which individuals acquire social skills, beliefs, values, and behaviors necessary to function effectively in society or in a particular group.
- the enduring configuration of characteristics and behavior that comprises an individual's unique adjustment to life.
- the ability to retain information or a representation of past experience, based on the mental processes.
- letters, e-mails, books, magazines, the Internet or via other media.
- the ability to retain information or a representation of past experience, based on the mental processes.

182. Personality development ...

- the gradual development of personality in terms of characteristic emotional responses or temperament.
- the ability to retain information or a representation of past experience, based on the mental processes
- the process by which individuals acquire social skills, beliefs, values, and behaviors necessary to function effectively in society or in a particular group.
- the enduring configuration of characteristics and behavior that comprises an individual's unique adjustment to life.
- the ability to retain information or a representation of past experience, based on the mental processes.

183. Perception ...

- letters, e-mails, books, magazines, the Internet or via other media.
- face-to-face, telephone, radio or television and other media.
- graphs and charts, maps, logos and other communicate messages.
- the process of making meaning from things we experience in people and our relationships.
- the process or result of becoming aware of objects, relationships, and events.

184. Feelings ...

- letters, e-mails, books, magazines, the Internet or via other media.
- face-to-face, telephone, radio or television and other media.
- graphs and charts, maps, logos and other communicate messages.
- are subjective, evaluative, and independent of the sensations, thoughts, or images evoking them.
- the process or result of becoming aware of objects, relationships, and events.

185. Habits ...

- letters, e-mails, books, magazines, the Internet or via other media.
- face-to-face, telephone, radio or television and other media.
- are automatic routines of behavior that are repeated regularly, without thinking.
- are subjective, evaluative, and independent of the sensations, thoughts, or images evoking them.
- the process or result of becoming aware of objects, relationships, and events.

186. What are habits?

- are automatic routines of behavior that are repeated regularly, without thinking.
- are subjective, evaluative, and independent of the sensations, thoughts, or images evoking them.
- the process or result of becoming aware of objects, relationships, and events.
- letters, e-mails, books, magazines, the Internet or via other media.
- face-to-face, telephone, radio or television and other media.

187. What are feelings?

- letters, e-mails, books, magazines, the Internet or via other media.
- face-to-face, telephone, radio or television and other media.

- graphs and charts, maps, logos and other communicate messages.
- are subjective, evaluative, and independent of the sensations, thoughts, or images evoking them.
- the process or result of becoming aware of objects, relationships, and events.

188. What is a reflex?

- any of a number of automatic, unlearned, relatively fixed responses to stimuli.
- letters, e-mails, books, magazines, the Internet or via other media.
- face-to-face, telephone, radio or television and other media.
- graphs and charts, maps, logos and other communicate messages.
- body language, gestures, how we dress or act – even our scent.

189. What is a gender?

- the condition of being male, female, or neuter.
- any of a number of automatic, unlearned, relatively fixed responses to stimuli.
- letters, e-mails, books, magazines, the Internet or via other media.
- face-to-face, telephone, radio or television and other media.
- body language, gestures, how we dress or act – even our scent.

190. What is a mind?

- broadly, all intellectual and psychological phenomena of an organism, encompassing motivational, affective, behavioral, perceptual, and cognitive systems.
- any of a number of automatic, unlearned, relatively fixed responses to stimuli.
- letters, e-mails, books, magazines, the Internet or via other media.
- face-to-face, telephone, radio or television and other media.
- body language, gestures, how we dress or act – even our scent.

191. What is a focus?

- the concentration or centering of attention on a stimulus.
- broadly, all intellectual and psychological phenomena of an organism, encompassing motivational, affective, behavioral, perceptual, and cognitive systems.
- any of a number of automatic, unlearned, relatively fixed responses to stimuli.
- face-to-face, telephone, radio or television and other media.
- body language, gestures, how we dress or act – even our scent.

192. What is a social role?

- the set of attitudes and characteristic behaviors expected of an individual.
- broadly, all intellectual and psychological phenomena of an organism, encompassing motivational, affective, behavioral, perceptual, and cognitive systems.
- any of a number of automatic, unlearned, relatively fixed responses to stimuli.
- face-to-face, telephone, radio or television and other media.
- the concentration or centering of attention on a stimulus.

193. Social attitude ...

- the set of attitudes and characteristic behaviors expected of an individual.

- broadly, all intellectual and psychological phenomena of an organism, encompassing motivational, affective, behavioral, perceptual, and cognitive systems.
- a person's general outlook on social issues and approach to his or her social responsibilities.
- face-to-face, telephone, radio or television and other media.
- the concentration or centering of attention on a stimulus.

194. What is a self-concept?

- a person's general outlook on social issues and approach to his or her social responsibilities.
- the set of attitudes and characteristic behaviors expected of an individual.
- the concentration or centering of attention on a stimulus.
- broadly, all intellectual and psychological phenomena of an organism, encompassing motivational, affective, behavioral, perceptual, and cognitive systems.
- one's description and evaluation of oneself, including psychological and physical characteristics, qualities, skills, roles and so forth.

195. What is self-perception?

- the concentration or centering of attention on a stimulus.
- broadly, all intellectual and psychological phenomena of an organism, encompassing motivational, affective, behavioral, perceptual, and cognitive systems.
- the condition of being male, female, or neuter.
- a person's view of his or her self or of any of the mental or physical attributes that constitute the self.
- the set of attitudes and characteristic behaviors expected of an individual.

196. What is socialization?

- broadly, all intellectual and psychological phenomena of an organism, encompassing motivational, affective, behavioral, perceptual, and cognitive systems.
- the process by which individuals acquire social skills, beliefs, values, and behaviors necessary to function effectively in society or in a particular group.
- a person's view of his or her self or of any of the mental or physical attributes that constitute the self.
- the set of attitudes and characteristic behaviors expected of an individual.
- the concentration or centering of attention on a stimulus.

197. What is a stereotype?

- a set of cognitive generalizations (e.g., beliefs, expectations) about the qualities and characteristics of the members of a group or social category.
- the process by which individuals acquire social skills, beliefs, values, and behaviors necessary to function effectively in society or in a particular group.
- a person's view of his or her self or of any of the mental or physical attributes that constitute the self.
- the set of attitudes and characteristic behaviors expected of an individual.
- the concentration or centering of attention on a stimulus.

198. What is intelligence?

- the process by which individuals acquire social skills, beliefs, values, and behaviors necessary to function effectively in society or in a particular group.
- a person's view of his or her self or of any of the mental or physical attributes that constitute the self.
- the set of attitudes and characteristic behaviors expected of an individual.
- the ability to derive information, learn from experience, adapt to the environment, understand, and correctly utilize thought and reason.
- a set of cognitive generalizations (e.g., beliefs, expectations) about the qualities and characteristics of the members of a group or social category.

199. The ability ...

- a person's view of his or her self or of any of the mental or physical attributes that constitute the self.
- the set of attitudes and characteristic behaviors expected of an individual.
- existing competence or skill to perform a specific physical or mental act.
- a set of cognitive generalizations (e.g., beliefs, expectations) about the qualities and characteristics of the members of a group or social category.
- the process by which individuals acquire social skills, beliefs, values, and behaviors necessary to function effectively in society or in a particular group.

200. What is an aptitude?

- the capacity to acquire competence or skill through training.
- existing competence or skill to perform a specific physical or mental act.
- a set of cognitive generalizations (e.g., beliefs, expectations) about the qualities and characteristics of the members of a group or social category.
- the process by which individuals acquire social skills, beliefs, values, and behaviors necessary to function effectively in society or in a particular group.
- a person's view of his or her self or of any of the mental or physical attributes that constitute the self.