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| 1. Explain how motivation is influenced by both nature and nurture.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 2. Thomas was caught taking money from the cash register at the local grocery store. Describe what incentives would drive Thomas’ attempt to rob the store. How might this behavior be explained by arousal theory? Also, contrast the differences between incentives and arousal theory in this situation.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 3. Outline Abraham Maslow’s theory of a hierarchy of needs.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 4. Abraham Maslow suggested that “a person who is lacking food, love, and self-esteem would most likely hunger for food more strongly than anything else.” Conversely, the novelist Dostoyevsky wrote, “without a firm idea of himself and the purpose of his life, man cannot live even if surrounded with bread.” Give evidence that would lead you to support both statements.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 5. During the COVID-19 pandemic, millions of people endured social isolation and separation from their closest relatives and friends. Given what you have learned about the human affiliation need, self-determination theory, and the benefits of belonging, explain how and why this situation would put people’s mental health at risk.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 6. Thirteen-year-old Jemal’s family moved to a new city. Jemal, who had to leave all his friends behind, had a difficult time adjusting both socially and academically. His father suggested he try out for the soccer team. When he made the team, his life improved both socially and academically. Consider the benefits of meeting his need to belong and explain why his situation improved.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 7. Lawson has been regularly excluded at school and during after-school activities. Explain how experiencing such ostracism can affect Lawson.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 8. During an hour-long lecture class, Erin has checked her social media on her phone at least 20 times. Explain both the positive and negative effects of Erin’s social media use, as well as current trends in and research on social media use. Finally, provide suggestions for Erin to maintain balance and focus in her use of social media.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 9. In some studies of both secondary school and university students, researchers have found that self-discipline has surpassed intelligence test scores to predict school performance, attendance, and graduation honors. Discuss the characteristics of achievement motivation that account for these results and note specific research examples supporting the importance of self-discipline. How would you use what you know about achievement motivation to help select musicians for a university music school?   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 10. Mike has always enjoyed playing soccer with his friends and is very good at it. In fact, he made the high school soccer team. However, he now seems to enjoy the sport less and less with each game. This is because he is experiencing increased pressure from his parents and coach to have a winning season in order to increase the likelihood of him receiving a college scholarship. Explain how his different motivations might have affected his enjoyment of playing soccer.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 11. Heather and Heath became lost on a hike and spent a week in the woods with enough food for only two days. By the end of the week, what would a researcher studying their physiological responses and brain changes have likely found?   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 12. Differentiate between set point and settling point. Explain why psychologists today prefer the use of the term *settling point.*   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 13. Explain how taste preferences can be influenced by one’s cultural background. Provide an example to support your explanation.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 14. What are some evidence-based tips for eating well and maintaining a healthy weight? How do these practices help people to overcome the physiological and environmental factors that make them more likely to become overweight or obese?   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 15. Mia, whose obesity has begun to affect her health, plans to lose weight with a reduced-calorie diet prescribed by her doctor. Explain how physiological factors (including genes, set point, and metabolism) and environmental factors (including sleep, social influences, eating habits, and activity levels) may interact to make Mia’s goal more or less difficult to achieve.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 16. Farid is visiting family abroad when his landlord calls with the news that an intruder may have broken into Farid’s apartment in his absence. Several hours later, the landlord calls again to let him know it was a false alarm; Farid’s apartment has not been breached, and all of his possessions are safe. Describe the elements of the emotions Farid experiences during this episode.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 17. While walking through the forest, Carla and Pablo encountered a large lizard on the trail. While Pablo was extremely frightened of the lizard, Carla, realizing it was harmless, knelt down to pet the lizard. Describe how the James-Lange theory and the two-factor theory could explain the emotional reactions of Carla and Pablo.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 18. Tranquilizing drugs that inhibit sympathetic nervous system activity often effectively reduce people's subjective experience of intense anger or anxiety. Use one of the major theories of emotion to account for the emotion-reducing effects of such tranquilizers. Which theory of emotion would have the greatest difficulty explaining these effects? Why?   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 19. A newspaper advice columnist suggests that thinking can be voluntarily controlled and changed but emotions are gut-level, biological reactions that can't be voluntarily controlled or modified. Use your knowledge of emotion research and theory to either support or refute the columnist's claim.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 20. Carroll Izard isolated 10 basic emotions, most present in infancy. Identify those emotions, and discuss the two dimensions along which various emotions are categorized.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 21. After Janet and her romantic partner, Evan, took a scary roller coaster ride, they experienced explosive feelings of passionate affection for each other. Use your understanding of the physiology of emotion and the spillover effect to explain why fearful events could fuel their romantic feelings.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 22. While Siena is home alone watching a movie, she hears muffled sounds outside. Approaching the door, she notices that someone appears to be turning the knob in an attempt to get in. As she grabs her phone to dial 911, the door opens to reveal her embarrassed roommate, who had mistakenly been using her office key to try to open the door. Explain how Siena’s autonomic nervous system reacted in this situation. What physiological and brain changes did she experience to respond to the threat? What changes did she experience once the threat was over?   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 23. Ilsa and Jonny are watching a film about a kidnapping. While Ilsa feels angry at the kidnappers, Jonny feels frightened for the kidnapped child. Explain the biological changes, brain activity, and facial muscle movements that are occurring during each of their current emotional states. How could a researcher studying Ilsa and Jonny in a lab distinguish between their different emotions?   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 24. Describe how polygraphs are intended to measure lying, and discuss their accuracy.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 25. Explain how nonverbal communication is understood universally.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 26. Describe women’s greater sensitivity to nonverbal cues. How does this influence women’s general emotionality, and how does it affect societal perceptions of this emotionality?   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 27. Describe and discuss how nonverbal communication is used across various cultures. Which types of communication are more universal, and which are more culture-specific? How can knowledge of these similarities and differences foster cross-cultural understanding?   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 28. Explain how facial expressions can communicate clues to a person's culture, and discuss how we interpret facial expressions according to context.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 29. Compare and contrast the facial feedback effect and the behavior feedback effect. Provide an example of each.   |  |  | | --- | --- | | *ANSWER:* |  | |