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| 1. An individual's characteristic pattern of thinking, feeling, and acting is their   |  |  |  | | --- | --- | --- | |  | a. | self-esteem. | |  | b. | personality. | |  | c. | reality principle. | |  | d. | defense mechanism. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 2. Mieko prefers spending her days with friends at the local hangout and nights at the neighborhood disco. Marian prefers to go to the library and read a book during the day and sit home with her pet dog at night. The characteristics of Mieko and Marian indicate that each has a distinctive   |  |  |  | | --- | --- | --- | |  | a. | fixation. | |  | b. | personality. | |  | c. | Electra complex. | |  | d. | collective unconscious. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 3. The concept of *personality* most clearly embodies the notion of   |  |  |  | | --- | --- | --- | |  | a. | schemas. | |  | b. | self-consciousness. | |  | c. | behavioral consistency. | |  | d. | free association. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 4. Which theories of personality focused on our inner capacities for growth and self-fulfillment?   |  |  |  | | --- | --- | --- | |  | a. | humanistic | |  | b. | psychodynamic | |  | c. | social-cognitive | |  | d. | trait |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 5. Dr. Ambrose tends to focus on the self-fulfillment of her clients. Her goals of therapy are consistent with   |  |  |  | | --- | --- | --- | |  | a. | psychoanalytic theory. | |  | b. | humanistic theory. | |  | c. | social-cognitive theory. | |  | d. | trait theory. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 6. Which theories did trait theories build upon?   |  |  |  | | --- | --- | --- | |  | a. | psychoanalytic and humanistic theories | |  | b. | social-cognitive theories | |  | c. | social-cognitive and psychoanalytic theories | |  | d. | psychodynamic theories |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 7. Which theories of personality explore the interaction between people’s traits and their social context?   |  |  |  | | --- | --- | --- | |  | a. | humanistic | |  | b. | psychodynamic | |  | c. | social-cognitive | |  | d. | trait |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 8. Which contemporary theoretical approach is most directly descended from Freud's psychoanalysis?   |  |  |  | | --- | --- | --- | |  | a. | trait theories | |  | b. | psychodynamic theories | |  | c. | social-cognitive theories | |  | d. | humanistic theories |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 9. The importance of the unconscious mind and childhood experiences is of most central importance to   |  |  |  | | --- | --- | --- | |  | a. | humanistic theories. | |  | b. | psychodynamic theories. | |  | c. | social-cognitive theories. | |  | d. | trait theories. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 10. Psychodynamic theories emphasize that personality involves a dynamic interaction between   |  |  |  | | --- | --- | --- | |  | a. | persons and situations. | |  | b. | repression and fixation. | |  | c. | conscious and unconscious mental processes. | |  | d. | the inferiority complex and the collective unconscious. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 11. Emilia’s therapist thinks that Emilia would be much less anxious and better at studying if she could recognize her own conflicting feelings of respect for and irritation toward her professor. The therapist’s belief best illustrates the \_\_\_\_\_\_\_\_ perspective.   |  |  |  | | --- | --- | --- | |  | a. | trait | |  | b. | humanistic | |  | c. | psychodynamic | |  | d. | social-cognitive |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 12. Psychoanalysis refers to the personality theory and therapeutic practices developed by   |  |  |  | | --- | --- | --- | |  | a. | Karen Horney. | |  | b. | Carl Jung. | |  | c. | Sigmund Freud. | |  | d. | Alfred Adler. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 13. Sigmund Freud’s theory of personality and the associated treatment techniques is referred to as   |  |  |  | | --- | --- | --- | |  | a. | psychoanalysis. | |  | b. | reaction formation. | |  | c. | social-cognitive theory. | |  | d. | the reality principle. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 14. Which of the following psychologists is the most well-known?   |  |  |  | | --- | --- | --- | |  | a. | Carl Jung | |  | b. | Alfred Adler | |  | c. | Karen Horney | |  | d. | Sigmund Freud |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 15. By professional training, Freud was a   |  |  |  | | --- | --- | --- | |  | a. | philosopher. | |  | b. | sociologist. | |  | c. | physician. | |  | d. | literary scholar. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 16. Freud became interested in unconscious personality dynamics when he noticed that some patients' symptoms   |  |  |  | | --- | --- | --- | |  | a. | resulted from the physical abuse they had received from their parents during childhood. | |  | b. | reflected a loss of individuality. | |  | c. | illustrated a collective unconscious. | |  | d. | made no neurological sense. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 17. Natalie is a teller at the local bank and has recently lost all feeling in her left hand. Natalie went to her physician, who has referred her to a specialist because her symptoms   |  |  |  | | --- | --- | --- | |  | a. | are obviously fictitious. | |  | b. | indicate a serious medical disorder. | |  | c. | are easily fixed. | |  | d. | do not make neurological sense. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 18. Freud believed that certain troubling symptoms could be traced to painful unconscious memories. This led him to suspect that these symptoms resulted from   |  |  |  | | --- | --- | --- | |  | a. | genetic defects. | |  | b. | an inferiority complex. | |  | c. | psychological processes. | |  | d. | the collective unconscious. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 19. According to Freud, the unconscious is   |  |  |  | | --- | --- | --- | |  | a. | the part of personality that cannot process information. | |  | b. | a reservoir of mostly unacceptable thoughts, wishes, feelings, and memories. | |  | c. | a set of universal concepts acquired by all humans from our common past. | |  | d. | a reservoir of deeply repressed memories that do not affect behavior. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 20. According to Freud, the \_\_\_\_\_\_\_\_ is a reservoir of mostly unacceptable thoughts, wishes, feelings, and memories of which we are unaware.   |  |  |  | | --- | --- | --- | |  | a. | self-concept | |  | b. | ego | |  | c. | unconscious | |  | d. | superego |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 21. Vera tends to avoid any interaction with her brother, but she doesn’t know why. According to Freud, she most likely has conflicting feelings of love and hate for her brother, but she is unaware of the hatred she feels because it is held in her   |  |  |  | | --- | --- | --- | |  | a. | preconscious. | |  | b. | conscious mind. | |  | c. | unconscious. | |  | d. | collective unconscious. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 22. Lilja’s parents reminded her that while playing in the schoolyard she wet herself and all her friends laughed at her. Lilja says she has no memory of the event. According to psychoanalysis, Lilja’s memory of this event was repressed into her   |  |  |  | | --- | --- | --- | |  | a. | unconscious. | |  | b. | superego. | |  | c. | ego. | |  | d. | id. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 23. When asked, Jerome cannot recall where he was or what he was doing the day his mother died. Freud would say that Jerome’s memories of that day are stored at the \_\_\_\_\_\_\_\_ level of awareness.   |  |  |  | | --- | --- | --- | |  | a. | collective unconscious | |  | b. | unconscious | |  | c. | conscious | |  | d. | implicit |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 24. Reporting whatever thoughts come to mind even if they are trivial or embarrassing, is characteristic of   |  |  |  | | --- | --- | --- | |  | a. | defense mechanisms. | |  | b. | schemas. | |  | c. | free association. | |  | d. | the inferiority complex. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 25. Free association is central to   |  |  |  | | --- | --- | --- | |  | a. | personality development. | |  | b. | reaction formation. | |  | c. | psychoanalysis. | |  | d. | projective testing. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 26. Freud’s use of free association was intended to   |  |  |  | | --- | --- | --- | |  | a. | identify the presence of the Oedipus complex as it affects the present. | |  | b. | trace a path from the troubled present to a fixation at a previous psychosocial stage of development. | |  | c. | trace a path from the troubled present to painful memories from childhood. | |  | d. | uncover an imbalance between the id, ego, and superego. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 27. A psychoanalyst tells Sebastian to relax and say whatever comes to mind, no matter how trivial or embarrassing. The psychoanalyst is using a technique known as   |  |  |  | | --- | --- | --- | |  | a. | fixation. | |  | b. | free association. | |  | c. | projection. | |  | d. | hypnosis. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 28. Freud believed that troublesome feelings and ideas powerfully influence us, sometimes gaining expression in   |  |  |  | | --- | --- | --- | |  | a. | the work we choose. | |  | b. | our daily habits. | |  | c. | the beliefs we hold. | |  | d. | all of these ways. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 29. Freud believed that the basis of human personality was some form of \_\_\_\_\_\_\_\_ that needed to be resolved.   |  |  |  | | --- | --- | --- | |  | a. | conflict | |  | b. | impulse | |  | c. | restraint | |  | d. | tendency |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 30. According to psychoanalytic theory, the part of the personality that strives for immediate gratification of basic drives is the   |  |  |  | | --- | --- | --- | |  | a. | id. | |  | b. | ego. | |  | c. | superego. | |  | d. | erogenous zones. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 31. Freud emphasized that the id operates on the \_\_\_\_\_\_\_\_ principle.   |  |  |  | | --- | --- | --- | |  | a. | schema | |  | b. | false consensus | |  | c. | identity | |  | d. | pleasure |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 32. When a newborn cries because it is hungry, Freud would say that the newborn’s \_\_\_\_\_\_\_\_ is in control.   |  |  |  | | --- | --- | --- | |  | a. | id | |  | b. | ego | |  | c. | superego | |  | d. | erogenous zone |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 33. When 3-year-old Silas was told he couldn’t have apple pie for dessert until he finished his meat and vegetables, he threw his food on the floor in a temper tantrum. Freud would have suggested that Silas was unable to resist the demands of his   |  |  |  | | --- | --- | --- | |  | a. | superego. | |  | b. | ego. | |  | c. | id. | |  | d. | Oedipus complex. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 34. According to Freud, the need to satisfy basic sexual and aggressive desires comes from the \_\_\_\_\_\_\_\_, which operates on the \_\_\_\_\_\_\_\_.   |  |  |  | | --- | --- | --- | |  | a. | ego; pleasure principle | |  | b. | superego; Oedipus complex | |  | c. | id; pleasure principle | |  | d. | ego; reality principle |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 35. Seven-year-old Rowan is in the kitchen and notices a pan full of just-baked cookies. He wants to sneak a cookie, but he knows his parents would disapprove. According to Freud, the desire for the cookie and the thoughts of sneaking a cookie come from the \_\_\_\_\_\_\_\_ seeking to satisfy the \_\_\_\_\_\_\_\_ principle.   |  |  |  | | --- | --- | --- | |  | a. | id; pleasure | |  | b. | ego; pleasure | |  | c. | id; reality | |  | d. | ego; reality  ​ |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 36. Zachary’s mother bought a cake for dessert after tonight's dinner. While she was in the other room, Zachary grabbed a piece with his hands and took a bite. Which part of his personality, according to Freud, was obviously in control?   |  |  |  | | --- | --- | --- | |  | a. | id | |  | b. | ego | |  | c. | superego | |  | d. | executive |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 37. Cole enjoys playing video games on his tablet, but at dinner his parents tell him that he cannot play again until the next day. So, when his parents are asleep, Cole sneaks out his tablet and starts to play games. Which part of his personality is in control, according to Freud's theory?   |  |  |  | | --- | --- | --- | |  | a. | id | |  | b. | ego | |  | c. | superego | |  | d. | executive |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 38. As a result of his impulsiveness, Earl has had several run-ins with teachers and law enforcement. According to Freud, Earl’s \_\_\_\_\_\_\_\_ is being overwhelmed by the desires of the \_\_\_\_\_\_\_\_.   |  |  |  | | --- | --- | --- | |  | a. | id; superego | |  | b. | ego; id | |  | c. | id; ego | |  | d. | collective unconscious; preconscious |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 39. Freud emphasized that the \_\_\_\_\_\_\_\_ operates on the reality principle.   |  |  |  | | --- | --- | --- | |  | a. | id | |  | b. | superego | |  | c. | ego | |  | d. | personality |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 40. Jana is a somewhat aggressive adolescent. Rather than acting out with her family and peers, she expresses her aggressive nature while playing video games. This demonstrates her \_\_\_\_\_\_\_\_ at work.   |  |  |  | | --- | --- | --- | |  | a. | id | |  | b. | ego | |  | c. | superego | |  | d. | erogenous zone |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 41. Aubrey is 5 years old and is staring at the peanut butter cookies on top of the stove. She really wants one, but her parents have told her that she cannot have any cookies until after dinner. As Aubrey starts to grab a cookie, she pauses and decides to sit at the dinner table. Aubrey calls her parents and says, “I’m ready for dinner.” Which aspect of Aubrey’s personality, according to Freud, is responsible for her actions?   |  |  |  | | --- | --- | --- | |  | a. | id | |  | b. | superego | |  | c. | ego | |  | d. | impulse  ​ |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 42. Ego is to id as \_\_\_\_\_\_\_\_ is to \_\_\_\_\_\_\_\_.   |  |  |  | | --- | --- | --- | |  | a. | unconscious; conscious | |  | b. | biology; morality | |  | c. | reality principle; pleasure principle | |  | d. | regression; repression |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 43. According to Freud, the part of personality that represents internalized ideals and provides standards for judgment is the   |  |  |  | | --- | --- | --- | |  | a. | Oedipus complex. | |  | b. | ego. | |  | c. | id. | |  | d. | superego. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 44. According to Freud’s theory, the \_\_\_\_\_\_\_\_ strives for perfection and judges actions as well as produces positive feelings of pride or negative feelings of guilt.   |  |  |  | | --- | --- | --- | |  | a. | id | |  | b. | ego | |  | c. | superego | |  | d. | erogenous zone |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 45. Internalized ideals are to \_\_\_\_\_\_\_\_ as unconscious energy is to \_\_\_\_\_\_\_\_.   |  |  |  | | --- | --- | --- | |  | a. | superego; id | |  | b. | ego; id | |  | c. | id; ego | |  | d. | ego; superego |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 46. Janine is repulsed by the thought of watching a pornographic video. Freud would have attributed these feelings to Janine's   |  |  |  | | --- | --- | --- | |  | a. | ego. | |  | b. | id. | |  | c. | superego. | |  | d. | inferiority complex. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 47. Gavin’s parents won't let him go to a friend's party because of the lack of parental supervision. Gavin decides to sneak out of the house to attend the party. After climbing out of his bedroom window he feels extremely guilty and returns to his room. According to Freud, the feelings of guilt come from his   |  |  |  | | --- | --- | --- | |  | a. | id. | |  | b. | ego. | |  | c. | preconscious mind. | |  | d. | superego. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 48. No matter how hard Sandy works, she always feels she hasn’t done as much as she should have. A Freudian psychologist would suggest that Sandy shows signs of a   |  |  |  | | --- | --- | --- | |  | a. | weak id. | |  | b. | weak ego. | |  | c. | strong id. | |  | d. | strong superego. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 49. Freud referred to the largely conscious “executive” part of the personality as the   |  |  |  | | --- | --- | --- | |  | a. | Oedipus complex. | |  | b. | superego. | |  | c. | ego. | |  | d. | id. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 50. According to Freud, the component of personality that seeks to reconcile the demands of the id, superego, and reality is the   |  |  |  | | --- | --- | --- | |  | a. | collective unconscious. | |  | b. | Oedipus complex. | |  | c. | erogenous zone. | |  | d. | ego. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 51. Seventeen-year-old Rudra’s grandfather recently passed away and left him a large sum of money. Rudra thought about buying an expensive new car but decided, instead, to save the money to pay for his college tuition. Rudra shows signs of a   |  |  |  | | --- | --- | --- | |  | a. | weak superego. | |  | b. | weak id. | |  | c. | strong collective unconscious. | |  | d. | strong ego. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 52. Damaris wants to be a caring friend but also wants to express his dislike for some of his friend’s habits. According to Freud, Damaris’ \_\_\_\_\_\_\_\_ might enable him to partially satisfy both desires.   |  |  |  | | --- | --- | --- | |  | a. | collective unconscious | |  | b. | superego | |  | c. | Oedipus complex | |  | d. | ego |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 53. Freud suggested that children pass through a series of \_\_\_\_\_\_\_\_, during which the id’s pleasure-seeking energies focus on distinct erogenous zones.   |  |  |  | | --- | --- | --- | |  | a. | psychosexual stages | |  | b. | archetypes | |  | c. | fixations | |  | d. | Oedipus complexes |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 54. Freud suggested that the id's pleasure-seeking energies focus on distinct pleasure-sensitive areas of the body known as   |  |  |  | | --- | --- | --- | |  | a. | psychosexual stages. | |  | b. | archetypes. | |  | c. | erogenous zones. | |  | d. | Oedipus complexes. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 55. Which stage of development, according to Freud, occurs between birth and 18 months of age?   |  |  |  | | --- | --- | --- | |  | a. | oral | |  | b. | anal | |  | c. | phallic | |  | d. | latency |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 56. Ethan, who is 15 months old, is able to crawl and explore every area of his home. His parents are worried because they have noticed that he puts everything in his mouth. He bites, chews, and sucks on objects. According to Freud, Ethan is in the \_\_\_\_\_\_\_\_ stage of development.   |  |  |  | | --- | --- | --- | |  | a. | anal | |  | b. | oral | |  | c. | latency | |  | d. | phallic |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 57. Which psychosexual stage of development focuses on coping with demands for control?   |  |  |  | | --- | --- | --- | |  | a. | oral | |  | b. | anal | |  | c. | phallic | |  | d. | latency |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 58. Two-year-old Leon frequently does the opposite of what his parents require because it delights him to demonstrate his independence from their control. Freud would have suggested that Leon is going through the \_\_\_\_\_\_\_\_ stage of development.   |  |  |  | | --- | --- | --- | |  | a. | phallic | |  | b. | anal | |  | c. | latency | |  | d. | oral |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 59. Freud believed that children cope with incestuous sexual feelings during the \_\_\_\_\_\_\_\_ stage of development.   |  |  |  | | --- | --- | --- | |  | a. | oral | |  | b. | anal | |  | c. | phallic | |  | d. | genital |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 60. Four-year-old Lucas stands between his parents when he sees his father trying to kiss his mother. Lucas is going through the \_\_\_\_\_\_\_\_ stage of development.   |  |  |  | | --- | --- | --- | |  | a. | phallic | |  | b. | anal | |  | c. | latency | |  | d. | oral |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 61. According to Freud, the development of sexual desires for their mother and jealousy and hatred for their father causes boys to   |  |  |  | | --- | --- | --- | |  | a. | fixate on the anal stage. | |  | b. | be passively dependent on their mother. | |  | c. | feel guilty and fear punishment from their father. | |  | d. | identify with their mother. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 62. One night after he heard his parents arguing, 4-year-old Wei had a vivid dream in which he saved his mother from being bitten by a large snake. A psychoanalyst would most likely suspect that Wei's dream reflects a(n)   |  |  |  | | --- | --- | --- | |  | a. | oral fixation. | |  | b. | reaction formation. | |  | c. | projective test. | |  | d. | Oedipus complex. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 63. According to Freud, boys are most likely to experience the Oedipus complex during the \_\_\_\_\_\_\_\_ stage.   |  |  |  | | --- | --- | --- | |  | a. | anal | |  | b. | phallic | |  | c. | oral | |  | d. | latency |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 64. Freud used the term Oedipus complex to describe   |  |  |  | | --- | --- | --- | |  | a. | the erogenous zones that are the focus of the latency stage. | |  | b. | the passive dependence of someone who is orally fixated. | |  | c. | children's efforts to overcome feelings of inferiority. | |  | d. | boys' sexual desires toward their mother and feelings of jealousy and hatred for the rival father. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 65. Some psychoanalysts in Freud's era believed that girls experienced unconscious sexual desires for their father during the phallic stage. These feelings, they thought, reflected   |  |  |  | | --- | --- | --- | |  | a. | reaction formation. | |  | b. | an Electra complex. | |  | c. | projection. | |  | d. | a weak superego. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 66. In which psychosexual stage of development are sexual feelings dormant?   |  |  |  | | --- | --- | --- | |  | a. | oral | |  | b. | anal | |  | c. | phallic | |  | d. | latency |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 67. Mary is in the fourth grade and loves to read and to play with her pet cat. She also has no sexual desires. Which of Freud’s psychosexual stages of development is she currently in?   |  |  |  | | --- | --- | --- | |  | a. | oral | |  | b. | anal | |  | c. | phallic | |  | d. | latency  ​ |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 68. Eleven-year-old Ezra enjoys playing with his friends and participating in after-school sports. According to Freud, Ezra, who is no longer coping with unconscious, incestuous sexual feelings, is probably in the \_\_\_\_\_\_\_\_ stage of development.   |  |  |  | | --- | --- | --- | |  | a. | phallic | |  | b. | anal | |  | c. | latency | |  | d. | oral |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 69. According to Freud’s theory, maturation of sexual interests occurs during the \_\_\_\_\_\_\_\_ stage of development.   |  |  |  | | --- | --- | --- | |  | a. | oral | |  | b. | anal | |  | c. | genital | |  | d. | latency |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 70. Levi is 13 years old and has recently become interested in girls. He likes the way they look and wonders what it would be like to kiss a girl. According to Freud, Levi is in the \_\_\_\_\_\_\_\_ stage of development.   |  |  |  | | --- | --- | --- | |  | a. | anal | |  | b. | genital | |  | c. | latency | |  | d. | phallic |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 71. Freud suggested that a boy's identification with his father during the phallic stage illustrates   |  |  |  | | --- | --- | --- | |  | a. | latency development. | |  | b. | the benefits of immediate gratification. | |  | c. | free association. | |  | d. | the process of conflict resolution. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 72. According to Freud, identification involves   |  |  |  | | --- | --- | --- | |  | a. | disguising one’s own threatening impulses by attributing them to others. | |  | b. | switching unacceptable impulses into their opposites. | |  | c. | refusing to believe or even perceive painful realities. | |  | d. | the process by which children incorporate their parents’ values into their developing superegos. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 73. Freud suggested that the process of identification is most directly responsible for strengthening   |  |  |  | | --- | --- | --- | |  | a. | the Oedipus complex. | |  | b. | free association. | |  | c. | the superego. | |  | d. | erogenous zones. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 74. The theory that would most likely predict that boys raised without a father figure will have difficulty developing a strongly masculine gender identity was proposed by   |  |  |  | | --- | --- | --- | |  | a. | Carl Jung. | |  | b. | Alfred Adler. | |  | c. | Karen Horney. | |  | d. | Sigmund Freud. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 75. Gender identity refers to   |  |  |  | | --- | --- | --- | |  | a. | our biological sex. | |  | b. | the sense of being male, female, neither, or some combination of male and female. | |  | c. | the set of socially expected behaviors for males and females. | |  | d. | internalized ideals for appropriate sexual behavior. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 76. James has a sense of being a male. This would be considered his   |  |  |  | | --- | --- | --- | |  | a. | pleasure principle. | |  | b. | superego. | |  | c. | affiliation motivation. | |  | d. | gender identity. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 77. Maya thinks her mother is just wonderful and wants to be just like her. She copies everything her mother does, including how she combs her hair. She also says that she likes everything that her mother likes. According to Freud, this \_\_\_\_\_\_\_\_ her mother provides Maya with her gender identity, or sense of being female.   |  |  |  | | --- | --- | --- | |  | a. | hatred for | |  | b. | jealousy toward | |  | c. | affiliation motivation with | |  | d. | identification with |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 78. Freud referred to a lingering focus of pleasure-seeking energies at an earlier psychosexual stage as   |  |  |  | | --- | --- | --- | |  | a. | projection. | |  | b. | a fixation. | |  | c. | displacement. | |  | d. | repression. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 79. At any point during the psychosexual stages of development, strong conflict could \_\_\_\_\_\_\_\_ the person's pleasure-seeking energies at that stage.   |  |  |  | | --- | --- | --- | |  | a. | fixate | |  | b. | repress | |  | c. | prime | |  | d. | project |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 80. According to Freud, an adult who utters biting sarcasm and an exaggerated denial of their dependence on others shows signs of   |  |  |  | | --- | --- | --- | |  | a. | free association. | |  | b. | identification. | |  | c. | projection. | |  | d. | a fixation. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 81. Mateo has very few friends because he tends to respond sarcastically to people’s comments or concerns. Freud would have suggested that Mateo is fixated at the \_\_\_\_\_\_\_\_ stage.   |  |  |  | | --- | --- | --- | |  | a. | oral | |  | b. | latency | |  | c. | phallic | |  | d. | anal  ​ |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 82. Freud suggested that orally fixated adults are especially likely to exhibit   |  |  |  | | --- | --- | --- | |  | a. | passive dependence. | |  | b. | an inferiority complex. | |  | c. | an Electra complex. | |  | d. | a strong superego. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 83. JoAnn smokes a pack of cigarettes a day in an effort to reduce her anxiety. Freud would have suggested that JoAnn demonstrates   |  |  |  | | --- | --- | --- | |  | a. | a fixation. | |  | b. | free association. | |  | c. | reaction formation. | |  | d. | collective unconscious. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 84. Josiah’s political opinions depend entirely on what his friends think. He is unwilling or unable to form an opinion on his own. Freud would have suggested that Josiah demonstrates a   |  |  |  | | --- | --- | --- | |  | a. | fixation. | |  | b. | free association. | |  | c. | reaction formation. | |  | d. | collective unconscious. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 85. Freud suggested that defense mechanisms protect an individual from   |  |  |  | | --- | --- | --- | |  | a. | anxiety. | |  | b. | an inferiority complex. | |  | c. | the collective unconscious. | |  | d. | erogenous zones. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 86. According to Freud, defense mechanisms are used by the   |  |  |  | | --- | --- | --- | |  | a. | id to defend against the accusations and guilt feelings produced by the superego. | |  | b. | ego to prevent threatening impulses from being consciously recognized. | |  | c. | superego to prevent expression of sexual and aggressive drives. | |  | d. | id, ego, and superego in a repetitive sequence of internal conflicts. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 87. According to Freud, all defense mechanisms   |  |  |  | | --- | --- | --- | |  | a. | function at a conscious level. | |  | b. | are controlled by the id. | |  | c. | are controlled by the superego. | |  | d. | function indirectly and unconsciously. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 88. Freud believed that repression was the defense mechanism that   |  |  |  | | --- | --- | --- | |  | a. | helps us retreat to earlier psychosexual stages. | |  | b. | switches unacceptable impulses into their opposites. | |  | c. | shifts sexual impulses toward a more acceptable person. | |  | d. | underlies all other defense mechanisms. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 89. In psychoanalytic theory, repression refers to the basic defense mechanism by which people   |  |  |  | | --- | --- | --- | |  | a. | offer self-justifying explanations in place of the real but threatening unconscious reasons for action. | |  | b. | retreat to behavior patterns characteristic of a more infantile stage of development. | |  | c. | disguise threatening impulses by attributing them to others. | |  | d. | banish anxiety-arousing thoughts, feelings, and memories from consciousness. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 90. When Nyra was 5 years old, her aunt scolded her for talking too much. At 15, Nyra avoided contact with this aunt but had no idea why she did this. A psychoanalyst would be most likely to suggest that Nyra is using the defense mechanism of   |  |  |  | | --- | --- | --- | |  | a. | repression. | |  | b. | rationalization. | |  | c. | regression. | |  | d. | displacement. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 91. Regression is a defense mechanism that involves   |  |  |  | | --- | --- | --- | |  | a. | consciously expressing feelings that are the opposite of underlying unconscious impulses. | |  | b. | disguising threatening impulses by attributing them to others. | |  | c. | retreating to an earlier psychosexual stage. | |  | d. | shifting sexual or aggressive impulses toward less-threatening targets. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 92. Freud would have suggested that an excessive fixation is most likely to contribute to   |  |  |  | | --- | --- | --- | |  | a. | regression. | |  | b. | an inferiority complex. | |  | c. | reciprocal determinism. | |  | d. | free association. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 93. Three-year-old Paisley had not sucked her thumb for more than a year. However, she started thumb-sucking again soon after her brother was born. Paisley’s behavior best illustrates   |  |  |  | | --- | --- | --- | |  | a. | reaction formation. | |  | b. | projection. | |  | c. | regression. | |  | d. | denial. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 94. Reaction formation refers to the process by which people   |  |  |  | | --- | --- | --- | |  | a. | disguise unacceptable unconscious impulses by attributing them to others. | |  | b. | consciously express feelings that are the opposite of unacceptable unconscious impulses. | |  | c. | retreat to behavior patterns characteristic of a more infantile stage of development. | |  | d. | offer self-justifying explanations in place of the real but unacceptable unconscious reasons for action. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 95. Parents who disguise hostility toward their children by becoming overly protective of them are very likely using the defense mechanism of   |  |  |  | | --- | --- | --- | |  | a. | projection. | |  | b. | regression. | |  | c. | rationalization. | |  | d. | reaction formation. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 96. Mary is usually extremely friendly with new people she meets, even though she is repressing feelings of anger. Which defense mechanism does this represent?   |  |  |  | | --- | --- | --- | |  | a. | regression | |  | b. | reaction formation | |  | c. | rationalization | |  | d. | displacement |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 97. The defense mechanism by which people disguise threatening impulses by attributing them to others is called   |  |  |  | | --- | --- | --- | |  | a. | projection. | |  | b. | displacement. | |  | c. | fixation. | |  | d. | reaction formation. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 98. Leonardo thinks that the boys down the block are unusually aggressive. In fact, Leonardo is the most hostile and aggressive child in the neighborhood. According to psychoanalytic theory, Leonardo’s belief that his neighbors are hostile is a   |  |  |  | | --- | --- | --- | |  | a. | regression. | |  | b. | projection. | |  | c. | denial. | |  | d. | reaction formation. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 99. Twelve-year-old Oscar, who secretly sleeps with a teddy bear that he hides in a drawer during the day, calls his friend Josh a "big baby" for having stuffed animals in his room. According to Freud, Oscar is exhibiting   |  |  |  | | --- | --- | --- | |  | a. | reaction formation. | |  | b. | projection. | |  | c. | displacement. | |  | d. | regression. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 100. The defense mechanism in which self-justifying explanations replace the real, unconscious reasons for actions is   |  |  |  | | --- | --- | --- | |  | a. | projection. | |  | b. | denial. | |  | c. | rationalization. | |  | d. | displacement. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 101. James drinks regularly but explains his frequent drinking as a way to be sociable with friends. Which defense mechanism does this represent?   |  |  |  | | --- | --- | --- | |  | a. | regression | |  | b. | reaction formation | |  | c. | rationalization | |  | d. | displacement |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 102. Redirecting aggressive or sexual impulses toward a less threatening target is referred to as   |  |  |  | | --- | --- | --- | |  | a. | regression. | |  | b. | reaction formation. | |  | c. | projection. | |  | d. | displacement. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 103. After Dr. Karkera’s romantic partner passed away, he was less than sympathetic toward his patients. A psychoanalyst would be most likely to view the doctor’s treatment of patients as an example of   |  |  |  | | --- | --- | --- | |  | a. | reaction formation. | |  | b. | displacement. | |  | c. | projection. | |  | d. | regression. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 104. Children who release unexpressed anger toward their parents by kicking the family pet illustrate the defense mechanism of   |  |  |  | | --- | --- | --- | |  | a. | projection. | |  | b. | displacement. | |  | c. | regression. | |  | d. | reaction formation. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 105. Refusing to believe or even to perceive painful realities constitutes the defense mechanism known as   |  |  |  | | --- | --- | --- | |  | a. | regression. | |  | b. | denial. | |  | c. | displacement. | |  | d. | projection. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 106. Don’s refusal to believe the doctor’s evidence that his wife, Phyllis, is suffering from a terminal illness best illustrates   |  |  |  | | --- | --- | --- | |  | a. | denial. | |  | b. | displacement. | |  | c. | fixation. | |  | d. | projection. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 107. Freud suggested that slips of the tongue illustrate an incomplete   |  |  |  | | --- | --- | --- | |  | a. | fixation. | |  | b. | displacement. | |  | c. | rationalization. | |  | d. | repression. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 108. It is finals week and Sofía has two cumulative exams tomorrow. She has been studying, it seems, nonstop for the past few days and is currently in her dorm room studying. Her roommate tells her that she is studying too much and that she should go out to dinner with her. Sofía replies, “No, thanks. I plan to spend the evening sleeping . . . uh, I mean studying.” Sofía’s reply is an example of what Freud would call   |  |  |  | | --- | --- | --- | |  | a. | a slip of the tongue. | |  | b. | denial. | |  | c. | rationalization. | |  | d. | projection. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 109. Freud believed that \_\_\_\_\_\_\_\_ are the “royal road to the unconscious.”   |  |  |  | | --- | --- | --- | |  | a. | projective tests | |  | b. | dreams | |  | c. | erogenous zones | |  | d. | psychosexual stages |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 110. Freud believed that the manifest content of dreams consisted of   |  |  |  | | --- | --- | --- | |  | a. | repressed memories. | |  | b. | sexual and aggressive images. | |  | c. | archetypes derived from our species' universal experiences. | |  | d. | censored expressions of unconscious wishes. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 111. Angela dreamed that she was swimming in the ocean when a large shark appeared on the horizon. According to Freud, Angela’s account represents the \_\_\_\_\_\_\_\_ content of her dream.   |  |  |  | | --- | --- | --- | |  | a. | latent | |  | b. | repressed | |  | c. | manifest | |  | d. | psychosexual  ​ |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 112. Freud suggested that the remembered events and images in our dreams were a censored expression of the dream's   |  |  |  | | --- | --- | --- | |  | a. | psychosexual stages. | |  | b. | latent content. | |  | c. | reality principle. | |  | d. | collective unconscious. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 113. Roberto reported a dream in which he repeatedly fell off a horse. His therapist suggested that his dream reflected Roberto’s mixed feelings of affection and resentment toward his parents. According to Freud, the therapist was attempting to reveal the dream's   |  |  |  | | --- | --- | --- | |  | a. | fixation. | |  | b. | latent content. | |  | c. | erogenous zone. | |  | d. | psychosexual stage. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 114. Neo-Freudian personality theorists were most likely to disagree with Freud about the importance of   |  |  |  | | --- | --- | --- | |  | a. | the unconscious dynamics underlying behavior. | |  | b. | childhood sexual instincts. | |  | c. | anxiety and defense mechanisms. | |  | d. | distinguishing between id, ego, and superego. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 115. Which of the following Freudian ideas was NOT one of the ideas accepted by neo-Freudians?   |  |  |  | | --- | --- | --- | |  | a. | the personality structures of the id, ego, and superego | |  | b. | the importance of the unconscious | |  | c. | the defense mechanisms | |  | d. | the importance of sexual and aggressive motivation |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 116. Which of the following Freudian ideas did neo-Freudians tend to agree with?   |  |  |  | | --- | --- | --- | |  | a. | the idea that women have weak superegos | |  | b. | the importance of the conscious mind in interpreting experience | |  | c. | the emphasis on sex and aggression as human motivations | |  | d. | the personality structure outlined by Freud |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 117. Alfred Adler and Karen Horney agreed with Freud on the notion that childhood is important. However, they believed that \_\_\_\_\_\_\_\_ tensions during this time were important for personality development.   |  |  |  | | --- | --- | --- | |  | a. | sexual | |  | b. | aggressive | |  | c. | social | |  | d. | temperamental |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 118. Alfred Adler was a neo-Freudian who proposed the concept of   |  |  |  | | --- | --- | --- | |  | a. | an oral fixation. | |  | b. | identification. | |  | c. | an inferiority complex. | |  | d. | penis envy. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 119. Hiral had a difficult childhood. As a young adult, she has difficulty keeping a job because she thinks she is not good enough to do the work. Alfred Adler would have suggested that Hiral suffers from a(n)   |  |  |  | | --- | --- | --- | |  | a. | Electra complex. | |  | b. | collective unconscious. | |  | c. | inferiority complex. | |  | d. | oral fixation. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 120. Karen Horney, a prominent neo-Freudian, disputed Freud's assumption that women   |  |  |  | | --- | --- | --- | |  | a. | have weak superegos. | |  | b. | have strong unconscious aggressive desires. | |  | c. | have stronger sexual instincts than men. | |  | d. | never experience a phallic stage of development. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 121. The theorist who opposed Freud's assumptions that women have weak superegos and suffer “penis envy,” and who attempted to balance Freud's masculine bias was   |  |  |  | | --- | --- | --- | |  | a. | Alfred Adler. | |  | b. | Karen Horney. | |  | c. | Carl Jung. | |  | d. | Drew Westen. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 122. Riley experiences anxiety whenever attempting to establish a romantic relationship. The therapist explains that this problem results from unfulfilled childhood desire for love and security because Riley was raised in an orphanage where there was little personal contact. Riley’s therapist's statement reflects the views of   |  |  |  | | --- | --- | --- | |  | a. | Sigmund Freud. | |  | b. | Alfred Adler. | |  | c. | Karen Horney. | |  | d. | Carl Jung. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 123. The theorist who agreed with Freud that the unconscious exerts a powerful influence on personality development but also contended that the unconscious contains much more than our repressed thoughts and feelings was   |  |  |  | | --- | --- | --- | |  | a. | Alfred Adler. | |  | b. | Karen Horney. | |  | c. | Carl Jung. | |  | d. | Drew Westen. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 124. Which neo-Freudian theorist emphasized the influence of the collective unconscious in personality development?   |  |  |  | | --- | --- | --- | |  | a. | Carl Jung | |  | b. | Alfred Adler | |  | c. | Karen Horney | |  | d. | Henry Murray |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 125. The common story of a global flood that is included in most religious teachings from around the world demonstrates Jung’s idea of a(n)   |  |  |  | | --- | --- | --- | |  | a. | collective unconscious. | |  | b. | reaction formation. | |  | c. | Oedipus complex. | |  | d. | Electra complex. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 126. Carl Jung referred to a shared reservoir of memory traces from our species' history as the   |  |  |  | | --- | --- | --- | |  | a. | false consensus effect. | |  | b. | pleasure principle. | |  | c. | collective unconscious. | |  | d. | erogenous zone. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 127. Carl Jung believed that the collective unconscious contains \_\_\_\_\_\_\_\_ derived from our species' universal experiences.   |  |  |  | | --- | --- | --- | |  | a. | archetypes | |  | b. | free associations | |  | c. | defense mechanisms | |  | d. | erogenous zones |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 128. Which personality theorist would have suggested that many ideas about good and evil that are shared across many different cultures are expressions of universally experienced archetypes?   |  |  |  | | --- | --- | --- | |  | a. | Sigmund Freud | |  | b. | Karen Horney | |  | c. | Carl Jung | |  | d. | Alfred Adler |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 129. Professor Shim discovered that many of the fairy tales told to Western children also exist, but in different forms, in African and Asian cultures. According to Carl Jung, these stories all contain examples of cultural   |  |  |  | | --- | --- | --- | |  | a. | defense mechanisms. | |  | b. | stereotypes. | |  | c. | implicit memories. | |  | d. | archetypes. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 130. Contemporary psychodynamic theorists are most likely to disagree with Freud's assumption that   |  |  |  | | --- | --- | --- | |  | a. | much of our mental functioning is unconscious. | |  | b. | people often struggle with conflicting wishes. | |  | c. | childhood experiences influence our adulthood relationships. | |  | d. | sexual drives are central to personality development. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 131. Contemporary psychodynamic theorists agree that childhood experiences shape our   |  |  |  | | --- | --- | --- | |  | a. | Electra complex. | |  | b. | collective unconscious. | |  | c. | ways of becoming attached to others. | |  | d. | erogenous zones. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 132. Contemporary psychologists are LEAST likely to agree with Freud's belief that   |  |  |  | | --- | --- | --- | |  | a. | conscience and gender identity form during the process of resolving the Oedipus complex. | |  | b. | conscious awareness of our own mental processes is very limited. | |  | c. | memories are often distorted and incomplete. | |  | d. | defense mechanisms help protect individuals from anxiety. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 133. Today’s developmental psychologists DISAGREE with which of the following of Freud’s ideas?   |  |  |  | | --- | --- | --- | |  | a. | the importance of peer influence | |  | b. | development is fixed in childhood | |  | c. | we develop a gender identity even without a same-sex parent present | |  | d. | infants experience serious emotional trauma  ​ |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 134. Dr. Wang is a developmental psychologist. She is likely to think that Freud \_\_\_\_\_\_\_\_ parental influence and \_\_\_\_\_\_\_\_ peer influence.   |  |  |  | | --- | --- | --- | |  | a. | overestimated; overestimated | |  | b. | overestimated; underestimated | |  | c. | underestimated; underestimated | |  | d. | underestimated; overestimated |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 135. According to some scholars, Freud thought that stories of childhood sexual abuse reported by his adult female patients reflected their   |  |  |  | | --- | --- | --- | |  | a. | erogenous zones. | |  | b. | inferiority complexes. | |  | c. | childhood sexual wishes. | |  | d. | social standing. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 136. Scholars understand how Freud's questioning of his patients may have \_\_\_\_\_\_\_\_ of abuse.   |  |  |  | | --- | --- | --- | |  | a. | led to accurate accounts | |  | b. | created false memories | |  | c. | uncovered repressed memories | |  | d. | intensified dim memories |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 137. As Dotty is typing her research paper on six learning strategies for class, she types “Sex learning styles are…” Modern research would conclude that   |  |  |  | | --- | --- | --- | |  | a. | Dotty has experienced emotional trauma in the past. | |  | b. | Dotty has not formed a solid gender identity. | |  | c. | what Dotty typed reveals her hidden wishes. | |  | d. | what Dotty typed was simply a random typo. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 138. Freud's theory of personality has been criticized because it   |  |  |  | | --- | --- | --- | |  | a. | underestimates the importance of biological contributions to personality development. | |  | b. | is contradicted by recent research demonstrating the human capacity for destructive behavior. | |  | c. | is overly reliant upon observations derived from Freud's use of projective tests. | |  | d. | offers few testable hypotheses that allow one to determine its validity. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 139. Psychologist Daniel Kahneman and behavioral economist Richard Thaler each won Nobel Prizes for their studies of   |  |  |  | | --- | --- | --- | |  | a. | faulty decision making. | |  | b. | the importance of dreams. | |  | c. | the existence of the Oedipus complex. | |  | d. | the unconscious origin of defense mechanisms. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 140. Freud emphasized that emotional healing is associated with the   |  |  |  | | --- | --- | --- | |  | a. | fixation of repressed sexual desires. | |  | b. | projection of repressed fears. | |  | c. | recovery of repressed wishes. | |  | d. | displacement of repressed hostilities. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 141. Freud emphasized that stressful and painful experiences are repressed into the unconscious. But modern research has demonstrated   |  |  |  | | --- | --- | --- | |  | a. | support for fixation of repressed sexual desires. | |  | b. | support for the projection of repressed fears. | |  | c. | that high stress and associated stress hormones enhance memory. | |  | d. | support for the displacement of repressed hostilities. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 142. Holocaust survivors' vivid memories most clearly challenge Freud's concept of   |  |  |  | | --- | --- | --- | |  | a. | fixation. | |  | b. | repression. | |  | c. | the Oedipus complex. | |  | d. | motivational conflict. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 143. Mason spent six years in the military, mostly serving in major combat zones. For years after that, he suffered intrusive anxiety-arousing images of his combat experiences, which he wishes he could forget. Mason’s experience is most clearly inconsistent with Freud's concept of   |  |  |  | | --- | --- | --- | |  | a. | erogenous zones. | |  | b. | free association. | |  | c. | archetypes. | |  | d. | repression. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 144. Current research has concluded that repression is   |  |  |  | | --- | --- | --- | |  | a. | something that happens occasionally. | |  | b. | rare, even in response to trauma. | |  | c. | associated with the development of psychological disorders. | |  | d. | common when a person experiences a traumatic event. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 145. Freud believed in the influence of the unconscious mind on behavior; modern cognitive researchers believe that unconscious processes are a part of our \_\_\_\_\_\_\_\_, where cooler information processing occurs without our awareness.   |  |  |  | | --- | --- | --- | |  | a. | collective unconscious | |  | b. | defense mechanisms | |  | c. | two-track mind | |  | d. | schemas |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 146. Contemporary researchers view the unconscious as something that involves all of the following EXCEPT   |  |  |  | | --- | --- | --- | |  | a. | schemas. | |  | b. | implicit memories. | |  | c. | priming. | |  | d. | erogenous zones. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 147. The modern unconscious mind involves \_\_\_\_\_\_\_\_ that automatically control our perceptions and interpretations.   |  |  |  | | --- | --- | --- | |  | a. | emotions | |  | b. | the id | |  | c. | schemas | |  | d. | our memories |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 148. Subliminal stimuli can briefly prime our responses to subsequent events. This best illustrates the importance of   |  |  |  | | --- | --- | --- | |  | a. | the false consensus effect. | |  | b. | repression. | |  | c. | unconscious thought. | |  | d. | identification. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 149. Eight-year-old Henry has been watching his favorite TV show while his father prepares dinner. When the show is over, Henry asks his father for a bicycle and pancakes for breakfast tomorrow. A psychologist might say that Henry asked for these things because of the \_\_\_\_\_\_\_\_ by the commercials he saw while watching the show.   |  |  |  | | --- | --- | --- | |  | a. | schemas | |  | b. | implicit memories | |  | c. | projection | |  | d. | priming |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 150. Right-hemisphere brain activity enables a split-brain patient's left hand to carry out instructions the patient cannot verbalize. This best illustrates the importance of   |  |  |  | | --- | --- | --- | |  | a. | erogenous zones. | |  | b. | unconscious thought. | |  | c. | reaction formation. | |  | d. | the false consensus effect. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 151. Everly needed to go to the drug store to pick up a prescription; however, she mistakenly started taking her usual path to school. Freud might say that her mistake came from her \_\_\_\_\_\_\_\_, but cognitive researchers would say that it was a result of confused \_\_\_\_\_\_\_\_.   |  |  |  | | --- | --- | --- | |  | a. | unconscious; implicit memories | |  | b. | collective unconscious; parallel processing | |  | c. | unconscious; archetypes | |  | d. | collective unconscious; implicit memories |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 152. Gabriel is walking alone at night to attend an evening class on computer technology when he is startled and scared. A moment later, he realizes that he heard a noise and that it came from a dog in the bushes. His experience demonstrates how \_\_\_\_\_\_\_\_ can be instantly activated prior to conscious awareness.   |  |  |  | | --- | --- | --- | |  | a. | schemas | |  | b. | emotions | |  | c. | stereotypes | |  | d. | memories |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 153. \_\_\_\_\_\_\_\_, which are often unconscious, can automatically influence how people see those from other racial backgrounds, religions, and sexual orientations.   |  |  |  | | --- | --- | --- | |  | a. | Schemas | |  | b. | Priming effects | |  | c. | Emotions | |  | d. | Stereotypes |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 154. Preliminary evidence suggests that those who have an unconscious same-sex sexual orientation—but who consciously identify as straight—report more negative attitudes toward gay men. This best illustrates the defense mechanism known as   |  |  |  | | --- | --- | --- | |  | a. | projection. | |  | b. | regression. | |  | c. | displacement. | |  | d. | reaction formation. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 155. Freud's defense mechanism of \_\_\_\_\_\_\_\_ has been confirmed by recent research.   |  |  |  | | --- | --- | --- | |  | a. | projection | |  | b. | repression | |  | c. | fixation | |  | d. | denial |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 156. Freud's concept of projection is most similar to what today's researchers call   |  |  |  | | --- | --- | --- | |  | a. | schemas. | |  | b. | the false consensus effect. | |  | c. | an inferiority complex. | |  | d. | priming. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 157. Wayne is in college and frequently binge drinks on the weekends. He believes that many of his college peers do the same. While modern researchers refer to this as the false consensus effect, Freud would have attributed this to which defense mechanism?   |  |  |  | | --- | --- | --- | |  | a. | reaction formation | |  | b. | projection | |  | c. | regression | |  | d. | displacement |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 158. Ralph is a heavy smoker who overestimates the extent to which other people also engage in heavy smoking. Ralph’s overestimate best illustrates   |  |  |  | | --- | --- | --- | |  | a. | the false consensus effect. | |  | b. | identification. | |  | c. | a superiority complex. | |  | d. | priming. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 159. The type of personality test that involves interpreting an ambiguous image and is used to assess unconscious motives and conflicts is a(n)   |  |  |  | | --- | --- | --- | |  | a. | projective test. | |  | b. | free association test. | |  | c. | repression test. | |  | d. | archetype test. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 160. The test in which people are asked to make up stories about ambiguous pictures is called the   |  |  |  | | --- | --- | --- | |  | a. | Rorschach inkblot test. | |  | b. | Thematic Apperception Test. | |  | c. | Implicit Association Test. | |  | d. | Free Association Test.  ​ |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 161. Hernando is learning about projective tests in his psychology class. He just learned about a test in which people are shown ambiguous pictures and asked to make up stories about them. Which test is he learning about?   |  |  |  | | --- | --- | --- | |  | a. | TAT | |  | b. | Rorschach inkblot test | |  | c. | implicit association test | |  | d. | MMPI |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 162. The Thematic Apperception Test (TAT) is a(n)   |  |  |  | | --- | --- | --- | |  | a. | defense mechanism. | |  | b. | objective test. | |  | c. | projective test. | |  | d. | measure of conscious thought. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 163. Who developed the Thematic Apperception Test (TAT)?   |  |  |  | | --- | --- | --- | |  | a. | Henry Murray | |  | b. | Carl Jung | |  | c. | Alfred Adler | |  | d. | Sigmund Freud |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 164. Henry Murray found that children's perceptions of photographs were biased by their previous participation in a frightening game. Their perceptual reactions most clearly highlighted the potential value of   |  |  |  | | --- | --- | --- | |  | a. | projective tests. | |  | b. | free association. | |  | c. | identification. | |  | d. | archetypes. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 165. A psychotherapist showed Mr. Mossel a series of ambiguous scenes and asked him to make up a story about each. Mr. Mossel was most likely   |  |  |  | | --- | --- | --- | |  | a. | taking the Thematic Apperception Test. | |  | b. | taking a life story approach. | |  | c. | experiencing defense mechanisms. | |  | d. | taking the Rorschach inkblot test. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 166. John works in human resources at a local company and has been charged with finding and hiring someone who has high achievement motivation. Which projective test would probably be best for this purpose?   |  |  |  | | --- | --- | --- | |  | a. | Thematic Apperception Test | |  | b. | False Consensus Effect Test | |  | c. | Collective Unconscious Assessment | |  | d. | Rorschach Inkblot Test |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 167. The TAT has been used to assess   |  |  |  | | --- | --- | --- | |  | a. | achievement motivation. | |  | b. | affiliation motivation. | |  | c. | both achievement and affiliation motivation. | |  | d. | neither achievement nor affiliation motivation. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 168. The famous test introduced by Hermann Rorschach asks test-takers to respond to   |  |  |  | | --- | --- | --- | |  | a. | frightening pictures. | |  | b. | ambiguous stories. | |  | c. | meaningless inkblots. | |  | d. | incomplete sentences. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 169. The major reason for criticism of the Rorschach test is that   |  |  |  | | --- | --- | --- | |  | a. | no computer-aided tool has been designed to facilitate scoring of the test. | |  | b. | only a few of the many Rorschach-derived scores have demonstrated validity. | |  | c. | the test discourages individuals from communicating openly in clinical interviews. | |  | d. | the test can be used effectively only with individuals who are severely maladjusted. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 170. Dr. Rosemount gave the Rorschach inkblot test to a patient. After scoring the responses and determining a diagnosis, he sent the patient's test results to three other therapists. Each therapist came up with a different diagnosis. The disagreement among the therapists illustrates that the Rorschach inkblot test does not demonstrate   |  |  |  | | --- | --- | --- | |  | a. | projection. | |  | b. | reliability. | |  | c. | validity. | |  | d. | unconscious motivations. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 171. Rorschach inkblot test results diagnose many healthy adults as pathological. This indicates that the test has little   |  |  |  | | --- | --- | --- | |  | a. | consensus. | |  | b. | interpretive value. | |  | c. | genuineness. | |  | d. | validity. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 172. The humanistic perspective emphasized the value of   |  |  |  | | --- | --- | --- | |  | a. | the collective unconscious. | |  | b. | self-determination. | |  | c. | schemas. | |  | d. | behaviorism. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 173. Professor Washburn focuses his research on how healthy people strive for self-realization. He would most likely follow which theory?   |  |  |  | | --- | --- | --- | |  | a. | psychoanalysis | |  | b. | trait theory | |  | c. | humanistic theory | |  | d. | social-cognitive theory |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 174. \_\_\_\_\_\_\_\_ tend to emphasize the ways people strive for self-determination and self-realization.   |  |  |  | | --- | --- | --- | |  | a. | Psychodynamic theorists | |  | b. | Behaviorists | |  | c. | Humanistic theorists | |  | d. | Trait theorists |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 175. Carol Rogers and Abraham Maslow offered a \_\_\_\_\_\_\_\_ that emphasized human potential.   |  |  |  | | --- | --- | --- | |  | a. | self-determination | |  | b. | hierarchy of needs | |  | c. | self-actualization | |  | d. | third-force perspective |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 176. The humanistic theorist Abraham Maslow believed that we are all motivated by   |  |  |  | | --- | --- | --- | |  | a. | unconditional positive regard. | |  | b. | a hierarchy of needs. | |  | c. | an inferiority complex. | |  | d. | repressed wishes. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 177. Which of the following is the correct sequence in Maslow’s hierarchy of needs?   |  |  |  | | --- | --- | --- | |  | a. | safety, physiological, self-esteem, love and be loved, self-actualization, self-transcendence | |  | b. | physiological, safety, love and be loved, self-esteem, self-actualization, self-transcendence | |  | c. | physiological, safety, self-esteem, love and be loved, self-transcendence, self-actualization | |  | d. | safety, physiological, love and be loved, self-esteem, self-transcendence, self-actualization |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 178. Maslow placed \_\_\_\_\_\_\_\_ at the base of his hierarchy of needs.   |  |  |  | | --- | --- | --- | |  | a. | cognitive needs | |  | b. | social needs | |  | c. | physiological needs | |  | d. | spiritual needs |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 179. Violet has been working out at the gym for two hours and desperately needs to drink some water. Maslow would say that Violet is focused on which need?   |  |  |  | | --- | --- | --- | |  | a. | physiological | |  | b. | safety | |  | c. | self-actualization | |  | d. | love |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 180. According to Abraham Maslow, we focus on personal safety after meeting our \_\_\_\_\_\_\_\_ needs.   |  |  |  | | --- | --- | --- | |  | a. | physiological | |  | b. | belonging and love | |  | c. | self-esteem | |  | d. | self-actualization |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 181. Jennifer is concerned about her apartment being burglarized while she is at work. She has installed a security system and hidden cameras as attempted preventative measures. Maslow would say that Jennifer is focused on which need?   |  |  |  | | --- | --- | --- | |  | a. | physiological | |  | b. | safety | |  | c. | self-actualization | |  | d. | love |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 182. Abraham Maslow suggested that those who fulfill their potential have satisfied the need for   |  |  |  | | --- | --- | --- | |  | a. | implicit memories. | |  | b. | an ideal self. | |  | c. | self-actualization. | |  | d. | unconditional positive regard. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 183. Landon has reached self-actualization, according to Maslow’s theory. Landon is most likely to be   |  |  |  | | --- | --- | --- | |  | a. | self-centered. | |  | b. | rigid. | |  | c. | self-aware. | |  | d. | paralyzed by other people’s opinions. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 184. Self-actualized people, as described by Maslow, are LEAST likely to be highly   |  |  |  | | --- | --- | --- | |  | a. | compassionate. | |  | b. | empathic. | |  | c. | conforming. | |  | d. | self-accepting. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 185. Jared has reached self-actualization, according to Maslow’s theory. Which of the following is NOT likely to be characteristic of Jared?   |  |  |  | | --- | --- | --- | |  | a. | He is self-centered. | |  | b. | He has a clear sense of self. | |  | c. | He is loving and caring. | |  | d. | He can be spontaneous. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 186. Jin is searching for a sense of purpose in life that goes beyond fulfilling her own potential for growth and self-actualization. According to Maslow, Jin is striving for   |  |  |  | | --- | --- | --- | |  | a. | acceptance. | |  | b. | self-transcendence. | |  | c. | unconditional positive regard. | |  | d. | genuineness. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 187. Abraham Maslow studied the lives of people such as Abraham Lincoln in order to understand the nature of   |  |  |  | | --- | --- | --- | |  | a. | empathy. | |  | b. | an ideal self. | |  | c. | self-actualization. | |  | d. | unconditional positive regard. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 188. According to Maslow, self-actualized people have been moved by spiritual or personal \_\_\_\_\_\_\_\_ that surpassed ordinary consciousness.   |  |  |  | | --- | --- | --- | |  | a. | defense mechanisms | |  | b. | self-concepts | |  | c. | peak experiences | |  | d. | empathic experiences |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 189. Stella, who is self-actualized, according to Maslow, has recently been moved by personal and spiritual experiences that surpassed ordinary consciousness. Maslow referred to these as   |  |  |  | | --- | --- | --- | |  | a. | defense mechanisms. | |  | b. | unconditional positive regard. | |  | c. | peak experiences. | |  | d. | empathic experiences. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 190. Which of the following is an item you would expect to see on the Characteristics of Self-Actualization Scale?   |  |  |  | | --- | --- | --- | |  | a. | I take responsibility for my actions. | |  | b. | I tend to confuse ideals with reality. | |  | c. | I am selective about using my creativity. | |  | d. | I do not easily accept blame for my faults. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 191. Carl Rogers' \_\_\_\_\_\_\_\_ perspective held that people are primed to reach their potential and are basically good.   |  |  |  | | --- | --- | --- | |  | a. | social-cognitive | |  | b. | person-centered | |  | c. | psychodynamic | |  | d. | psychoanalytic |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 192. Which perspective held that people are basically good and are endowed with self-actualizing tendencies?   |  |  |  | | --- | --- | --- | |  | a. | Jung’s neo-Freudian perspective | |  | b. | B. F. Skinner's behaviorism | |  | c. | Carl Rogers’ person-centered perspective | |  | d. | Sigmund Freud's psychosexual stages of development |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 193. According to Rogers, a growth-promoting social climate provides   |  |  |  | | --- | --- | --- | |  | a. | self-actualization and self-transcendence. | |  | b. | schemas, priming, and implicit memories. | |  | c. | acceptance, genuineness, and empathy. | |  | d. | identification and a gender identity. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 194. Which theorist emphasized that an individual's personal growth is promoted by interactions with others who are genuine, accepting, and empathic?   |  |  |  | | --- | --- | --- | |  | a. | Sigmund Freud | |  | b. | Carl Rogers | |  | c. | Abraham Maslow | |  | d. | Alfred Adler |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 195. Carl Rogers referred to an attitude of total acceptance toward another person as   |  |  |  | | --- | --- | --- | |  | a. | genuineness. | |  | b. | unconditional positive regard. | |  | c. | self-actualization. | |  | d. | the ideal self. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 196. Theo teaches fifth grade and believes that he should be accepting of students’ behavioral differences. Theo’s attitude toward his students is an example of Carl Rogers’ concept of   |  |  |  | | --- | --- | --- | |  | a. | the ideal self. | |  | b. | unconditional positive regard. | |  | c. | the reality principle. | |  | d. | self-actualization.  ​ |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 197. According to Rogers, when a person offers unconditional positive regard, they are demonstrating   |  |  |  | | --- | --- | --- | |  | a. | acceptance. | |  | b. | genuineness. | |  | c. | empathy. | |  | d. | self-transcendence. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 198. Barbara feels that her grandmother loves and cares for her, despite the many wrongdoings Barbara has committed. Her grandmother is demonstrating   |  |  |  | | --- | --- | --- | |  | a. | unconditional positive regard. | |  | b. | genuineness. | |  | c. | empathy. | |  | d. | self-actualization. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 199. According to Carl Rogers, people who are self-disclosing and open with their own feelings are demonstrating   |  |  |  | | --- | --- | --- | |  | a. | self-transcendence. | |  | b. | individualism. | |  | c. | empathy. | |  | d. | genuineness. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 200. Miguel tends to be rather open about his feelings and likes to share his experiences and opinions with others. According to Carl Rogers, Miguel demonstrates characteristics associated with   |  |  |  | | --- | --- | --- | |  | a. | acceptance. | |  | b. | empathy. | |  | c. | genuineness. | |  | d. | self-transcendence. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 201. When Claudine listens to friends discuss their marital problems, she does not tell them what to do but rather mirrors what they say and reflects their feelings. Claudine is using \_\_\_\_\_\_\_\_ to help her friends understand their problems.   |  |  |  | | --- | --- | --- | |  | a. | individualism | |  | b. | genuineness | |  | c. | empathy | |  | d. | self-transcendence |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 202. The Sunstedts believe that parents should accept and try to understand their children's feelings and should honestly disclose their own inner feelings to their children. Their approach to parent-child interaction was most explicitly recommended by   |  |  |  | | --- | --- | --- | |  | a. | B. F. Skinner. | |  | b. | Alfred Adler. | |  | c. | Carl Rogers. | |  | d. | Carl Jung. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 203. Carl Rogers suggested that \_\_\_\_\_\_\_\_ is a central feature of personality.   |  |  |  | | --- | --- | --- | |  | a. | empathy | |  | b. | individualism | |  | c. | self-actualization | |  | d. | self-concept |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 204. According to Carl Rogers, all our thoughts and feelings about ourselves refers to our   |  |  |  | | --- | --- | --- | |  | a. | empathy. | |  | b. | individualism. | |  | c. | self-actualization. | |  | d. | self-concept. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 205. When Yonit thinks about herself, all the thoughts and feelings she has make up her \_\_\_\_\_, according to humanistic theorists.   |  |  |  | | --- | --- | --- | |  | a. | identity beyond the self | |  | b. | purpose | |  | c. | self-concept | |  | d. | perspective |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 206. Caitlyn recently started college and has not been performing as well as she had hoped. Although she wanted to earn high grades in all of her classes, she has earned Cs and Ds in some of them. Caitlyn is likely to experience   |  |  |  | | --- | --- | --- | |  | a. | implicit memories. | |  | b. | a negative self-concept. | |  | c. | empathy. | |  | d. | unconditional positive regard. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 207. Early humanistic psychologists sometimes assessed personality by   |  |  |  | | --- | --- | --- | |  | a. | interviewing people about their self-efficacy. | |  | b. | engaging in intimate conversations about one's self-esteem. | |  | c. | asking people to fill out questionnaires that would evaluate their self-concept. | |  | d. | administering projective tests. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 208. Amit has a poor self-concept because his performance at athletic contests does not always meet his expectations. Amit’s problem is most clearly addressed by an assessment strategy used by   |  |  |  | | --- | --- | --- | |  | a. | B. F. Skinner. | |  | b. | Gordon Allport. | |  | c. | Hans Eysenck. | |  | d. | Carl Rogers. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 209. According to Rogers, a person's self-concept is positive if the   |  |  |  | | --- | --- | --- | |  | a. | ideal self and actual self are completely different. | |  | b. | ideal self outweighs the actual self. | |  | c. | actual self is overrepresented. | |  | d. | ideal self and actual self are nearly alike. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 210. Simona, who loves to sing and is the lead singer in a professional group, as a child had always dreamed of singing for a living. Carl Rogers would say that Simona has a positive self-concept because there is consistency between her   |  |  |  | | --- | --- | --- | |  | a. | introversion and extraversion. | |  | b. | self-transcendence and self-actualization. | |  | c. | actual self and ideal self. | |  | d. | self-esteem and self-actualization. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 211. Ezra, who plays the violin, feels that he is not good enough to play in the school orchestra. He is highly critical of himself in general and believes that he is just not as talented as he should be. According to Carl Rogers, Ezra is experiencing a conflict between   |  |  |  | | --- | --- | --- | |  | a. | introversion and extraversion. | |  | b. | self-transcendence and self-actualization. | |  | c. | the actual self and the ideal self. | |  | d. | self-esteem and self-actualization. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 212. Carl Rogers would have suggested that many of the defense mechanisms described by Freud are used to minimize the perceived discrepancy between   |  |  |  | | --- | --- | --- | |  | a. | latent content and manifest content. | |  | b. | self-transcendence and self-actualization. | |  | c. | the actual self and the ideal self. | |  | d. | self-esteem and self-actualization. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 213. Which psychologists are most likely to criticize standardized personality tests for failing to capture the unique subjective experience of the individual personality?   |  |  |  | | --- | --- | --- | |  | a. | psychodynamic theorists | |  | b. | Jungian theorists | |  | c. | behaviorists | |  | d. | humanistic theorists |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 214. Some humanistic psychologists today prefer to assess a person by having them tell personal stories about their unique history. They call this   |  |  |  | | --- | --- | --- | |  | a. | unconditional positive regard. | |  | b. | a peak experience narrative. | |  | c. | the life story approach. | |  | d. | a hierarchy of needs. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 215. Mark is asked by his therapist to write a detailed description of his unique history in an effort to help Mark learn about his self-concept. Mark’s therapist is using \_\_\_\_\_\_\_\_ to help Mark.   |  |  |  | | --- | --- | --- | |  | a. | psychoanalysis | |  | b. | schemas | |  | c. | the life story approach | |  | d. | the Thematic Apperception Test (TAT) |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 216. Counseling, education, management, and even parenting have all been influenced by   |  |  |  | | --- | --- | --- | |  | a. | humanistic psychology. | |  | b. | trait theory. | |  | c. | behaviorism. | |  | d. | psychodynamic theory. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 217. The scientific field of positive psychology has been heavily influenced by   |  |  |  | | --- | --- | --- | |  | a. | humanistic psychology. | |  | b. | trait theory. | |  | c. | behaviorism. | |  | d. | Sigmund Freud. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 218. Charlotte believes that it is important for her children to develop a positive self-concept and high self-esteem. By so doing, they will improve their chances of being successful in later life. Charlotte has probably been influenced by   |  |  |  | | --- | --- | --- | |  | a. | humanistic psychology. | |  | b. | trait theory. | |  | c. | behaviorism. | |  | d. | Sigmund Freud. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 219. Which of the following theorists have been criticized the most for offering concepts that are vague and based on the theorists' personal opinions rather than on scientific methods?   |  |  |  | | --- | --- | --- | |  | a. | behaviorists | |  | b. | humanistic theorists | |  | c. | psychodynamic theorists | |  | d. | neo-Freudians |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 220. Maslow's description of self-actualized individuals was said to reflect his own personal values because he   |  |  |  | | --- | --- | --- | |  | a. | selectively studied people with qualities he admired. | |  | b. | interpreted their flattering self-descriptions as self-serving. | |  | c. | overemphasized the value of their loyalty to cultural norms. | |  | d. | used projective tests to assess their motives. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 221. Humanistic psychologists would most likely be criticized for underestimating the value of   |  |  |  | | --- | --- | --- | |  | a. | the self-concept. | |  | b. | individualism. | |  | c. | social obligations. | |  | d. | unconditional positive regard. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 222. Some critics argue that humanistic psychology’s emphasis on \_\_\_\_\_\_\_\_ can lead to self-indulgence, selfishness, and an erosion of moral restraint.   |  |  |  | | --- | --- | --- | |  | a. | the self-concept | |  | b. | self-acceptance | |  | c. | genuineness | |  | d. | individualism |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 223. Humanistic theorists have been criticized for   |  |  |  | | --- | --- | --- | |  | a. | overestimating the impact of childhood experiences on adult personality. | |  | b. | underestimating the inconsistency of behavior from one situation to another. | |  | c. | overestimating the degree of similarity among people. | |  | d. | underestimating the inherent human capacity for destructive and evil behaviors. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 224. The personality perspective that emphasizes describing stable and enduring behavior patterns is the \_\_\_\_\_\_\_\_perspective.   |  |  |  | | --- | --- | --- | |  | a. | trait | |  | b. | psychoanalytic | |  | c. | humanistic | |  | d. | social-cognitive |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 225. Dr. Melendez believes that the study of personality should focus on identifying, describing, and measuring individual behavior patterns. Dr. Melendez probably would identify with the \_\_\_\_\_\_\_\_ perspective on personality.   |  |  |  | | --- | --- | --- | |  | a. | psychoanalytic | |  | b. | trait | |  | c. | genetic | |  | d. | social-cognitive |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 226. Bandura is to social-cognitive theory as Allport is to \_\_\_\_\_\_\_\_ theory.   |  |  |  | | --- | --- | --- | |  | a. | behavioral | |  | b. | self | |  | c. | trait | |  | d. | social-cognitive |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 227. The theorist who described personality in terms of people’s characteristic behaviors and conscious motives was   |  |  |  | | --- | --- | --- | |  | a. | Sigmund Freud. | |  | b. | Starke Hathaway. | |  | c. | Albert Bandura. | |  | d. | Gordon Allport. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 228. A characteristic pattern of behavior or a disposition to act and feel in certain ways, as assessed by self-report inventories and peer reports, is called   |  |  |  | | --- | --- | --- | |  | a. | a factor. | |  | b. | self-esteem. | |  | c. | introversion. | |  | d. | a trait. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 229. Annabelle describes her best friend, Lulu, as “quiet but friendly, intelligent, and easy to talk to. She works hard to keep up with her studies and her part-time job. We always have fun together because we are both a bit adventurous.” Annabelle’s description of her friend's personality would be most consistent with the \_\_\_\_\_\_\_\_ approach to personality.   |  |  |  | | --- | --- | --- | |  | a. | psychoanalytic | |  | b. | social-cognitive | |  | c. | humanistic | |  | d. | trait |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 230. A stable tendency to be outgoing is best described as   |  |  |  | | --- | --- | --- | |  | a. | a trait. | |  | b. | empirically derived. | |  | c. | introversion. | |  | d. | a spotlight effect. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 231. Trait theorists are more concerned with \_\_\_\_\_\_\_\_ personality than with \_\_\_\_\_\_\_\_ it.   |  |  |  | | --- | --- | --- | |  | a. | predicting; analyzing | |  | b. | describing; explaining | |  | c. | changing; analyzing | |  | d. | interpreting; observing |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 232. Factor analysis has been used to identify the most basic   |  |  |  | | --- | --- | --- | |  | a. | human needs. | |  | b. | self-concepts. | |  | c. | personality traits. | |  | d. | situational factors. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 233. According to trait theorists, \_\_\_\_\_\_\_\_ are clusters of behavior tendencies that occur together.   |  |  |  | | --- | --- | --- | |  | a. | traits | |  | b. | factors | |  | c. | concepts | |  | d. | dimensions |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 234. Personality factors are best described as   |  |  |  | | --- | --- | --- | |  | a. | clusters of behavior tendencies that occur together. | |  | b. | defense mechanisms. | |  | c. | internalized standards of judgment. | |  | d. | empirically derived tests. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 235. Annette, who is an extravert, enjoys spending time with her sorority sisters and going to parties on weekends. According to trait theorists, this cluster of behaviors is called a   |  |  |  | | --- | --- | --- | |  | a. | human need. | |  | b. | factor. | |  | c. | self-concept. | |  | d. | dimension. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 236. Hans and Sybil Eysenck described personality differences by identifying   |  |  |  | | --- | --- | --- | |  | a. | genetic markers. | |  | b. | personality inventories. | |  | c. | self-efficacy. | |  | d. | basic personality dimensions. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 237. British psychologists Hans Eysenck and Sybil Eysenck believed that we can reduce many of our individual variations to two dimensions:   |  |  |  | | --- | --- | --- | |  | a. | calm–anxious and ruthless–soft-hearted. | |  | b. | agreeableness and conscientiousness. | |  | c. | extraversion–introversion and emotional stability–instability. | |  | d. | openness and neuroticism. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 238. Which of the following is a basic personality factor assessed by the Eysenck Personality Questionnaire?   |  |  |  | | --- | --- | --- | |  | a. | emotional stability | |  | b. | self-efficacy | |  | c. | openness | |  | d. | self-esteem |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 239. Coretta is typically quiet, thoughtful, and reserved. In terms of the Eysencks' basic factors, she would most clearly be classified as   |  |  |  | | --- | --- | --- | |  | a. | extraverted. | |  | b. | introverted. | |  | c. | narcissistic. | |  | d. | emotionally unstable. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 240. The Eysencks believed that extraversion and emotionality   |  |  |  | | --- | --- | --- | |  | a. | explain behaviors. | |  | b. | are learned. | |  | c. | are genetically influenced. | |  | d. | are aspects of self-esteem. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 241. Thomas is very outgoing and has lots of friends. He also likes joking around and trying exciting new things. Thomas would be considered   |  |  |  | | --- | --- | --- | |  | a. | extraverted. | |  | b. | neurotic. | |  | c. | agreeable. | |  | d. | introverted. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 242. Theresa is generally a calm and even-tempered person. It could be said that she demonstrates   |  |  |  | | --- | --- | --- | |  | a. | a stable personality. | |  | b. | high levels of neuroticism. | |  | c. | high levels of introversion. | |  | d. | an unstable personality. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 243. Carson enjoys risky sports such as hang gliding and free-fall parachuting. We can probably say that Carson is an   |  |  |  | | --- | --- | --- | |  | a. | extravert who seeks stimulation because his normal brain arousal is relatively low. | |  | b. | extravert who seeks stimulation because his normal brain arousal is relatively high. | |  | c. | introvert who seeks stimulation because his normal brain arousal is relatively low. | |  | d. | introvert who seeks stimulation because his normal brain arousal is relatively high. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 244. A frontal lobe area involved in \_\_\_\_\_\_\_\_ is \_\_\_\_\_\_\_\_ active in extraverts than in introverts.   |  |  |  | | --- | --- | --- | |  | a. | inhibiting behavior; less | |  | b. | stimulating behavior; more | |  | c. | self-efficacy; less | |  | d. | aggression; more |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 245. As compared with introverts, extraverts show   |  |  |  | | --- | --- | --- | |  | a. | greater inhibition in response to stress. | |  | b. | increased levels of normal brain arousal. | |  | c. | more active frontal lobes. | |  | d. | higher dopamine and dopamine-related neural activity. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 246. Vince is an extravert. As compared with introverts, which of the following can be said about Vince?   |  |  |  | | --- | --- | --- | |  | a. | Vince will experience greater anxiety and inhibition in response to stress. | |  | b. | Vince will experience increased levels of normal brain arousal. | |  | c. | Vince's frontal lobe will be more active. | |  | d. | Dopamine and dopamine-related neural activity will be higher in Vince's brain. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 247. Personalities are more similar among   |  |  |  | | --- | --- | --- | |  | a. | fraternal twins. | |  | b. | parents and their children. | |  | c. | cousins. | |  | d. | identical twins. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 248. Genes influence our \_\_\_\_\_\_\_and behavioral style, which shape our personality.   |  |  |  | | --- | --- | --- | |  | a. | learned responses | |  | b. | factors | |  | c. | temperament | |  | d. | self-concepts |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 249. \_\_\_\_\_\_\_\_ influence(s) our temperament and behavioral style, which shape our personality.   |  |  |  | | --- | --- | --- | |  | a. | Empathy | |  | b. | Environment | |  | c. | Genes | |  | d. | Parents |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 250. Dion was born with a specific temperament and behavioral style that will shape his personality. These are directly influenced by his   |  |  |  | | --- | --- | --- | |  | a. | prenatal environment. | |  | b. | mothers' diet while pregnant. | |  | c. | inherited genetics. | |  | d. | paternal influences. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 251. Children respond to stress with greater anxiety if they have a   |  |  |  | | --- | --- | --- | |  | a. | high level of emotional stability. | |  | b. | high level of self-efficacy. | |  | c. | high level of self-esteem. | |  | d. | reactive autonomic nervous system.  ​ |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 252. By selective breeding, researchers can produce bold or shy birds. This best illustrates that some personality differences among birds are   |  |  |  | | --- | --- | --- | |  | a. | described by the Big Five. | |  | b. | empirically derived. | |  | c. | genetically influenced. | |  | d. | situational. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 253. Western cultures are hard on introverts as evidenced by the fact that   |  |  |  | | --- | --- | --- | |  | a. | most Westerners want to be more introverted. | |  | b. | those who are introverted are more likely to be accepted into elite colleges. | |  | c. | introversion is a top personality trait desired by employers. | |  | d. | their superheroes tend to be extraverts. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 254. People in Western cultures tend to imply that those who may be \_\_\_\_\_\_\_\_ do not have what it takes to be successful.   |  |  |  | | --- | --- | --- | |  | a. | excitable | |  | b. | introverted | |  | c. | outgoing | |  | d. | extraverted |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 255. Penny is being interviewed for a clerical job at the local insurance company. Which personality trait would the interviewer rank above all others?   |  |  |  | | --- | --- | --- | |  | a. | self-actualization | |  | b. | extraversion | |  | c. | agreeableness | |  | d. | conscientiousness |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 256. Introvert is to \_\_\_\_\_\_\_\_ as shy person is to \_\_\_\_\_\_\_\_.   |  |  |  | | --- | --- | --- | |  | a. | open-minded; close-minded | |  | b. | enjoying time alone; fear of a negative evaluation | |  | c. | impulsive; controlled | |  | d. | aggressive; peaceful |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 257. One study found that \_\_\_\_\_\_\_\_ people were especially likely to salivate a lot when tasting lemon juice.   |  |  |  | | --- | --- | --- | |  | a. | open-minded | |  | b. | extraverted | |  | c. | close-minded | |  | d. | introverted |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 258. Blanche enjoys spending time with a small group of friends but rarely participates in the conversation. She also loves reading alone and avoids loud, active social situations. Blanche is known as a great listener. Blanche's behavior illustrates   |  |  |  | | --- | --- | --- | |  | a. | shyness. | |  | b. | conscientiousness. | |  | c. | extraversion. | |  | d. | openness.  ​ |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 259. When employees voice their ideas and challenge existing workplace norms, they are especially likely to receive a receptive hearing from employers with the trait of   |  |  |  | | --- | --- | --- | |  | a. | extraversion. | |  | b. | narcissism. | |  | c. | introversion. | |  | d. | neuroticism. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 260. Aziz is holding a Zoom conference to discuss health benefits with his employees. He wants their opinions about the type and amount of insurance they need. It is most likely that Aziz is a(n) \_\_\_\_\_\_\_\_ employer.   |  |  |  | | --- | --- | --- | |  | a. | extraverted | |  | b. | optimistic | |  | c. | introverted | |  | d. | neurotic |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 261. Personality inventories are questionnaires designed to assess several \_\_\_\_\_\_\_\_ at once.   |  |  |  | | --- | --- | --- | |  | a. | personalities | |  | b. | types of cultures | |  | c. | motives | |  | d. | traits |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 262. The MMPI is an example of a   |  |  |  | | --- | --- | --- | |  | a. | projective test. | |  | b. | personality inventory. | |  | c. | self-efficacy test. | |  | d. | self-esteem test. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 263. The MMPI, which was originally developed to identify emotional disorders, is also currently used to   |  |  |  | | --- | --- | --- | |  | a. | assess personality traits. | |  | b. | characterize one's self-concept. | |  | c. | assess unconditional positive regard. | |  | d. | rate a person's self-esteem. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 264. A(n) \_\_\_\_\_\_\_\_ test is one that is developed by testing a pool of items and then selecting those that discriminate between groups.   |  |  |  | | --- | --- | --- | |  | a. | reliable | |  | b. | empirically derived | |  | c. | valid | |  | d. | projective |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 265. Which of the following tests was empirically derived?   |  |  |  | | --- | --- | --- | |  | a. | the Eysenck Personality Inventory | |  | b. | the self test | |  | c. | the MMPI | |  | d. | the possible selves test |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 266. Dr. McDonald wants to assess the extent to which a client is suffering from depression, social withdrawal, and other symptoms of an emotional disorder. Which personality inventory would be most helpful for this purpose?   |  |  |  | | --- | --- | --- | |  | a. | the MMPI | |  | b. | the Eysenck Personality Inventory | |  | c. | the Big Five test | |  | d. | factor analysis |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 267. Projective tests are scored \_\_\_\_\_\_\_\_; personality inventories are scored \_\_\_\_\_\_\_\_.   |  |  |  | | --- | --- | --- | |  | a. | subjectively; subjectively | |  | b. | subjectively; objectively | |  | c. | objectively; objectively | |  | d. | objectively; subjectively |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 268. People who take personality inventories can lie in order to create a good impression. This best illustrates that the objectivity in scoring personality inventories does not guarantee that they   |  |  |  | | --- | --- | --- | |  | a. | have validity. | |  | b. | are empirically derived. | |  | c. | assess several different traits. | |  | d. | have been subjected to factor analysis. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 269. Which test can be used to identify people who are pretending to have a disorder in order to avoid responsibilities?   |  |  |  | | --- | --- | --- | |  | a. | the MMPI | |  | b. | the CSAS | |  | c. | the TAT | |  | d. | the Rorschach |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 270. To ensure against people answering questions falsely in order to impress the person administering the test, the MMPI includes \_\_\_\_\_\_\_\_ to detect such false answers.   |  |  |  | | --- | --- | --- | |  | a. | factor analysis | |  | b. | a hierarchical list of questions | |  | c. | a lie scale | |  | d. | fake questions |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 271. Justin is applying for a job as store manager and has been asked to take a personality inventory. Justin really wants this job, so he gives answers that he believes will favorably impress his future employer. As a result, Justin scores high on the lie scale. Which test did he likely take?   |  |  |  | | --- | --- | --- | |  | a. | assessment center | |  | b. | third-force perspective | |  | c. | MMPI | |  | d. | Rorschach inkblot test |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 272. Which of the following statements would most likely appear on a lie scale?   |  |  |  | | --- | --- | --- | |  | a. | “I am usually fairly happy.” | |  | b. | “I constantly worry about my health.” | |  | c. | “Most people are willing to lie in order to get ahead.” | |  | d. | “I have never disliked anyone.” |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 273. Katerina claims to have a disorder that prevents her from being able to keep a job. Which personality inventory might she be given to test the accuracy of her statement?   |  |  |  | | --- | --- | --- | |  | a. | Eysenck Personality Questionnaire | |  | b. | the Big Five assessment | |  | c. | a general personality test | |  | d. | MMPI |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 274. The traits that seem to provide the most useful information are often referred to as the   |  |  |  | | --- | --- | --- | |  | a. | Big Five. | |  | b. | MMPI. | |  | c. | factors. | |  | d. | self-concept. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 275. As a psychotherapist, Dr. Lazar would be LEAST likely to use the Big Five to understand   |  |  |  | | --- | --- | --- | |  | a. | personality disorders. | |  | b. | the stability of personality. | |  | c. | attachment differences. | |  | d. | brain structure differences. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 276. Assessing an individual's standing on the Big Five today has the advantage of providing a \_\_\_\_\_\_\_\_ personality description.   |  |  |  | | --- | --- | --- | |  | a. | reciprocally deterministic | |  | b. | flattering | |  | c. | social-cognitive | |  | d. | comprehensive |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 277. The Big Five trait dimensions were identified by means of   |  |  |  | | --- | --- | --- | |  | a. | the MMPI. | |  | b. | selective breeding. | |  | c. | projective tests. | |  | d. | self-report inventories. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 278. Being highly imaginative is most closely related to the Big Five trait dimension of   |  |  |  | | --- | --- | --- | |  | a. | extraversion. | |  | b. | openness. | |  | c. | neuroticism. | |  | d. | conscientiousness. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 279. Malcolm is imaginative, prefers variety, and is independent. Morris works hard at doing his best at any job he undertakes, and he prides himself at being very well organized. In terms of the Big Five, Malcolm would probably score high on the dimension of \_\_\_\_\_\_\_\_, while Morris would probably score high on the dimension of \_\_\_\_\_\_\_\_.   |  |  |  | | --- | --- | --- | |  | a. | extraversion; neuroticism | |  | b. | openness; conscientiousness | |  | c. | neuroticism; conscientiousness | |  | d. | agreeableness; neuroticism |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 280. Anastasia earns a good living as an artist because her paintings are always unique and imaginative. Anastasia most clearly ranks high on the Big Five trait dimension of   |  |  |  | | --- | --- | --- | |  | a. | extraversion. | |  | b. | openness. | |  | c. | neuroticism. | |  | d. | conscientiousness. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 281. Amie has always been very organized and disciplined when it came to her education. As a child, she set aside a specific time to study, and her work was always neat. In high school, she was very serious about her schoolwork and she meticulously organized her materials. Now Amie is in college. She can be expected to score high on the Big Five factor of   |  |  |  | | --- | --- | --- | |  | a. | agreeableness. | |  | b. | openness. | |  | c. | neuroticism. | |  | d. | conscientiousness.  ​ |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 282. A person who is careless and disorganized most clearly ranks low on the Big Five trait dimension of   |  |  |  | | --- | --- | --- | |  | a. | neuroticism. | |  | b. | extraversion. | |  | c. | openness. | |  | d. | conscientiousness. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 283. A person who is retiring and sober most clearly ranks low on the Big Five trait dimension of   |  |  |  | | --- | --- | --- | |  | a. | neuroticism. | |  | b. | extraversion. | |  | c. | openness. | |  | d. | conscientiousness. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 284. Antonia has lots of friends and enjoys spending time with them. She is usually very talkative and eager to try new things. She most clearly ranks high on the Big Five trait dimension known as   |  |  |  | | --- | --- | --- | |  | a. | openness. | |  | b. | individualism. | |  | c. | extraversion. | |  | d. | conscientiousness. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 285. Elena has always been outgoing and friendly. During her teen years, she had many friends. As a middle-aged adult, she kept her old friends and made new ones. Now that she is in her seventies, Elena will probably score high on the Big Five factor of   |  |  |  | | --- | --- | --- | |  | a. | agreeableness. | |  | b. | openness. | |  | c. | neuroticism. | |  | d. | extraversion. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 286. A person who is ruthless and suspicious most clearly ranks low on the Big Five trait dimension of   |  |  |  | | --- | --- | --- | |  | a. | neuroticism. | |  | b. | extraversion. | |  | c. | openness. | |  | d. | agreeableness. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 287. Shanda is very trusting of others, volunteers to help those in need, and is always willing to help a friend. Which of the Big Five traits does Shanda demonstrate?   |  |  |  | | --- | --- | --- | |  | a. | agreeableness | |  | b. | openness | |  | c. | extraversion | |  | d. | neuroticism |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 288. A person who ranks high in the Big Five trait dimension of neuroticism is likely to be   |  |  |  | | --- | --- | --- | |  | a. | calm and self-satisfied. | |  | b. | reserved and retiring. | |  | c. | organized and disciplined. | |  | d. | anxious and insecure. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 289. Siena is anxious, insecure, and feels sorry for herself. She has a very difficult time handling any sort of stress and is highly emotional. Which of the Big Five traits does she illustrate?   |  |  |  | | --- | --- | --- | |  | a. | agreeableness | |  | b. | openness | |  | c. | extraversion | |  | d. | neuroticism |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 290. The Big Five traits seem to show their greatest stability during   |  |  |  | | --- | --- | --- | |  | a. | early childhood. | |  | b. | late childhood. | |  | c. | adolescence. | |  | d. | adulthood. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 291. As people get older, they tend to become more conscientiousness and agreeable and less neurotic. This is referred to as   |  |  |  | | --- | --- | --- | |  | a. | the self-concept. | |  | b. | the maturity principle. | |  | c. | individualism. | |  | d. | trait theories.  ​ |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 292. Which of the following is NOT true regarding the maturity principle?   |  |  |  | | --- | --- | --- | |  | a. | We become more conscientious. | |  | b. | We become more agreeable. | |  | c. | We become less neurotic. | |  | d. | We become less open. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 293. When Jon was in his teens, he was moody and less conscientious in his studies. Now that he is in his thirties, he is more emotionally stable and more agreeable in his work and family life. Jon’s change illustrates   |  |  |  | | --- | --- | --- | |  | a. | structural brain development. | |  | b. | the maturity principle. | |  | c. | genetic influence. | |  | d. | the life story approach. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 294. Kyle graduated from high school last year and is now in college. It is possible that he will demonstrate all of the following EXCEPT   |  |  |  | | --- | --- | --- | |  | a. | increased levels of agreeableness. | |  | b. | increased levels of conscientiousness. | |  | c. | decreased levels of neuroticism. | |  | d. | decreased levels of openness. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 295. According to the maturity principle, Isaac, who is 40 years old, has become more   |  |  |  | | --- | --- | --- | |  | a. | conscientious. | |  | b. | reciprocal. | |  | c. | extraverted. | |  | d. | open. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 296. Olivia’s family and friends have been asked to rate Olivia’s personality traits. Who is likely to rate her similar to how Olivia would rate herself?   |  |  |  | | --- | --- | --- | |  | a. | her closest friends | |  | b. | her parents | |  | c. | both her family and friends | |  | d. | her teachers |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 297. Those who score high on the Big Five trait of \_\_\_\_\_\_\_\_ tend to have a larger frontal lobe area that aids in planning and controlling behavior.   |  |  |  | | --- | --- | --- | |  | a. | extraversion | |  | b. | agreeableness | |  | c. | conscientiousness | |  | d. | neuroticism |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 298. Christina scores high on the Big Five trait of neuroticism. It is most likely that   |  |  |  | | --- | --- | --- | |  | a. | her brain is wired to experience stress intensely. | |  | b. | she has inherited this trait from her mother. | |  | c. | she has a larger frontal lobe area. | |  | d. | she is also high on extraversion. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 299. After studying people from 50 different cultures, researchers have concluded that the Big Five personality traits   |  |  |  | | --- | --- | --- | |  | a. | only exist in Western cultures. | |  | b. | vary among the different cultures. | |  | c. | are common across all cultures. | |  | d. | are heavily influenced by the social environment. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 300. The Big Five traits help us understand the basic features of personality   |  |  |  | | --- | --- | --- | |  | a. | only in the United States. | |  | b. | in individualist societies. | |  | c. | in collectivist cultures. | |  | d. | regardless of culture. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 301. The Big Five traits \_\_\_\_\_\_\_\_ reflect birth order and \_\_\_\_\_\_\_\_ reliably predict important life outcomes.   |  |  |  | | --- | --- | --- | |  | a. | do not; do not | |  | b. | do; do | |  | c. | do; do not | |  | d. | do not; do |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 302. Those with high levels of \_\_\_\_\_\_\_\_ are more likely to become leaders.   |  |  |  | | --- | --- | --- | |  | a. | agreeableness | |  | b. | openness | |  | c. | extraversion | |  | d. | neuroticism |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 303. Which of the following can shift our expression of personality traits?   |  |  |  | | --- | --- | --- | |  | a. | new situations | |  | b. | major life events | |  | c. | both new situations and major life events | |  | d. | neither new situations nor major life events |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 304. Charles just lost his job after 30 years. This possibly may make him less   |  |  |  | | --- | --- | --- | |  | a. | conscientious. | |  | b. | neurotic. | |  | c. | introverted. | |  | d. | agreeable. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 305. The person-situation controversy involves a debate regarding the influence of \_\_\_\_\_\_\_\_ and \_\_\_\_\_\_\_\_ on behavior.   |  |  |  | | --- | --- | --- | |  | a. | self-concept; self-esteem | |  | b. | factor analysis; emotions | |  | c. | environments; traits | |  | d. | extraversion; introversion |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 306. Arguments as to whether people's behavior is more strongly influenced by temporary external influences or by enduring inner influences best characterize the   |  |  |  | | --- | --- | --- | |  | a. | psychodynamic perspective. | |  | b. | person-situation controversy. | |  | c. | hierarchy of needs. | |  | d. | biopsychosocial approach. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 307. The person-situation controversy refers to   |  |  |  | | --- | --- | --- | |  | a. | whether the person exhibits a spotlight effect. | |  | b. | arguments about whether behavior is more strongly influenced by the environment or by enduring inner traits. | |  | c. | where the Big Five traits apply to various cultures. | |  | d. | whether personality traits stabilize with age. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 308. Studies have correlated early trait scores with scores for the same traits 7 years later. The weakest correlations were observed among   |  |  |  | | --- | --- | --- | |  | a. | children. | |  | b. | college students. | |  | c. | 30-year-olds. | |  | d. | 70-year-olds. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 309. Studies of students' conscientiousness revealed only a modest relationship between a student being conscientious on one occasion and being similarly conscientious on another occasion. This should make psychologists more cautious about overestimating the impact of \_\_\_\_\_\_\_\_ on behavior.   |  |  |  | | --- | --- | --- | |  | a. | extraversion | |  | b. | personality traits | |  | c. | self-esteem | |  | d. | self-efficacy |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 310. Hudson is generally happy and talkative when he is with his romantic partner, but he is often quiet and reserved with his parents. He is a major contributor to discussions with his friends but is reluctant to answer questions in class. Hudson’s behavior should make us more cautious about overemphasizing the impact of \_\_\_\_\_\_\_\_ on behavior.   |  |  |  | | --- | --- | --- | |  | a. | personality traits | |  | b. | self-serving bias | |  | c. | factor analysis | |  | d. | the self-concept  ​ |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 311. Which of the following is true about people’s traits?   |  |  |  | | --- | --- | --- | |  | a. | People’s behavior is unpredictable from one situation to the next. | |  | b. | People’s personality test scores are strong predictors of behaviors. | |  | c. | People’s behavior in one situation correlates well with their behavior in every other situation. | |  | d. | People’s average outgoingness or carelessness, for example, is predictable over many situations. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 312. Unlike country, R&B, and funk music lovers, those who prefer reggae, folk, and nontraditional ambient music tend to score high on the Big Five trait dimension known as   |  |  |  | | --- | --- | --- | |  | a. | extraversion. | |  | b. | openness. | |  | c. | neuroticism. | |  | d. | conscientiousness. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 313. Which of the following is NOT true regarding our online profiles, websites, and avatars?   |  |  |  | | --- | --- | --- | |  | a. | They provide a source of self-expression. | |  | b. | They give people a chance to express themselves in misleading ways. | |  | c. | The most likable people on social media also seem most likable in person. | |  | d. | A person’s clothes can give clues to personality. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 314. Which theorists are most likely to be criticized for underestimating the variability of behavior from situation to situation?   |  |  |  | | --- | --- | --- | |  | a. | social-cognitive | |  | b. | psychodynamic | |  | c. | humanistic | |  | d. | trait |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 315. Our personality traits are most likely to remain hidden as we carefully attend to social cues in   |  |  |  | | --- | --- | --- | |  | a. | unfamiliar, informal situations. | |  | b. | familiar, informal situations. | |  | c. | unfamiliar, formal situations. | |  | d. | familiar, formal situations. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 316. The stability of personality traits is best illustrated by the consistency of   |  |  |  | | --- | --- | --- | |  | a. | factor analysis. | |  | b. | the self-serving bias. | |  | c. | expressive styles. | |  | d. | the spotlight effect. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 317. Who proposed the social-cognitive perspective?   |  |  |  | | --- | --- | --- | |  | a. | Albert Bandura | |  | b. | Justin Kruger | |  | c. | David Dunning | |  | d. | Martin Seligman |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 318. The social-cognitive perspective emphasizes the interactive influences of our traits and our   |  |  |  | | --- | --- | --- | |  | a. | temperaments. | |  | b. | situations. | |  | c. | possible selves. | |  | d. | self-concepts. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 319. Which perspective emphasized that we learn many of our behaviors either through conditioning or by observing and imitating others?   |  |  |  | | --- | --- | --- | |  | a. | social-cognitive perspective | |  | b. | humanistic perspective | |  | c. | psychoanalytic perspective | |  | d. | psychodynamic perspective |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 320. Harper is a personality theorist who believes that our individual traits and thoughts interact with our social world as we move from one situation to another. Harper is most likely to agree with which of the following perspectives on personality?   |  |  |  | | --- | --- | --- | |  | a. | social-cognitive perspective | |  | b. | behavioral genetic perspective | |  | c. | psychodynamic perspective | |  | d. | psychoanalytic perspective |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 321. Which personality theories emphasize reciprocal determinism?   |  |  |  | | --- | --- | --- | |  | a. | psychodynamic | |  | b. | social-cognitive | |  | c. | trait | |  | d. | humanistic |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 322. According to Bandura, reciprocal determinism involves multidirectional influences among   |  |  |  | | --- | --- | --- | |  | a. | thoughts, emotions, and actions. | |  | b. | behaviors, internal personal factors, and environmental events. | |  | c. | openness, conscientiousness, and agreeableness. | |  | d. | self-concept, self-esteem, and self-image. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 323. Clarissa is playing soccer this fall because she enjoys the sport. Trevor has joined a chess club because he loves playing the game. Both of these examples demonstrate how   |  |  |  | | --- | --- | --- | |  | a. | our personalities shape how we interact with others. | |  | b. | our personalities help create situations that we react to. | |  | c. | different people choose different environments. | |  | d. | our personalities shape how we react to personal experiences. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 324. All of the major choices you make, such as your academic major, where you attend college, and what music you listen to, demonstrate how   |  |  |  | | --- | --- | --- | |  | a. | we choose our environment based on our personality. | |  | b. | our self-serving bias influences our choices. | |  | c. | we see ourselves as better than average. | |  | d. | self-esteem can enhance our life choices. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 325. Alexa’s poor school performance is both a result and a cause of her belief that she is not intelligent enough to understand the material. This best illustrates the importance of   |  |  |  | | --- | --- | --- | |  | a. | self-serving bias. | |  | b. | the spotlight effect. | |  | c. | reciprocal determinism. | |  | d. | self-image. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 326. Because Larry is an introvert, he usually spends weekends in his room studying. Because Georgina is an extravert, she spends most of her time with friends, either just hanging out or going to parties. Larry and Georgina best illustrate what is meant by   |  |  |  | | --- | --- | --- | |  | a. | behaviorism. | |  | b. | reciprocal determinism. | |  | c. | self-serving bias. | |  | d. | the spotlight effect. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 327. Which perspective most clearly emphasizes that our personalities help create the situations to which we react?   |  |  |  | | --- | --- | --- | |  | a. | the psychoanalytic perspective | |  | b. | the social-cognitive perspective | |  | c. | the humanistic perspective | |  | d. | the trait perspective |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 328. Our genetically influenced traits evoke certain responses in others, which lead us to develop specific social-interaction skills. This best illustrates the impact of   |  |  |  | | --- | --- | --- | |  | a. | group identification. | |  | b. | the spotlight effect. | |  | c. | the maturity principle. | |  | d. | gene–environment interactions. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 329. Nick has a tendency to behave aggressively. As a child, he noticed that the adults in his neighborhood tended toward violent behavior as a means of solving a dispute. By the time Nick was 20 he had been arrested several times for beating up other teens. Nick’s aggressive behavior is a result of   |  |  |  | | --- | --- | --- | |  | a. | group identification. | |  | b. | the spotlight effect. | |  | c. | the maturity principle. | |  | d. | gene–environment interactions. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 330. How we treat others influences how they treat us. This is an example of   |  |  |  | | --- | --- | --- | |  | a. | the spotlight effect. | |  | b. | narcissism. | |  | c. | self-serving bias. | |  | d. | reciprocal determinism. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 331. Because Camila trusts her employees, she treats them kindly. Her kindness leads them to work diligently on her behalf, which in turn increases her trust in them. This pattern of trust, kindness, diligence, and increasing trust illustrates what is meant by   |  |  |  | | --- | --- | --- | |  | a. | possible selves. | |  | b. | the spotlight effect. | |  | c. | self-serving bias. | |  | d. | reciprocal determinism. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 332. Personality is fruitfully studied at multiple levels of analysis because people are best understood as   |  |  |  | | --- | --- | --- | |  | a. | unconscious information processors. | |  | b. | biopsychosocial organisms. | |  | c. | demonstrating self-serving bias. | |  | d. | possible selves. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 333. In a lecture on personality, Professor Clarke notes that people’s personality and behavior are influenced by their biology, their social and cultural experiences, and their learned responses and expectations. Professor Clarke’s views coincide with   |  |  |  | | --- | --- | --- | |  | a. | humanistic psychology. | |  | b. | the psychodynamic perspective. | |  | c. | reciprocal determinism. | |  | d. | the biopsychosocial approach. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 334. An integrated understanding of Natalia’s consistent joyfulness in terms of her close-knit family relationships, her easygoing temperament, and her positive expectations best illustrates   |  |  |  | | --- | --- | --- | |  | a. | the spotlight effect. | |  | b. | unconditional positive regard. | |  | c. | a biopsychosocial approach. | |  | d. | a humanistic perspective. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 335. In assessing candidates for spy missions during World War II, U.S. Army psychologists subjected them to simulated undercover conditions. This best illustrates the use of an assessment strategy favored by \_\_\_\_\_\_\_\_ theories.   |  |  |  | | --- | --- | --- | |  | a. | trait | |  | b. | psychoanalytic | |  | c. | social-cognitive | |  | d. | humanistic |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 336. Many colleges assess nursing students’ potential by observing their clinical work. This best illustrates the use of an assessment strategy favored by \_\_\_\_\_\_\_\_ theorists.   |  |  |  | | --- | --- | --- | |  | a. | social-cognitive | |  | b. | psychodynamic | |  | c. | humanistic | |  | d. | trait |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 337. Social-cognitive theorists would suggest that the best way to predict a political candidate's performance effectiveness after election is to assess that individual's   |  |  |  | | --- | --- | --- | |  | a. | self-esteem. | |  | b. | specific political goals for the future. | |  | c. | general feelings of optimism about the future. | |  | d. | past performance in situations involving similar responsibilities. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 338. Dr. Santiago is applying for a job as an instructor at a local university. As part of the interview process, she is asked to give a lecture. This is called the   |  |  |  | | --- | --- | --- | |  | a. | assessment center approach. | |  | b. | instructor evaluation. | |  | c. | student perception of instruction. | |  | d. | self-monitoring. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 339. Which personality theories have most clearly been developed through psychological research on learning and cognition?   |  |  |  | | --- | --- | --- | |  | a. | trait theories | |  | b. | humanistic theories | |  | c. | psychodynamic theories | |  | d. | social-cognitive theories |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 340. Marla believes that if her children are exposed to any aggressive children, they will become aggressive themselves. Similar to the social-cognitive perspective, Marla has   |  |  |  | | --- | --- | --- | |  | a. | blamed TV and movies for showing aggressive behavior. | |  | b. | focused on personality and not the environment. | |  | c. | emphasized the situation and given little attention to inner traits. | |  | d. | focused on the unconscious mind in explaining behavior. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 341. Social-cognitive theories are LEAST likely to be criticized for neglecting the importance of   |  |  |  | | --- | --- | --- | |  | a. | environmental influences. | |  | b. | unconscious motives. | |  | c. | personality traits. | |  | d. | genetic influences. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 342. Contemporary psychologists are most likely to consider \_\_\_\_\_\_\_\_ to be of pivotal importance to personality.   |  |  |  | | --- | --- | --- | |  | a. | narcissism | |  | b. | conditioning | |  | c. | the sense of self | |  | d. | the maturity principle |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 343. In contemporary psychology, the self is considered to be   |  |  |  | | --- | --- | --- | |  | a. | the part of personality that represents our internalized standards of morality. | |  | b. | the totality of the gene-environment interaction. | |  | c. | the organizer of our thoughts, feelings, and actions. | |  | d. | part of the person-situation controversy. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 344. Ida sees herself as a caring, attentive nurse who is concerned about all her patients. These characteristics make up Ida’s   |  |  |  | | --- | --- | --- | |  | a. | self. | |  | b. | narcissism. | |  | c. | self-serving bias. | |  | d. | introversion. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 345. The concept of \_\_\_\_\_\_\_\_ refers to your visions of the self you dream of becoming and the self you fear becoming.   |  |  |  | | --- | --- | --- | |  | a. | self-serving bias | |  | b. | self-efficacy | |  | c. | possible selves | |  | d. | self-esteem |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 346. Chin studies diligently because he is haunted by an image of himself being unable to get a job after graduation. Chin’s diligence best illustrates the motivational impact of   |  |  |  | | --- | --- | --- | |  | a. | group identification. | |  | b. | self-efficacy. | |  | c. | possible selves. | |  | d. | the spotlight effect. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 347. Overestimating the extent to which others notice and evaluate our appearance and performance is called   |  |  |  | | --- | --- | --- | |  | a. | reciprocal determinism. | |  | b. | self-serving bias. | |  | c. | the spotlight effect. | |  | d. | defensive self-esteem. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 348. Shelly is taking a class in which her grade depends in part on her giving a presentation in front of the class. While Shelly is extremely nervous to speak in front of the class   |  |  |  | | --- | --- | --- | |  | a. | she can expert to perform poorly. | |  | b. | she can expect to receive a low grade on her presentation. | |  | c. | the audience will hardly notice her nervousness. | |  | d. | the audience will notice her nervousness during her presentation. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 349. If we are nervous about our personal appearance after adopting a new hairstyle, we are likely to \_\_\_\_\_\_\_\_ the extent to which others notice our nervousness and we are likely to \_\_\_\_\_\_\_\_ the extent to which they notice our new hairstyle.   |  |  |  | | --- | --- | --- | |  | a. | overestimate; underestimate | |  | b. | underestimate; overestimate | |  | c. | overestimate; overestimate | |  | d. | underestimate; underestimate |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 350. While Idika was eating dinner in a booth at the local restaurant, she spilled her glass of water on the floor. She was embarrassed, thinking that people at the surrounding tables would see her as clumsy, even though no one else even noticed the spilled water. This is an example of   |  |  |  | | --- | --- | --- | |  | a. | self-efficacy. | |  | b. | self-esteem. | |  | c. | self-affirming behavior. | |  | d. | the spotlight effect. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 351. Although we are nervous about giving a talk in psychology class, simply imagining how much our classmates empathize with us can reduce the threat associated with our experience of   |  |  |  | | --- | --- | --- | |  | a. | self-efficacy. | |  | b. | defensive self-esteem. | |  | c. | self-serving bias. | |  | d. | the spotlight effect. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 352. A sense of personal self-worth is called   |  |  |  | | --- | --- | --- | |  | a. | self-esteem. | |  | b. | self-efficacy. | |  | c. | defensive self-esteem. | |  | d. | self-disclosure. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 353. Which of the following is true regarding those with high self-esteem?   |  |  |  | | --- | --- | --- | |  | a. | They have fewer sleepless nights. | |  | b. | They communicate negatively. | |  | c. | They tend to be shy. | |  | d. | They are more likely to feel lonely. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 354. Janet has high self-esteem. We can conclude, then, that she is LESS likely to   |  |  |  | | --- | --- | --- | |  | a. | sleep well at night. | |  | b. | be anxious. | |  | c. | be responsible. | |  | d. | be happy. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 355. Shortly after Janet found out that she failed her psychology test, she started acting rudely to her classmates. Her behavior could be related to   |  |  |  | | --- | --- | --- | |  | a. | high neuroticism. | |  | b. | low levels of agreeableness. | |  | c. | high sense of self. | |  | d. | low self-esteem. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 356. After failing his chemistry exam, Charles believes he does not have the intelligence to succeed in school and ultimately in life. Charles' low opinion of himself is representative of his low   |  |  |  | | --- | --- | --- | |  | a. | self-esteem. | |  | b. | self-serving bias. | |  | c. | defensive self-esteem. | |  | d. | self-disclosure. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 357. Self-efficacy refers to our experience of our own   |  |  |  | | --- | --- | --- | |  | a. | narcissism. | |  | b. | self-disclosure. | |  | c. | competence. | |  | d. | self-serving bias. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 358. \_\_\_\_\_\_\_\_ is our expectations about whether we will attempt (and succeed in) new challenges.   |  |  |  | | --- | --- | --- | |  | a. | The self | |  | b. | Reciprocal determinism | |  | c. | The spotlight effect | |  | d. | Self-efficacy |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 359. Marge does well in her biology courses and so has high \_\_\_\_\_\_\_\_. However, because she has trouble relating to her fellow students, she has low \_\_\_\_\_\_\_\_.   |  |  |  | | --- | --- | --- | |  | a. | self-esteem; self-efficacy | |  | b. | pessimism; optimism | |  | c. | narcissism; reciprocal determinism | |  | d. | self-efficacy; self-esteem |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 360. June attributes her A on a difficult trigonometry test to her mathematical skills. This most clearly indicates that she experiences a high level of   |  |  |  | | --- | --- | --- | |  | a. | self-efficacy. | |  | b. | narcissism. | |  | c. | reciprocal determinism. | |  | d. | defensive self-esteem. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 361. Individuals with high self-esteem are more likely than those with low self-esteem to   |  |  |  | | --- | --- | --- | |  | a. | be open to new experiences. | |  | b. | experience the spotlight effect. | |  | c. | dismiss flattering descriptions of themselves as untrue. | |  | d. | underestimate the accuracy of their own beliefs. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 362. Ten-year-old Asher played baseball with the neighborhood kids his age. Unfortunately, Asher was not well-coordinated and was not a good batter or fielder. However, at the end of the season, he received a trophy, just like the “stars” on his team. Based on research on rewards and productivity, which of the following can likely be expected of Asher?   |  |  |  | | --- | --- | --- | |  | a. | He will try harder next season. | |  | b. | He will blame his coach for not helping him to improve. | |  | c. | He will get better because he will be older next season. | |  | d. | He may give up on the sport and be passive. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 363. A person whose self-esteem is momentarily threatened is especially likely to   |  |  |  | | --- | --- | --- | |  | a. | demonstrate an independence from social pressure to conform. | |  | b. | disparage others. | |  | c. | experience narcissism. | |  | d. | praise others. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 364. Colton’s older brother told him that he was not selected for the football team because of his poor coordination. Later, while talking with some classmates, Colton told one of them that he was not smart enough to do well on the English test. Colton’s behavior may be related to his   |  |  |  | | --- | --- | --- | |  | a. | self-serving bias. | |  | b. | narcissism. | |  | c. | spotlight effect. | |  | d. | deflated self-image. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 365. Ignorance of one’s own incompetence is called the   |  |  |  | | --- | --- | --- | |  | a. | self-serving bias. | |  | b. | Dunning-Kruger effect. | |  | c. | self-efficacy. | |  | d. | spotlight effect.  ​ |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 366. Mae just took a test for her psychology class. Immediately after completing the exam, she expressed to her friend that she knew she aced the test. However, when she received her grade, she had actually earned a C. This is an example of   |  |  |  | | --- | --- | --- | |  | a. | the Dunning-Kruger effect. | |  | b. | the spotlight effect. | |  | c. | decreased self-esteem. | |  | d. | increased self-efficacy.  ​ |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 367. Ignorance of what we don't know sustains our   |  |  |  | | --- | --- | --- | |  | a. | self-esteem. | |  | b. | self-image. | |  | c. | self-efficacy. | |  | d. | self-confidence. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 368. Having a readiness to perceive oneself favorably is known as   |  |  |  | | --- | --- | --- | |  | a. | self-serving bias. | |  | b. | excessive optimism. | |  | c. | self-efficacy. | |  | d. | the spotlight effect. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 369. Many college students perceive a low exam score as a result of unfair exam questions rather than a reflection of their ability. This best illustrates   |  |  |  | | --- | --- | --- | |  | a. | defensive self-esteem. | |  | b. | the spotlight effect. | |  | c. | self-serving bias. | |  | d. | low self-efficacy. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 370. Some sexually active college students do not consistently use contraceptives because they see themselves as less vulnerable to unwanted pregnancy than the average college student. This best illustrates the impact of   |  |  |  | | --- | --- | --- | |  | a. | low self-esteem. | |  | b. | defensive self-esteem. | |  | c. | the spotlight effect. | |  | d. | the self-serving bias. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 371. Caleb is the chief financial officer for a large manufacturing company. He believes that he is much more ethical and competent than the other executives in his company. Caleb’s beliefs illustrate   |  |  |  | | --- | --- | --- | |  | a. | self-serving bias. | |  | b. | defensive self-esteem. | |  | c. | possible selves. | |  | d. | the spotlight effect. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 372. A baseball team’s fans tend to attribute their team’s losses to factors other than team performance (such as poor officiating). This best illustrates   |  |  |  | | --- | --- | --- | |  | a. | reciprocal determinism. | |  | b. | the spotlight effect. | |  | c. | self-serving bias. | |  | d. | narcissism. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 373. Research on self-perception indicates that most people   |  |  |  | | --- | --- | --- | |  | a. | feel more personally responsible for their failures than for their successes. | |  | b. | view themselves very favorably in comparison to most others. | |  | c. | underestimate the accuracy of their beliefs and judgments. | |  | d. | are unrealistically pessimistic about their personal future. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 374. Julieta failed her last history midterm. Which of the following conclusions would be most representative of a self-serving bias on Julieta’s part?   |  |  |  | | --- | --- | --- | |  | a. | “I really didn't prepare well enough for that test.” | |  | b. | “I wasn't concentrating as hard as I should have during the test.” | |  | c. | “I lack ability in history.” | |  | d. | “I think the test questions were ambiguous and confusing.” |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 375. The better-than-average effect best illustrates   |  |  |  | | --- | --- | --- | |  | a. | reciprocal determinism. | |  | b. | narcissism. | |  | c. | self-efficacy. | |  | d. | self-serving bias. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 376. In every one of the 53 countries surveyed, people typically expressed a level of self-esteem above the midpoint of the most widely used scale. This best illustrates the pervasiveness of   |  |  |  | | --- | --- | --- | |  | a. | extraversion. | |  | b. | the spotlight effect. | |  | c. | self-serving bias. | |  | d. | narcissism. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 377. Compared with people in United States, United Kingdom, and Germany, people in Asia are more likely to value   |  |  |  | | --- | --- | --- | |  | a. | defensive self-esteem. | |  | b. | self-serving bias. | |  | c. | competence. | |  | d. | modesty. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 378. While Samwell claims that he provides most of his son’s care, his spouse Carl correctly explains that he is the one who cares for their son. Samwell’s mistaken belief best illustrates   |  |  |  | | --- | --- | --- | |  | a. | the spotlight effect. | |  | b. | reciprocal determinism. | |  | c. | narcissism. | |  | d. | self‑serving bias.  ​ |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 379. Marge frequently blames her marital problems on her husband, Mark. This is one example of how   |  |  |  | | --- | --- | --- | |  | a. | the self-serving bias underlies conflict. | |  | b. | the spotlight effect can affect relationships. | |  | c. | narcissism is associated with maintaining relationships. | |  | d. | low self-esteem is related to conflict. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 380. Researchers have found that personal insults are especially likely to trigger a response of aggression from those who experience   |  |  |  | | --- | --- | --- | |  | a. | high self-efficacy. | |  | b. | defensive self-esteem. | |  | c. | inflated self-esteem. | |  | d. | possible selves. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 381. Researchers found that individuals with an inflated sense of self-esteem and self-love could develop   |  |  |  | | --- | --- | --- | |  | a. | reciprocal determinism. | |  | b. | narcissism. | |  | c. | secure self-esteem. | |  | d. | self-efficacy. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 382. Narcissism is associated with   |  |  |  | | --- | --- | --- | |  | a. | having more empathy. | |  | b. | being more forgiving. | |  | c. | valuing equality in romantic relationships. | |  | d. | a game-playing approach to romantic relationships. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 383. Narcissism is associated with   |  |  |  | | --- | --- | --- | |  | a. | less gambling and less cheating. | |  | b. | less gambling and more cheating. | |  | c. | more gambling and less cheating. | |  | d. | more gambling and more cheating. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 384. Alexis brags excessively about her good looks and frequently deceives others in order to establish romantic relationships with them. Her behavior most clearly illustrates   |  |  |  | | --- | --- | --- | |  | a. | self-efficacy. | |  | b. | self-serving bias. | |  | c. | the spotlight effect. | |  | d. | narcissism. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 385. When Doreian was a child, his parents frequently expressed their belief that Doreian was superior to other children. This may increase the likelihood that Doreian will have a high score on the trait of \_\_\_\_\_\_\_\_ as an adult.   |  |  |  | | --- | --- | --- | |  | a. | agreeableness | |  | b. | extraversion | |  | c. | narcissism | |  | d. | openness |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 386. Psychologist Jean Twenge refers to those born in the 1980s and 1990s as Generation Me because they express high levels of   |  |  |  | | --- | --- | --- | |  | a. | reciprocal determinism. | |  | b. | narcissism. | |  | c. | secure self-esteem. | |  | d. | maturity principle. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 387. Psychologists have suggested that some people disparage themselves for all of the following reasons EXCEPT that it   |  |  |  | | --- | --- | --- | |  | a. | can prepare them for possible failure. | |  | b. | can help them learn from their mistakes. | |  | c. | tends to focus on their older self. | |  | d. | can prepare them to understand that no one likes them. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 388. People are more critical of their \_\_\_\_\_\_\_\_ selves than of their \_\_\_\_\_\_\_\_ selves.   |  |  |  | | --- | --- | --- | |  | a. | past; current | |  | b. | current; past | |  | c. | possible; impossible | |  | d. | impossible; possible |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 389. A person who experiences defensive self-esteem is more likely to feel \_\_\_\_\_\_\_\_ by criticism and is more likely to respond to these perceived threats with \_\_\_\_\_\_\_\_.   |  |  |  | | --- | --- | --- | |  | a. | fear; anger | |  | b. | depressed; fear | |  | c. | hurt; aggression | |  | d. | threatened; aggression |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 390. Paul loves to boast about his many achievements and becomes angry when anyone criticizes him. Paul most clearly demonstrates   |  |  |  | | --- | --- | --- | |  | a. | the spotlight effect. | |  | b. | secure self-esteem | |  | c. | defensive self-esteem. | |  | d. | self-efficacy. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 391. Accepting ourselves without excessive dependence on the approval of others best illustrates   |  |  |  | | --- | --- | --- | |  | a. | reciprocal determinism. | |  | b. | defensive self-esteem. | |  | c. | self-serving bias. | |  | d. | secure self-esteem. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 392. Ekiya always feels positive about herself. These feelings do not depend on her success at work or her popularity among friends and classmates. Ekiya best illustrates   |  |  |  | | --- | --- | --- | |  | a. | narcissism. | |  | b. | low self-efficacy. | |  | c. | defensive self-esteem. | |  | d. | secure self-esteem.  ​ |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 393. Professor Poitevin, who teaches introductory psychology, believes that each of her students is a unique person with special traits. Her attitude best illustrates one of the consequences of   |  |  |  | | --- | --- | --- | |  | a. | individualism. | |  | b. | conditioning. | |  | c. | collectivism. | |  | d. | the spotlight effect. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 394. A willingness to leave your extended family and migrate to a new place best illustrates one of the consequences of   |  |  |  | | --- | --- | --- | |  | a. | collectivism. | |  | b. | reciprocal determinism. | |  | c. | individualism. | |  | d. | self-serving bias. |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 395. Which of the following people is most likely to come from an individualist culture?   |  |  |  | | --- | --- | --- | |  | a. | Samuel, who places a great deal of value on personal responsibility and success | |  | b. | Juan, whose professional identity is based on conforming to the expectations of his workplace | |  | c. | Gunter, who believes in the importance of group goals and solidarity | |  | d. | Pierre, who strongly believes in the importance of social relationships and family duty |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 396. People living in a culture that promotes individualism are more likely than people in collectivist cultures to value   |  |  |  | | --- | --- | --- | |  | a. | modesty. | |  | b. | respect for the elderly. | |  | c. | group identification. | |  | d. | personal freedom. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 397. Phyllis lives in Sydney, Australia, an individualist society. Which of the following is best associated with her social norms?   |  |  |  | | --- | --- | --- | |  | a. | maintain connections | |  | b. | interdependent | |  | c. | express one’s uniqueness | |  | d. | morality is defined by social networks |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 398. A collectivist culture is especially likely to emphasize the importance of   |  |  |  | | --- | --- | --- | |  | a. | social harmony. | |  | b. | personal privacy. | |  | c. | innovation and creativity. | |  | d. | racial diversity. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 399. In an unfamiliar culture, the collectivist self is most likely to experience a greater loss of   |  |  |  | | --- | --- | --- | |  | a. | reciprocal determinism. | |  | b. | individualism. | |  | c. | group identification. | |  | d. | personal identity.  ​ |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 400. People living in a culture that promotes collectivism are more likely than those in individualist cultures to report experiencing   |  |  |  | | --- | --- | --- | |  | a. | defensive self-esteem. | |  | b. | family obligations. | |  | c. | personal freedom. | |  | d. | marital romance. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 401. When Mrs. Reber lived in Japan for six months, she was surprised at how respectfully people treated her simply because she was an older person. Her sense of surprise suggests that she had NOT previously lived in a culture characterized by   |  |  |  | | --- | --- | --- | |  | a. | introversion. | |  | b. | collectivism. | |  | c. | extraversion. | |  | d. | individualism. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 402. Compared with people in individualist cultures, those in collectivist cultures are   |  |  |  | | --- | --- | --- | |  | a. | less likely to display signs of humility and more likely to value group goals. | |  | b. | more likely to display signs of humility and less likely to value group goals. | |  | c. | less likely to display signs of humility and less likely to value group goals. | |  | d. | more likely to display signs of humility and more likely to value group goals. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 403. Meihui values group goals and group solidarity more than individual recognition for her professional accomplishments. Her identity is based on her affiliation with her family. Meihui’s values most closely coincide with   |  |  |  | | --- | --- | --- | |  | a. | collectivism. | |  | b. | individualism. | |  | c. | personal privacy. | |  | d. | narcissism. |  |  |  | | --- | --- | | *ANSWER:* | a | |

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| 404. Individualism is to collectivism as \_\_\_\_\_\_\_\_ is to \_\_\_\_\_\_\_\_.   |  |  |  | | --- | --- | --- | |  | a. | norm; role | |  | b. | nature; nurture | |  | c. | independence; interdependence | |  | d. | self-efficacy; self-image |  |  |  | | --- | --- | | *ANSWER:* | c | |

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| 405. In recent years, the percentage of U.S. babies given one of the 10 most common names for their birth year has plunged. This best reflects America’s increasing   |  |  |  | | --- | --- | --- | |  | a. | self-efficacy. | |  | b. | individualism. | |  | c. | collectivism. | |  | d. | divorce rates. |  |  |  | | --- | --- | | *ANSWER:* | b | |

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| 406. The importance of romance in marriage relationships is most strongly emphasized in cultures characterized by   |  |  |  | | --- | --- | --- | |  | a. | the maturity principle. | |  | b. | collectivism. | |  | c. | group identification. | |  | d. | individualism. |  |  |  | | --- | --- | | *ANSWER:* | d | |

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| 407. Voluntary emigration, a sparsely populated environment, and a shift to a capitalist economy have most clearly fostered   |  |  |  | | --- | --- | --- | |  | a. | extraversion. | |  | b. | reciprocal determinism. | |  | c. | individualism. | |  | d. | agreeableness. |  |  |  | | --- | --- | | *ANSWER:* | c | |