

## **2006 AP<sup>®</sup> PSYCHOLOGY FREE-RESPONSE QUESTIONS**

2. Zoey wants to buy a new car but is having difficulty deciding what kind of car to buy. She is feeling anxious and wants to make a decision soon. Zoey visits several local car dealers and asks for the advice of some of her friends. Explain how each of the following could influence her decision. Be sure to discuss each concept in the context of Zoey's decision.

- Approach-avoidance conflict
- Central route to persuasion
- Heuristics
- Individualism
- Rationalization
- Self-efficacy
- The autonomic nervous system
- The foot-in-the-door phenomenon

**STOP**

**END OF EXAM**