

78. A teacher taught her students to take turns by giving them stars to trade for snacks at the end of the day. This technique is called
- (A) systematic desensitization
  - (B) token economy
  - (C) classical conditioning
  - (D) rational-emotive therapy
  - (E) free association
79. Which Piagetian stage of cognitive development is characterized by mastery of conservation tasks?
- (A) Sensorimotor
  - (B) Preoperational
  - (C) Concrete operations
  - (D) Formal operations
  - (E) Tertiary circular reactions
80. Which of the following do individuals experience when their behavior is inconsistent with their attitude?
- (A) Approach-avoidance conflict
  - (B) Cognitive dissonance
  - (C) Intrinsic motivation
  - (D) Homeostatic motivation
  - (E) Overjustification
81. The evolutionary perspective (sociobiology) argues that
- (A) humans are motivated by a desire to maintain optimum hormonal levels
  - (B) humans are genetically programmed to ensure that there is a new generation of the species
  - (C) humans strive to minimize inconsistent thoughts and actions
  - (D) there is a relationship among task difficulty, physical arousal, and task performance
  - (E) conditioning explains most human behavior
82. When Jason practices the drums, he tends not to hear the phone. Today he is expecting a call from a record producer and answers the phone each time it rings even when he is practicing the drums. Which of the following explains why Jason hears the phone today?
- (A) Weber's law
  - (B) Accommodation
  - (C) Frequency theory
  - (D) Signal detection theory
  - (E) Harmonics
83. Which of the following is NOT a Gestalt principle of perceptual organization?
- (A) Proximity
  - (B) Similarity
  - (C) Closure
  - (D) Intensity
  - (E) Continuity
84. Which of the following is the correct sequence of anatomical structures through which an auditory stimulus passes before it is perceived as sound?
- (A) Cochlea, ossicles, eardrum, oval window, auditory canal
  - (B) Eardrum, cochlea, auditory canal, ossicles, oval window
  - (C) Oval window, auditory canal, eardrum, cochlea, ossicles
  - (D) Ossicles, eardrum, cochlea, auditory canal, oval window
  - (E) Auditory canal, eardrum, ossicles, oval window, cochlea