

1. Which of the following is NOT a component of interdependent cultures:
  - a. conception of the self as inextricably linked to others, with attributes depending on the situation
  - b. preference for collective action
  - c. acceptance of hierarchy and ascribed status based on age, group, membership, and other attributes
  - d. preference for equality and achieved status based on accomplishments
2. Niko Tinbergen identified four critical areas in describing a biological trait. Which of these areas helps us identify how the trait develops within the organism?
  - a. mechanistic
  - b. ontogenetic
  - c. phylogenetic
  - d. adaptive
3. In a culture of honor, a violent response to a perceived insult is the:
  - a. proximate, mechanistic cause of violence
  - b. ultimate, adaptive cause violence
  - c. ultimate, ontogenetic cause of violence
  - d. proximate, ontogenetic cause of violence
4. Which factor does NOT help to determine significance?
  - a. the degree of variability within each group
  - b. the number of people you test within each group
  - c. the overall difference between two group means
  - d. all of these factors contribute to determining significance
5. In 1936, *Literary Digest* conducted a survey with more than one million respondents and predicted that Alf Landon would win the U.S. presidential election that year. What was that erroneous prediction attributed to?
  - a. random sampling
  - b. convenience sampling
  - c. poor external validity
  - d. representativeness heuristic

6. Which of the following is NOT critical for internal validity?
  - a. informed consent
  - b. random assignment
  - c. the experiment must seem realistic and plausible to participants
  - d. getting feedback from participants after they complete a preliminary version of the experiment
7. In a study mentioned in lecture, individuals who were displaying genuine Duchenne smiles in yearbook photos were more likely to:
  - a. have greater personal well-being later in life
  - b. successfully distinguish between Duchenne and non-Duchenne smiles on other people
  - c. be divorced
  - d. have difficulty producing non-Duchenne smiles
8. Which of the following is NOT one of Ekman's six universal facial expressions of emotion?
  - a. disgust
  - b. happiness
  - c. surprise
  - d. aggression
9. What is associated with happiness?
  - a. older age
  - b. unlimited amounts of money
  - c. having no religion
  - d. number of acquaintances
10. Emotional intelligence is defined by all of the following EXCEPT:
  - a. the ability to accurately perceive the emotions of others
  - b. the ability to understand your own emotions
  - c. the ability to verbally express your emotions
  - d. the ability to use your emotions for good decision-making

11. Hannah assumes that once she wins the lottery she will be happy. What bias is she demonstrating?
- a. immune neglect
  - b. focalism
  - c. prediction error
  - d. naturalistic fallacy
12. Drugs like cocaine are addictive because they interfere with dopaminergic circuits in the brain, causing the brain to:
- a. increase the absolute intensity of rewards
  - b. increase the positive prediction error of rewards
  - c. increase how long it feels like it's been since the last reward
  - d. decrease the perception of a reward as a surprising event
13. A study participant is asked to figure out a secret rule based on feedback from the experimenter. She says words one at a time, and the experimenter tells her if each word is part of the secret category or not. The participant says "dog", which the experimenter says is correct. The participant then says "cat", "elephant" and "pigeon", and the experiment says all three are correct. The participant falsely concludes that the rule was to come up with animal names, when in fact, it was "things that are alive". The behavior of the participant is an example of:
- a. availability heuristic
  - b. confirmation bias
  - c. representational heuristic
  - d. self-fulfilling prophecy
14. Which of these statements regarding automatic processing is true?
- a. automatic processes are equally effective at processing events that did happen and events that did not happen
  - b. automatic processes are more effective at processing events that did happen than events that did not happen
  - c. automatic processes are more effective at processing events that did not happen than events that did happen
  - d. automatic processing is not enough - cognitive control is always required to process both events that did happen and events that did not happen

15. One potential account of the availability heuristic is that it is an outcome of how *easily* relevant instances are brought to mind, while another is that it reflects the *total number* of instances retrieved. In an experiment conducted to distinguish between these possibilities, participants were asked to come up with either 6 or 12 examples of their own assertiveness, and then rated themselves on assertiveness. It was determined beforehand that coming up with 6 examples is easy for most people while coming up with 12 examples is very hard. What was the main result of this study?
- a. participants that had to come up with 12 examples had higher self-assertiveness ratings
  - b. there was no difference in self-assertiveness ratings between the two groups
  - c. participants that had to come up with 6 examples had higher self-assertiveness ratings
  - d. there was no difference in self-assertiveness between the two groups. However, a follow-up study indicated that both groups came up with fewer examples of self-assertiveness while under cognitive load
16. What is the term used to describe the phenomena that humans and animals often prefer smaller immediate rewards to larger later ones?
- a. future devaluation
  - b. temporal discounting
  - c. model-based learning
  - d. monetary incentive delay
17. When individuals are placed under cognitive load, they have access to fewer cognitive resources. What effect does cognitive load have on choosing to indulge in a piece of chocolate cake, as compared to a fruit salad?
- a. individuals are more likely to choose cake only if the real cake is in front of them
  - b. individuals are more likely to choose cake only if it is offered in symbolic form
  - c. individuals are more likely to choose cake only if it is offered immediately
  - d. individuals are more likely to choose cake no matter the presentation type
18. What cognitive strategy is an effective way to build habits and improve self-control in the future?
- a. glucose consumption
  - b. implementation intentions
  - c. cognitive reappraisal
  - d. temporal discounting

19. According to research by the psychologist Walter Mischel, which of the following strategies would be most useful to a young child trying to resist the temptation to eat a cookie sitting right in front of him, in order to eat three other cookies waiting in the room next door?
- a. try to find funny animal shapes in the paint blobs on the ceiling
  - b. pretend the cookie is made of Brussels sprouts
  - c. focus on the three cookies waiting outside instead of the one sitting right there
  - d. repeat "No cookie! Bad cookie!" again and again
20. The self perception theory is useful for learning about ourselves in cases where:
- a. we have strong attitudes from the beginning
  - b. we have strong skills in introspection
  - c. our attitudes are unclear to us
  - d. our attitudes and behaviors are at odds
21. In one of Aesop's fables, a fox strolls through an orchard on a hot day until he comes upon a bunch of grapes hanging above him on a vine. The fox thinks that the grapes are just the thing to quench his thirst. He tries many times to jump up and grab them but soon realizes he cannot jump high enough to reach them. At last, he gives up and walks away with his nose in the air saying: "I am sure they are sour." This story illustrates what phenomenon?
- a. cognitive dissonance
  - b. self perception
  - c. misattribution
  - d. cognitive control
22. If a parent doesn't want their teenager to drink alcohol when they go out with friends, what would be the most effective way to change their child's preference for alcohol in the future?
- a. give their teenager \$20 not to drink before they go out
  - b. deliver a severe threat to their teenager before they go out
  - c. deliver a mild threat to their teenager before they go out
  - d. give their teenager a reward if they drink

23. Michael and Leigh take a Social Studies exam and both of them earn a C. Michael interprets the C as meaning that he is terrible at Social Studies. Leigh interprets the C as meaning she needs to work harder to improve. Which of the following most accurately and specifically describes the mindsets they have:
- a. Leigh has a growth mindset and Michael has a fixed mindset.
  - b. Leigh has a growth mindset and Michael has a focal mindset.
  - c. Leigh has a flexible mindset and Michael has a focal mindset.
  - d. Leigh has a fixed mindset and Michael has a growth mindset.
24. Which three factors are particularly important when trying to determine if someone's behavior is due to internal or external factors?
- a. discounting, augmentation, amplification
  - b. consensus, covariation, discounting
  - c. covariation, discounting, clarification
  - d. consensus, distinctiveness, consistency
25. Which of the following would you feel most sad about given the phenomenon of "emotional amplification"?
- a. a loved one dies in a plane crash. (S)he always planned to take that exact flight
  - b. a loved one dies in a plane crash. (S)he only ended up on this flight because the original flight was cancelled an hour prior to takeoff
  - c. a loved one dies in a plane crash and you don't know anything else about it
  - d. all of these would lead to the same sadness, as in all cases (s)he died
26. Autistic individuals have been shown to do poorly on false belief tasks, but have no problem understanding representational drawings, such as pictures or photographs. This suggests that representation of mental states is:
- a. domain general
  - b. innate
  - c. domain specific
  - d. learned

27. A child comes into a lab and is shown a box labeled “crayons.” When the experimenter asks the child what is in the box, the child answers “crayons.” The experimenter then shows that the box is actually full of rubber bands. The child is then asked: “When the next child comes in to do this study, what will he think is in the box?” If the child answers “crayons”, he most likely:
- is under 3 years old
  - has representational theory of mind
  - has a dispositional approach to understanding behavior
  - has autism
28. When Steve is asked to put a pen between his teeth and is shown a series of pictures with expressions ranging from sad to smiling, he overestimates how many people are smiling. When he is asked to hold a pen between his lips, he underestimates how many people are smiling. This is support for:
- simulation theory
  - theory of mind
  - fundamental attribution error
  - mirror neurons
29. In a study by Santos, Nissen & Ferrugia, primates were shown two boxes, each with a reward inside. One of the boxes jingled while the other was silent. When the experimenter wasn’t looking, the primates would take the reward from the silent box. This data helped show that primates’ success on mental state tasks was not due to:
- innate ability
  - learned association
  - model-based decision making
  - social desirability
30. Bryce’s grade in Social Psychology is right on the border between passing and failing. He is extremely nervous about the final—he can feel his heart racing and he is sweating a bit. Which of the following is the best characterization of Bryce’s physiological state?
- an autonomic response
  - a sympathetic response
  - a parasympathetic response
  - a periaqueductal response

31. Research using the free-choice paradigm shows that cognitive dissonance phenomena are observed in which of the following populations:

- i. Non-human primates
- ii. Young children
- iii. Amnesiacs

- a. i only
- b. i and ii
- c. ii and iii
- d. i, ii and iii

32. Which of the following is an example of an experimental research design?

- a. a statistical analysis of members of the Royal Society of London determines that first-borns took longer to endorse the theory of natural selection than did later-borns
- b. when the brains of psychopaths and non-psychopathic offenders are compared, it is found that the psychopaths have less brain volume in the amygdala, on average
- c. when individuals are given variable amounts of glucose, their response times on the Stroop task exhibit a negative correlation with the amount of glucose they received
- d. interviews with happily married couples reveal that they are more similar in their interests than unhappily married couples

33. Recall that Kahneman and Tversky conducted an experiment to explain why the availability heuristic occurs. Their results showed clear support for a(n) \_\_\_\_\_ explanation.

- a. ease of retrieval
- b. ease of encoding
- c. affective primacy
- d. planning fallacy

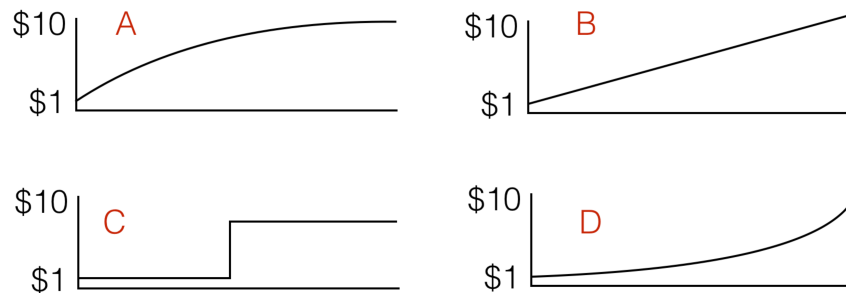
34. A behavioral scientist allows a rat 10 chances to experience a food reward following a red light. They then observe that the rat will salivate when a red light is flashed, even before food is presented. Next the scientist allows the same rat 10 chances to experience a food reward following both a red and a green light, flashed at the same time. They finally observe that the rat will NOT salivate when the green light is flashed, although it will still salivate to presentations of the red light. Which of the following approaches to learning best accounts for these results:

- a. model-free learning
- b. model-based learning
- c. temporal difference learning
- d. prediction error learning



35. Jake and Emily get coffee together on their way to a Bernie Sanders rally that angrily denounces perpetrators of corporate malfeasance. Neither of them usually drinks coffee. Jake orders a quadruple-shot of espresso, and Emily orders a small decaf. But the orders get mixed up, and they *both* get decafs. Neither of them ever notices the mistake. Extending the findings of Schachter and Singer's classic study on emotion misattribution, what might you predict about how "fired up" they will feel by the rally, compared with the average attendee?
- a. Jake will feel less fired up than most people; Emily will feel about the same as most
  - b. Jake will feel about the same as most people, Emily will feel more fired up than most
  - c. Jake will feel more fired up than most people; Emily will feel less fired up than most
  - d. Jake will feel more fired up than most people; Emily will feel about the same as most
36. Marco is watching the national bowling championship on ESPN. The best bowler in the country misses badly on an important bowl, sending his ball into the gutter, when he slips on the floor. Marco thinks to himself, "There must have been too much wax on the floor!". This is an example of:
- a. actor/observer bias
  - b. impersonal causation
  - c. an experiential mental state
  - d. the fundamental attribution error
37. One important lesson from studies of patients with a severed corpus callosum is:
- a. the process of self perception requires communication between the brain's hemispheres
  - b. people are capable of confabulating inaccurate explanations for their behavior without realizing it
  - c. the left brain controls not only the left side of the body, but also language
  - d. each side of the brain constructs a causal model of the behaviors that it is responsible for producing

38. A person believes that they will get \$1 every time they hit a button, but actually the button always gives them \$10. There is no variation—it is a payoff of exactly \$10 every time. Suppose they learn this using a prediction error update rule. Which diagram best describes the change in their representation about the value of the button over time?



39. Darius graduated from Harvard, and he now works at a law firm managed by a Yale graduate. He finds out that his employer pays systematically lower wages to Harvard students. He considers speaking out against this discriminatory practice, but in the end does nothing. In fact, as he thinks about it, it doesn't seem so unreasonable to let school pride play a role in employee compensation. Darius's thoughts and behaviors exemplify:
- effort rationalization
  - self perception
  - system justification theory
  - situational attribution
40. In a classic experiment by Simons and Chabris (1999), many participants failed to notice a gorilla walk through the scene of a basketball game while they were asked to count the number of passes among players. This best illustrates the power of:
- cognitive load to impair accuracy
  - priming to alter perception
  - situations to determine behavior
  - schema to guide attention