Psychology 5th edition Schacter Test Bank

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Name:_____ Class:_____ Date:_____

Chapter 01: True/False

1. Psychology is universally defined as the scientific study of observable behavior.
   a. True
   b. False

ANSWER: False

2. René Descartes believed that the brain and the mind are fundamentally the same thing.
   a. True
   b. False

ANSWER: False

3. Today, most psychologists believe that the mind and brain are separate physical entities.
   a. True
   b. False

ANSWER: False

4. Broca's research was consistent with Hobbes's philosophical position that mental processes were grounded in the brain.
   a. True
   b. False

ANSWER: True

5. Broca's research was consistent with Descartes's philosophical position that mental processes were grounded in the brain.
   a. True
   b. False

ANSWER: False

6. Philosophical empiricists believe that certain knowledge is innate.
   a. True
   b. False

ANSWER: False

7. The classical Greek philosophers tested their theories using the scientific method.
   a. True
   b. False

ANSWER: False

8. Wilhelm Wundt first used reaction time to measure the speed of a nervous impulse.
   a. True
   b. False

ANSWER: False

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Chapter 01: True/False

9. Wilhelm Wundt opened the first psychology laboratory in Leipzig in 1879.
   a. True
   b. False

ANSWER: True

10. Helmholtz developed introspection as a tool for understanding the structure of consciousness.
   a. True
   b. False

ANSWER: False

11. Wilhelm Wundt believed that consciousness could be broken down into its component parts.
   a. True
   b. False

ANSWER: True

12. Wilhelm Wundt was most interested in how consciousness is an adaptive feature of the human existence.
   a. True
   b. False

ANSWER: False

13. William James brought Wundt's structuralist school of psychology to the United States.
   a. True
   b. False

ANSWER: False

14. Introspection as a scientific method failed because it did not generate replicable observations.
   a. True
   b. False

ANSWER: True

15. The structuralist approach gradually faded, mostly because of the inadequacies of psychoanalysis.
   a. True
   b. False

ANSWER: False

16. Functionalists depended on introspection to study subjective observations of personal experience.
   a. True
   b. False

ANSWER: False

17. William James did not believe that consciousness could be broken down into basic elements.
   a. True

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Chapter 01: True/False

b. False

ANSWER: True

18. Functionalism was the dominant school of psychology from the 1890s until the advent of the computer in the 1950s.

a. True

b. False

ANSWER: False

19. The work of William James was largely influenced by Darwin's theory of natural selection.

a. True

b. False

ANSWER: True

20. Functionalists focused their attention on the adaptive features of observable behavior.

a. True

b. False

ANSWER: False

21. Charcot used hypnosis to treat patients with hysteria.

a. True

b. False

ANSWER: True

22. Freud believed that unconscious mental processes shape feelings, thoughts, and behaviors.

a. True

b. False

ANSWER: True

23. Psychoanalysis emphasizes the function of conscious mental processes that occur during sexual experiences.

a. True

b. False

ANSWER: False

24. The goal of psychoanalysis is to banish unwanted feelings and memories to the unconscious.

a. True

b. False

ANSWER: False

25. The greatest contribution of psychoanalysis was the research in experimental psychology that it generated.

a. True

b. False

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Chapter 01: True/False

ANSWER: False

26. Behaviorism focused on the scientific study of objectively observable behavior.
    a. True
    b. False
ANSWER: True

27. Behavioral measures typically are more subjective than introspective measures.
    a. True
    b. False
ANSWER: False

28. Behaviorists believe that the behavior of nonhuman animals—not human behavior—is the proper subject matter of psychology.
    a. True
    b. False
ANSWER: False

29. The founder of behaviorism was William James.
    a. True
    b. False
ANSWER: False

30. John Watson was largely influenced by the work of Ivan Pavlov.
    a. True
    b. False
ANSWER: True

31. John Watson believed that fears were largely innate and the result of our evolutionary history.
    a. True
    b. False
ANSWER: False

32. John Watson developed the concept of reinforcement with rats pressing levers for food.
    a. True
    b. False
ANSWER: False

33. B. F. Skinner focused on the consequences of behavior as determinants of whether it would reoccur.
    a. True
    b. False
ANSWER: True

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Chapter 01: True/False

34. If a behavior is reinforced, it is more likely to occur again.
    a. True
    b. False
ANSWER: True

35. To test his theories, B. F. Skinner raised his daughter in a conditioning chamber, or "Skinner Box."
    a. True
    b. False
ANSWER: False

36. B. F. Skinner believed that humans did not have free will.
    a. True
    b. False
ANSWER: True

37. Gestalt psychology was a Russian movement influenced by the work of Ivan Pavlov.
    a. True
    b. False
ANSWER: False

38. Gestalt psychologists believed that the mind imposes organization on what it perceives.
    a. True
    b. False
ANSWER: True

39. The Gestaltists' view was diametrically opposed to the functionalists' claim that experience can be broken down into separate elements.
    a. True
    b. False
ANSWER: False

40. Gestalt psychologists believed that the entirety of a perceptual experience can be greater than the sum of its component parts.
    a. True
    b. False
ANSWER: True

41. Frederic Bartlett demonstrated that our expectancies play a large role in the accuracy of our memories.
    a. True
    b. False
ANSWER: True

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Chapter 01: True/False

42. Frederic Bartlett conceptualized memory as a photographic representation of a past experience.
    a. True
    b. False
ANSWER: False

43. Jean Piaget demonstrated that even toddlers grasp the concept that the mass of an object remains constant even if it is divided.
    a. True
    b. False
ANSWER: False

44. Jean Piaget studied the perceptual and cognitive errors of children in order to understand the development of the human mind.
    a. True
    b. False
ANSWER: True

45. Social psychologists believe that the presence of others can influence performance on complicated, but not simple, tasks.
    a. True
    b. False
ANSWER: False

46. Social psychology began as a rejection of Gestalt psychology.
    a. True
    b. False
ANSWER: False

47. Attempting to understand the atrocities of the Nazis gave rise, in part, to the field of social psychology.
    a. True
    b. False
ANSWER: True

48. Noam Chomsky was an outspoken supporter of B. F. Skinner's theory of language.
    a. True
    b. False
ANSWER: False

49. The advent of computers led, in part, to the rise of cognitive psychology.
    a. True
    b. False
ANSWER: True

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Chapter 01: True/False

50. With the advent of computers, cognitive psychologists began conceptualizing the mind as hardware and the brain as software.

a. True

b. False

ANSWER: False

51. John Garcia demonstrated that it is easier for rats to form associations between lights and sickness than scents and sickness.

a. True

b. False

ANSWER: False

52. Darwin's theory of natural selection no longer plays a prominent role among today's evolutionary psychologists.

a. True

b. False

ANSWER: False

53. The anthropologist Margaret Mead introduced the evolutionary psychology movement.

a. True

b. False

ANSWER: False

54. An evolutionary psychologist would argue that traits such as jealousy exist because they are reinforced at an early age.

a. True

b. False

ANSWER: False

55. Cultural psychology began to emerge as a strong force in psychology in the early 1900s.

a. True

b. False

ANSWER: False

56. By studying how quickly rats pressed levers for food pellets before and after surgery that removed parts of their brains, Karl Lashley hoped to discover the precise spot in the brain where learning occurs.

a. True

b. False

ANSWER: False

57. Karl Lashley discovered that by removing small sections of a rat's brain, he could completely erase its memory of a previously learned maze.

a. True

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Chapter 01: True/False

b. False

ANSWER: False

58. Karl Lashley discovered that maze learning tends to be localized to a small area in the left brain hemisphere termed the Broca's area.

a. True

b. False

ANSWER: False

59. Someone with damage to their Broca's area cannot understand spoken words.

a. True

b. False

ANSWER: False

60. Behavioral neuroscience is a field of psychology that attempts to understand the links between the mind and the brain.

a. True

b. False

ANSWER: False

61. Behavioral and cognitive psychology have benefited greatly from the knowledge obtained from invasive experimental brain surgery techniques in human participants.

a. True

b. False

ANSWER: False

62. Cognitive psychology is a field of psychology that attempts to understand the links between brain activity and cognitive processes.

a. True

b. False

ANSWER: False

63. Cultural psychology represents a merger of psychology and anthropology.

a. True

b. False

ANSWER: True

64. Cultural psychology represents a merger of psychology and geography.

a. True

b. False

ANSWER: False

65. Today, one fourth of the members of the American Psychological Association are women.

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Chapter 01: True/False

a. True
b. False

ANSWER: False

66. The American Psychological Association existed for nearly 100 years before it elected a woman as president.
a. True
b. False

ANSWER: False

67. Currently, the majority of people earning a PhD in Psychology from an American university are women.
a. True
b. False

ANSWER: True

68. Mary Calkins was the first female president of the American Psychological Association.
a. True
b. False

ANSWER: True

69. The results of Kenneth Clark's research on the developmental effects of prejudice, discrimination, and segregation on children was cited by the U.S. Supreme Court in the landmark case *Brown v. Board of Education,* decided in 1954.
a. True
b. False

ANSWER: True

70. After earning their PhDs, most psychologists today continue to teach or engage in research activities.
a. True
b. False

ANSWER: False

71. A psychiatrist has a medical degree.
a. True
b. False

ANSWER: True

72. Counseling psychologists usually focus on psychological issues that occur in the workplace.
a. True
b. False

ANSWER: False

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Chapter 01: Multiple Choice

1. Psychology is the scientific study of:
   a. mind and body.
   b. mind and behavior.
   c. mood and behavior.
   d. mood and body.

ANSWER: b

2. Psychology is the _____ study of mind and behavior.
   a. materialistic
   b. idealistic
   c. scientific
   d. philosophical

ANSWER: c

3. Psychology is the scientific study of mind and behavior. Behavior refers to:
   a. perceptions, thoughts, memories, and feelings.
   b. explanations.
   c. urges.
   d. observable actions of human and nonhuman animals.

ANSWER: d

4. The early roots of psychology are firmly planted in physiology and in:
   a. anatomy.
   b. logic.
   c. dualism.
   d. philosophy.

ANSWER: d

5. Among the first to struggle with how the mind works were the:
   a. ancient philosophers.
   b. realists led by Locke.
   c. nativists led by Kant.
   d. 18th-century German physiologists.

ANSWER: a

6. _____ refers to the private inner experience of perception, thoughts, memories, and feelings.
   a. Mind
   b. Dualism
   c. Behavior
   d. Empiricism

ANSWER: a

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Chapter 01: Multiple Choice

7. Attempts to develop a scientific approach to psychology related the _____ to the _____.
   a. soul; unconscious
   b. spirit; mind
   c. mind; brain
   d. soul; spirit

ANSWER: c

8. Descartes is to _____ as Hobbes is to _____.
   a. structuralism; nativism
   b. dualism; materialism
   c. nativism; dualism
   d. dualism; idealism

ANSWER: b

9. Which philosopher advocated dualism?
   a. Hobbes
   b. Locke
   c. Kant
   d. Descartes

ANSWER: d

10. _____ believed that the mind and body are fundamentally different things, with the body made of a material substance and the mind made of an immaterial or spiritual substance.
   a. Kant
   b. Hobbes
   c. Descartes
   d. Locke

ANSWER: c

11. Kaiya believes that her spirituality is rooted in a specific area of the brain. Her beliefs are similar to those of:
   a. Ryle.
   b. Descartes.
   c. Hobbes.
   d. Locke.

ANSWER: c

12. Michael believes that our nonphysical minds are distinct from our brain and direct the actions of our brain and body. His beliefs are MOST similar to those of which philosopher?
   a. Descartes
   b. Kant

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Chapter 01: Multiple Choice

c. Hobbes
d. Locke

ANSWER: a

13. Kolby believes that a nonphysical spiritual entity inside each of us controls our physical body and the decisions that we make. Her beliefs are MOST consistent with which philosophical view?
a. behaviorism
b. philosophical empiricism
c. phrenology
d. dualism

ANSWER: d

14. One piece of evidence that would support materialism is:
a. first-hand accounts from people who have near-death experiences.
b. memory is ultimately explainable in terms of the physical processes that produce it.
c. brain activity produces consciousness.
d. both genetic and environmental factors influence human behavior.

ANSWER: b

15. The modern view that the subjective experience of having a mind is the result of brain activity can be traced to which philosopher?
a. Hobbes
b. Kant
c. Descartes
d. Locke

ANSWER: a

16. Today, psychologists believe that thoughts and feelings:
a. arise from electrical and chemical activities of the brain.
b. arise from a nonphysical mind interacting with the pineal gland in the brain.
c. are not proper subject matter for science research.
d. are not adaptive in helping us function effectively in the world.

ANSWER: a

17. Today, most psychologists would agree with which statement concerning mental processes?
a. The scientific method cannot be applied to the study of thinking and emotion.
b. Mental processes are nonphysical entities that control the brain and body.
c. Mental processes arise from brain functioning.
d. Mental processes are the only subject matter worthy of study in psychology.

ANSWER: c

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Chapter 01: Multiple Choice

18. Sam is a modern scholar of psychological science. Sam is likely to believe:
    a. the scientific method cannot be applied to the study of thinking and emotion.
    b. thoughts, feelings, and behavior arise from electrical and chemical events in the brain.
    c. psychologists should confine their analyses to the study of observable behavior.
    d. mental processes are the only subject matter worthy of study in psychology.

ANSWER: b

19. Kant advocated the philosophical views of:
    a. empiricism and idealism.
    b. nativism and idealism.
    c. dualism and realism.
    d. materialism and idealism.

ANSWER: b

20. Katya feels a cold breeze. She believes that the perception of this breeze arises from the brain's interpretation of information from the sensory organs. This is most consistent with:
    a. philosophical idealism.
    b. philosophical realism.
    c. empiricism.
    d. nativism.

ANSWER: a

21. Deiondre believes that philosophical idealism drives perception. He is most likely to assert that:
    a. your perceptions of this page are a result of the light bouncing from the page into your eye only.
    b. the pictures of this page produced by the eye accurately depict the world.
    c. the light bouncing from this page into your eye is irrelevant for your perception of this page.
    d. the light bouncing from the page into your eye and other information your brain has about the world combine to create a full perception of this page.

ANSWER: d

22. Xue does not believe that we have a nonphysical mind. Rather, he believes that the mind is what the brain does. His views are MOST similar to those of:
    a. Locke.
    b. Kant.
    c. Ryle.
    d. Hobbes.

ANSWER: d

23. Amaya believes that certain kinds of knowledge are innate or inborn. This is a theory known as:
    a. functionalism.
    b. nativism.

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Chapter 01: Multiple Choice

c. philosophical empiricism.
d. structuralism.

ANSWER: b

24. Nativism is reflected in psychological views that emphasize the effect of _____ on behavior.
a. nurture
b. intuition
c. schemas
d. nature

ANSWER: d

25. Which early philosopher believed that certain kinds of knowledge as being innate or inborn?
a. Descartes
b. Kant
c. Hobbes
d. Locke

ANSWER: b

26. Nature is to nurture as nativism is to:
a. empiricism.
b. realism.
c. dualism.
d. idealism.

ANSWER: a

27. Salim believes that all knowledge was acquired through experience, an idea known as:
a. dualism.
b. empiricism.
c. materialism.
d. nativism.

ANSWER: b

28. The notion that the mind at birth is a tabula rasa is consistent with the views of:
a. Ryle.
b. Descartes.
c. Locke.
d. Kant.

ANSWER: c

29. Which piece of evidence is most consistent with Kant's ideas of nativism?
a. Infants appear to have some basic knowledge of the laws of physics.

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Chapter 01: Multiple Choice

b. Infants may begin to reproduce sounds typical of the language they are exposed to during the 1st year of development.
c. Infants develop color perception after birth.
d. Children who are exposed to books learn about books.

ANSWER: a

30. The observation that infants have some knowledge of mathematics is MOST consistent with:
a. nativism.
b. phrenology.
c. empiricism.
d. tabula rasa.

ANSWER: a

31. The major limitation of the works of philosophers to an understanding of human behavior is that:
a. the works tended to underestimate the role of nature in determining human behavior.
b. the forces that govern human behavior have changed considerably since their time.
c. the works tended to underestimate the role of nurture in shaping human behavior.
d. philosophers did not develop ways to test their theories.

ANSWER: d

32. Who wrote the book *Principles of Physiological Psychology* in 1874, establishing psychology as a new domain of science?
a. Helmholtz
b. Wundt
c. Ebbinghaus
d. Titchener

ANSWER: b

33. _____ is the amount of time between the onset of a stimulus and a response to that stimulus.
a. Natural selection
b. Introspection
c. Reaction time
d. Stimulus time

ANSWER: c

34. The amount of time between the onset of a stimulus and a response can be used to calculate:
a. subjective response to stimulus.
b. speed at which nerves transmit information.
c. learning.
d. stimulus time.

ANSWER: b

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Chapter 01: Multiple Choice

35. Penny wanted to find out how long it would take her sister Cathy to press a button when she hears a tone. Penny is studying what type of process?
a. classical conditioning
b. introspection
c. reaction time
d. stimulus time

ANSWER: c

36. Yara wanted to find out how long it would take her sister Charice to press a button when she hears a tone. She was determining Charice's:
a. reaction time.
b. unconscious activity.
c. reinforced behavior.
d. systematic self-observation.

ANSWER: a

37. Hermann von Helmholtz is remembered for:
a. developing a technique of "systematic self-observation" known as introspection.
b. becoming the first to earn a PhD in psychology.
c. measuring the speed of a nervous impulse.
d. developing an approach to psychology that emphasized the adaptive significance of mental processes.

ANSWER: c

38. _____ calculated the speed at which nerves transmit information.
a. Hermann von Helmholtz
b. William James
c. Hermann Ebbinghaus
d. Edward Titchener

ANSWER: a

39. An acupuncturist asks you to verbally respond as soon as you feel a pinprick as she stimulates your upper thigh, hamstring, calf, and foot with a needle. Based on Helmholtz's research, you will react MOST quickly when the _____ is stimulated.
a. upper thigh
b. hamstring
c. calf
d. foot

ANSWER: a

40. Hermann von Helmholtz is to _____ as Wilhelm Wundt is to _____.

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Chapter 01: Multiple Choice

a. introspection; functionalism
b. reaction time; structuralism
c. reaction time; functionalism
d. introspection; structuralism

ANSWER: b

41. Historians generally credit the emergence of psychology as a science to:
a. Wundt.
b. Darwin.
c. Ebbinghaus.
d. James.

ANSWER: a

42. The FIRST laboratory devoted exclusively to psychology as an independent field of study opened:
a. in Paris in 1859.
b. in Leipzig in 1879.
c. in Berlin in 1889.
d. at Cornell University in 1909.

ANSWER: b

43. In his experiments, Rashid, a trained observer, is analyzing reactions to bitter tastes. He is using a technique known as:
a. reaction time testing.
b. psychoanalysis.
c. behaviorism.
d. introspection.

ANSWER: d

44. Wundt believed that scientific psychology should focus on analyzing:
a. decision making.
b. observable behavior.
c. consciousness.
d. brain functioning.

ANSWER: c

45. Wundt believed that scientific psychology should focus on analyzing the basic elements comprising consciousness, an approach his students later termed:
a. psychoanalysis.
b. functionalism.
c. consciousness.
d. structuralism.

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Chapter 01: Multiple Choice

ANSWER: d

46. Early psychologists using structuralist methods in the study of psychology attempted to:
    a. use free association to gain insight into the unconsciousness.
    b. analyze conscious experience into its most basic parts.
    c. use reaction-time measures to map or structure neural networks in the brain.
    d. identify the adaptive functions of mental activity.

ANSWER: b

47. What technique did psychologists who studied structuralism use?
    a. conditioning
    b. introspection
    c. psychoanalysis
    d. hypnosis

ANSWER: b

48. Presented with a stimulus, student observers in Wundt's lab were asked to report on their "raw" sensory experience, a technique known as:
    a. inspection.
    b. circumspection.
    c. retrospection.
    d. introspection.

ANSWER: d

49. A participant seated in an otherwise dark room stares at the flickering of a lit candle and reports on her subjective experiences, such as the visual experience of the candle flickering and the haptic sensation of warmth. The psychologist conducting this experiment is MOST likely to be _____, and the method being used is _____.
    a. Wundt; reaction time test
    b. James; introspection
    c. Titchener; introspection
    d. Titchener; functionalism

ANSWER: c

50. Edward Titchener is to _____ as William James is to _____.
    a. functionalism; behaviorism
    b. functionalism; structuralism
    c. structuralism; behaviorism
    d. structuralism; functionalism

ANSWER: d

51. The lack of consistency in perceptual experiences between individuals using introspective techniques

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Chapter 01: Multiple Choice

contributed to the decline of:

a. empiricism.
b. functionalism.
c. humanism.
d. structuralism.

ANSWER: d

52. Which of these is NOT a flaw of introspective methods?

a. There was a lack of consistency between observers.
b. Scientists had difficulty agreeing on the building blocks of subjective experience.
c. There was no way to tell if an observer's description of their inner experience was accurate.
d. Observers were exposed to many different stimuli.

ANSWER: d

53. The major reason structuralism ultimately failed as a school of psychology was that:

a. by associating itself with Darwin, it drew harsh criticism from some religious authorities.
b. there was no evidence suggesting that Freud's theories were accurate.
c. the methods used by structuralists did not produce replicable observations.
d. reaction time is unrelated to activity in the brain.

ANSWER: c

54. William James founded which school of psychology?

a. structuralism
b. behaviorism
c. functionalism
d. psychoanalysis

ANSWER: c

55. Which psychologist established functionalism as an approach to psychology?

a. James
b. Titchener
c. Wundt
d. Watson

ANSWER: a

56. An early approach to psychology that focused on how mental processes enable people to adapt to their environment is called:

a. structuralism.
b. social Darwinism.
c. functionalism.
d. behaviorism.

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Chapter 01: Multiple Choice

ANSWER: c

57. Which early school of psychology was most concerned with the adaptive importance of mental processes?
    a. structuralism
    b. functionalism
    c. behaviorism
    d. empiricism

ANSWER: b

58. William James is to _____ as Wilhelm Wundt is to _____.
    a. functionalism; behaviorism
    b. functionalism; structuralism
    c. structuralism; behaviorism
    d. structuralism; functionalism

ANSWER: b

59. William James viewed consciousness as being similar to:
    a. a flowing stream.
    b. the parts of an atom.
    c. an explanatory fiction.
    d. the parts of a clock.

ANSWER: a

60. Which early psychologist used the metaphor of a flowing stream to describe consciousness?
    a. Hermann von Helmholtz
    b. William James
    c. Edward Titchener
    d. Wilhelm Wundt

ANSWER: b

61. William James's school of functionalism was MOST influenced by the works of:
    a. John Locke.
    b. Wilhelm Wundt.
    c. Charles Darwin.
    d. René Descartes.

ANSWER: c

62. Research participants are asked to rotate a three-dimensional object in their minds. William James would be MOST interested in which research question?
    a. What are the subjective experiences of the participants as they do this task?
    b. In what ways does the ability to manipulate objects in the mind aid problem solving in the real

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Chapter 01: Multiple Choice

world?

c. At what age does this ability develop?

d. What are the unconscious processes underlying this task?

ANSWER: b

63. Studies have demonstrated that we attend to only a fraction of the sensory information that the brain receives. Based on this information, William James would be MOST interested in which research question?

a. What are the basic elements of sensory information?

b. Do unattended sensory experiences exist in the unconscious?

c. Will more information be perceived if participants are reinforced by cash incentives for better attention?

d. Why might it be advantageous for the mind to filter out most sensory information?

ANSWER: d

64. Manny believes that the goal of psychologists should be to determine the function of consciousness. His belief is most similar to that of:

a. James.

b. Wundt.

c. Tichener.

d. Darwin.

ANSWER: a

65. The functionalist approach was MOST influenced by the theory of:

a. empiricism.

b. materialism.

c. natural selection.

d. dualism.

ANSWER: c

66. The theory known as _____ posits that traits that help organisms survive and reproduce are more likely to be passed on to subsequent generations.

a. structuralism

b. nativism

c. natural selection

d. functionalism

ANSWER: c

67. James argued that the job of psychologists is to:

a. figure out the function of consciousness.

b. determine the building blocks of consciousness.

c. research only observable behavior.

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d. use introspection to study consciousness.

ANSWER: a

68. Darwin's theory of _____ refers to the process by which the specific attributes that promote an organism's survival and reproduction become more prevalent in the population over time.

a. structuralism
b. nativism
c. natural selection
d. functionalism

ANSWER: c

69. In his theory of _____, Darwin proposed that attributes that are most adaptive become more prevalent in the population.

a. structuralism
b. nativism
c. natural selection
d. functionalism

ANSWER: c

70. Imani makes the observation that dogs have better night vision than humans. According to Darwin's principle of natural selection, which explanation best fits Imani's observation?

a. Dogs have different distributions of visual receptors than humans.
b. Night vision must have been a more adaptive attribute for ancient dogs than humans.
c. The consciousness of all animals must have evolved for a use.
d. Visual perception involves different learning processes for dogs and humans.

ANSWER: b

71. Aki explains that humans with ancestry in northern Europe have adapted to digest dairy products more easily because the harsh winters in that area required their ancestors to develop an ability to eat non-plant-based foods. Aki's explanation is most in line with which theory?

a. structuralism
b. nativism
c. natural selection
d. functionalism

ANSWER: c

72. Based on his functionalist views, William James might be MOST interested in which research question related to test-taking anxiety?

a. Is test-taking anxiety related to generalized anxiety disorder?
b. Does anxiety provided motivation for increased study?
c. What do participants report when they introspect about failing an exam?
d. What brain regions are active when anxiety is experienced?

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ANSWER: b

73. Based on his functionalist views, William James might be MOST interested to know which information about sleep?
    a. the percentage of people who dream
    b. the average number of hours a night people sleep
    c. the importance of sleep in forming long-term memories
    d. the changes in brain electrical activity that co-occur with sleep stages

ANSWER: c

74. Research in psychological science has shown all of these EXCEPT:
    a. cognitive behavioral therapy is an effective treatment for depression.
    b. the DARE antidrug program is ineffective.
    c. one stereotype threat intervention reduced the achievement gap by 40%.
    d. scared straight interventions are effective.

ANSWER: d

75. Research in psychological science has NOT shown which of these?
    a. Cognitive behavioral therapy is an ineffective treatment for depression.
    b. The DARE antidrug program is ineffective.
    c. Scared straight programs designed to prevent at-risk teens from engaging in criminal behavior are ineffective.
    d. Critical incident stress debriefing interventions are ineffective.

ANSWER: a

76. In the late 1800s, a temporary loss of cognitive or motor function with no obvious physical origin was termed:
    a. agoraphobia.
    b. hysteria.
    c. neurosis.
    d. generalized anxiety.

ANSWER: b

77. In the late 1800s, Charcot and Janet found that _____ eliminated signs of hysteria in their patients.
    a. amnesia
    b. neurosis
    c. introspection
    d. hypnosis

ANSWER: d

78. In the late 1800s, Charcot and Janet noted that symptoms of hysteria were eliminated when patients:
    a. were paid for not exhibiting those symptoms.

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b. received electroconvulsive shock therapy.
c. were hypnotized.
d. introspected on the causes of their hysteria.

ANSWER: c

79. Sigmund Freud is to Edward Titchener as _____ is/are to _____.
a. the elements of the unconscious; the elements of consciousness
b. psychoanalysis; behaviorism
c. empiricism; structuralism
d. structuralism; functionalism

ANSWER: a

80. Sigmund Freud is to Edward Titchener as _____ is to _____.
a. psychoanalysis; introspection
b. introspection; behaviorism
c. empiricism; structuralism
d. psychoanalysis; functionalism

ANSWER: a

81. Edward Titchener is to _____ as John Watson is to _____.
a. functionalism; behaviorism
b. functionalism; structuralism
c. structuralism; behaviorism
d. structuralism; functionalism

ANSWER: c

82. William James is to _____ as John Watson is to _____.
a. functionalism; behaviorism
b. functionalism; structuralism
c. structuralism; behaviorism
d. structuralism; functionalism

ANSWER: a

83. Sigmund Freud is to William James as _____ is/are to _____.
a. the elements of the unconscious; the basic elements of consciousness
b. psychoanalysis; behaviorism
c. humanism; functionalism
d. psychoanalysis; functionalism

ANSWER: d

84. William James is to _____ as John Watson is to _____.

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a. Charles Darwin; Ivan Pavlov
b. Wilhelm Wundt; B. F. Skinner
c. Edward Titchener; Rosalie Rayner
d. B. F. Skinner; Margaret Floy Washburn

ANSWER: a

85. Which definition BEST describes hysteria?
a. the emergence of multiple personalities as the result of an extreme stressor such as child abuse
b. a major depressive episode triggered by a major life event such as divorce
c. a temporary loss of cognitive or motor functioning with no obvious physical origin
d. generalized anxiety due to daily stressors

ANSWER: c

86. Jacqueline reports that she just has become blind in her left eye, although there is no physical cause. A clinician in the late 1800s would probably have diagnosed Jacqueline with:
a. hysteria.
b. neurosis.
c. projection.
d. repression.

ANSWER: a

87. Anne reports that after a heated argument with her spouse, her left leg has become paralyzed, although there is no medical cause. A clinician in the late 1800s would probably have diagnosed Anne with:
a. projection.
b. neurosis.
c. hysteria.
d. repression.

ANSWER: c

88. Amaya reports that after a heated argument with her partner, she cannot remember her identity, although there is no medical cause. Jean-Martin Charcot or Pierre Janet would probably have treated Amaya's condition:
a. by inducing a hypnotic trance.
b. using free association.
c. with introspection.
d. using conditioning techniques.

ANSWER: a

89. Which psychologist studied with and was influenced by Charcot?
a. Wundt
b. Titchener
c. James

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d. Freud

ANSWER: d

90. Freud emphasized that his patients' hysterical symptoms could be traced to:

a. effects of painful childhood experiences that could not be remembered.

b. "mind bugs," or curious failures of otherwise adaptive cognitive processes.

c. feelings of shame and inadequacy acquired during adolescent sexual development.

d. maladaptive patterns of behavior that could be observed during infancy.

ANSWER: a

91. Freud called the _____ the part of the mind that operates outside of conscious awareness but influences conscious thoughts, feelings, and actions.

a. preconscious

b. unconscious

c. self-conscious

d. subconscious

ANSWER: b

92. The theory that emphasizes the importance of unconscious mental processes in shaping feelings, thoughts, and behaviors is called:

a. Gestalt theory.

b. structuralism.

c. functionalism.

d. psychoanalytic theory.

ANSWER: d

93. Carrie is working with a patient to uncover the patient's early experiences as well as to try to bring unconscious anxieties and conflicts into awareness. Carrie's work is based on which approach?

a. introspection

b. psychoanalytic

c. behaviorist

d. structuralist

ANSWER: b

94. Dr. Rivera believes that psychological disorders arise largely from unconscious processes. In his work with clients, he tries to pull repressed memories out of the unconscious and into the light of day, where they can be resolved. Dr. Rivera's work is based on that of:

a. behaviorists.

b. Gestalt psychologists.

c. psychoanalysts.

d. cognitive psychologists.

ANSWER: c

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95. Psychoanalysis focuses on:
    a. the adaptability of certain psychological disorders.
    b. deconstructing consciousness into its component parts.
    c. bringing unconscious material into conscious awareness.
    d. ways to banish anxiety into the unconscious.
ANSWER: c

96. Bringing unconscious material into conscious awareness is the goal of:
    a. psychoanalysis.
    b. behaviorism.
    c. introspection.
    d. neuroscience.
ANSWER: a

97. Which pioneer of clinical psychology is associated with psychoanalysis?
    a. Freud
    b. Maslow
    c. Rogers
    d. James
ANSWER: a

98. Which psychologist was NOT part of the psychoanalytic movement?
    a. Sigmund Freud
    b. Alfred Adler
    c. Carl Jung
    d. William James
ANSWER: d

99. Freud believed that patients' _____ and _____ offered a glimpse into their unconscious minds.
    a. dreams; free associations
    b. dreams; behavior
    c. free association; behavior
    d. behavior; hypnotic trances
ANSWER: a

100. Professor Malone believes that much of human behavior is governed by unconscious sexual desires. Her conceptual framework is MOST consistent with:
    a. behaviorism.
    b. psychoanalysis.
    c. humanism.

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d. functionalism.

ANSWER: b

101. Professor Morales adopts a psychoanalytic conceptualization of personality. She believes that different personality types:

a. are genetically based traits.

b. simply are summary terms for a variety of learned behaviors.

c. arise as a result of unconscious processes.

d. emerge on our quest for self-actualization.

ANSWER: c

102. Within psychology, psychoanalysis had its greatest influence on:

a. cognitive psychologists.

b. clinicians.

c. behaviorists.

d. experimental psychologists.

ANSWER: b

103. According to John Watson, the goal of a scientific psychology is to:

a. examine stimulus and response.

b. understand both the structure and function of consciousness.

c. determine the neural mechanisms underlying behavior and thought.

d. ease psychological distress and help people reach their fullest potential.

ANSWER: a

104. John Watson was interested in how _____ behavior, and B. F. Skinner focused on how _____ control(s) behavior.

a. reinforcers strengthen; free will

b. emotions trigger; reinforcers

c. stimuli produce; mental processes

d. stimuli elicit; consequences

ANSWER: d

105. An approach that advocates that psychologists restrict themselves to the scientific study of observable behavior is called:

a. psychoanalysis.

b. behaviorism.

c. functionalism.

d. structuralism.

ANSWER: b

106. _____ advocates the scientific study of objectively observable behavior.

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a. Functionalism
b. Structuralism
c. Behaviorism
d. Psychoanalysis

ANSWER: c

107. The restriction of scientific study to observable behavior only is:
a. functionalism.
b. structuralism.
c. behaviorism.
d. psychoanalysis.

ANSWER: c

108. In terms of its subject matter for analysis, which school of psychology MOST differs from the others?
a. structuralism
b. functionalism
c. psychoanalysis
d. behaviorism

ANSWER: d

109. Structuralism, functionalism, and psychoanalysis all are similar in that advocates of each position:
a. sought to identify the building blocks of consciousness.
b. believed that consciousness was best described metaphorically as a flowing river.
c. attempted to understand the inner workings of the mind.
d. believed that human behavior was determined largely by unconscious forces.

ANSWER: c

110. Why did behaviorism gain popularity as an approach to psychology?
a. It was a reaction to the pessimistic view of human nature espoused by psychoanalytic theory.
b. Psychoanalysts had failed to develop effective treatments.
c. It advocated for nurturing and developing the mind by rewarding healthy patterns of thinking.
d. It is difficult to know what is going on in people's minds.

ANSWER: d

111. "You don't know what she thinks, but you know how she acts." This statement characterizes which approach?
a. psychoanalysis
b. humanism
c. behaviorism
d. Gestalt theories

ANSWER: c

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112. Hector doesn't believe that mental processes can be studied scientifically because they are too subjective. Rather, psychological studies that constrain themselves only to what people actually do appeal to him. Hector's views are consistent with which approach?

a. psychoanalysis
b. structuralism
c. functionalism
d. behaviorism

ANSWER: d

113. Watson criticized the introspective methods of the structuralists and functionalists primarily because:

a. the use of these methods necessitated a belief in the existence of mental events.
b. introspection cannot produce replicable and objective measures required by science.
c. the stimulus–response introspective model was overly simplistic.
d. reaction time was an unreliable dependent measure.

ANSWER: b

114. "The goal of scientific psychology should be to predict and control behavior that benefits society." This statement is associated with which psychologist?

a. Freud
b. James
c. Watson
d. Wertheimer

ANSWER: c

115. Ivan Pavlov, a Russian physiologist, is BEST known for his experiments:

a. conditioning a salivation response in dogs to environmental stimuli.
b. measuring the speed at which a bell can be perceived in a dog's auditory cortex.
c. demonstrating the effectiveness of positive reinforcement in dogs.
d. investigating salivation in dogs when the olfactory bulb is surgically removed.

ANSWER: a

116. In Pavlov's research, a tone was sounded prior to delivering food to hungry dogs. After a number of trials, what did Pavlov notice?

a. The dogs salivated prior to the tone being sounded.
b. The dogs salivated to the sound of the tone alone.
c. The dogs salivated only after the food was presented.
d. The dogs began doing spontaneous tricks as soon as the tone sounded.

ANSWER: b

117. In Pavlov's research, the sound of a tone was a _____ for salivating.

a. stimulus

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b. response
c. construal
d. reinforcer

ANSWER: a

118. In Pavlov's research, the tone was a _____ for the dogs to salivate.
a. reinforcer
b. response
c. construal
d. stimulus

ANSWER: d

119. In Pavlov's research, dogs' salivation is an example of a:
a. stimulus.
b. response.
c. construal of a stimulus.
d. reinforcer.

ANSWER: b

120. If you are having trouble finding your cat, you may try shaking the can that contains its treats. The sound of the treats as you shake the can would be a:
a. response.
b. stimulus.
c. reaction.
d. reinforcer.

ANSWER: b

121. When Tori's smartphone beeps, she checks it. The beep is an example of a:
a. response.
b. sensation.
c. stimulus.
d. reinforcer.

ANSWER: c

122. When Tori's smartphone beeps, she checks it. Checking her phone at the sound of the beep is an example of a:
a. response.
b. sensation.
c. stimulus.
d. reinforcer.

ANSWER: a

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123. When the light comes on in his car indicating that his gas is low, Jason drives to the nearest gas station. The indicator light is an example of a:

a. reinforcer.
b. sensation.
c. stimulus.
d. response.

ANSWER: c

124. Olivia turns on the air conditioning when it gets too hot in the house. Olivia's actions are a _____ controlled by the _____ of heat.

a. response; stimulus
b. stimulus; response
c. response; reinforcer
d. stimulus; reinforcer

ANSWER: a

125. The behaviorism of John Watson has been described as _____ psychology.

a. animal
b. stimulus–response
c. subjective
d. humanistic

ANSWER: b

126. Which psychologist is MOST associated with stimulus–response psychology?

a. Sigmund Freud
b. William James
c. John Watson
d. Margaret Floy Washburn

ANSWER: c

127. Response is to stimulus as the:

a. firing of a gun at the start of a race is to running.
b. tone is to salivation for Pavlov's dogs.
c. pressing of the brakes is to a red traffic light.
d. ringing of the alarm clock is to rolling out of bed.

ANSWER: c

128. Response is to stimulus as:

a. an email notification is to checking your messages.
b. being startled is to a loud noise.

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c. a red light is to hitting the brakes.
d. a funny story is to a smile.

ANSWER: b

129. Which statement about John Watson is correct?
a. He completely denied the existence of mental events.
b. He believed that genetic factors were the largest influence on behavior.
c. He believed that environmental factors were the most important influences on behavior.
d. He believed that nature was more important than nurture in determining behavior.

ANSWER: c

130. John Watson is to _____ as B. F. Skinner is to _____.
a. reinforcers; free will
b. emotions; reinforcers
c. stimuli; mental processes
d. stimuli; consequences

ANSWER: d

131. Leslie thinks that we learn to act in certain ways because of the consequences of our behavior. Her belief is probably influenced by the findings of:
a. William James.
b. Sigmund Freud.
c. B. F. Skinner.
d. Wilhelm Wundt.

ANSWER: c

132. Skinner's rat is to _____ as Pavlov's dog is to _____.
a. nurture; nature
b. active; passive
c. stimulus; response
d. response; reinforcer

ANSWER: b

133. Who invented a conditioning chamber in which rats pressed levers to earn food rewards?
a. Ivan Pavlov
b. B. F. Skinner
c. John Watson
d. G. Stanley Hall

ANSWER: b

134. Two people observe a toddler throwing a temper tantrum at a toy store. The first comments quietly, "What

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an annoying little beast!" The second, noticing that the mother of the toddler just gave the boy a toy to calm him down, states, "It's not his fault. He's behaving exactly as _____ would predict."

a. William James
b. B. F. Skinner
c. Ivan Pavlov
d. John Watson

ANSWER: b

135. When 4-year-old Isabel hears the sound of the ice cream truck's music, she runs outside in hopes of getting an ice cream bar. The ice cream bar is a _____ running outside when she hears the music.

a. response to
b. stimulus eliciting
c. reinforcement for
d. construal triggering

ANSWER: c

136. Sandy's children would accidentally drop pieces of food under the table during family dinners, so Sandy's dog, Lola, learned to sit under the dinner table as a good place to receive food. Lola's behavior has been influenced by:

a. consciousness.
b. reinforcement.
c. punishment.
d. reaction time.

ANSWER: b

137. Which scenario represents the principle of reinforcement?

a. doing the same thing over and over again regardless of the consequences
b. blinking when a particle lands in your eye
c. studying hard because it results in good grades
d. introspecting about a pleasurable experience in your life

ANSWER: c

138. Which psychologist is associated with the development of cumulative recorders that record the frequency of responses in real time?

a. John Watson
b. William James
c. Wilhelm Wundt
d. B. F. Skinner

ANSWER: d

139. Which statement presents a characteristic of Skinner's cumulative recorder?

a. It noted the cumulative effects of stimuli.

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b. It recorded the frequency of responses in real time.
c. It provided immediate feedback as to whether a behavior would be rewarded.
d. It did not result in important experimental insights.

ANSWER: b

140. In his best-selling book *Beyond Freedom and Dignity*, _____ argued that behavior is determined by its consequences and that free will is an illusion.
a. William James
b. B. F. Skinner
c. Ivan Pavlov
d. Sigmund Freud

ANSWER: b

141. In his best-selling book *Beyond Freedom and Dignity*, B. F. Skinner argued that behavior is:
a. an outcome of the innate capacity of persons to choose freely.
b. partly the result of a limited free will that has evolved as a result of natural selection.
c. completely determined by genetic factors, and free will is an illusion.
d. determined largely by its consequences, and free will is an illusion.

ANSWER: d

142. Beginning in the 1950s, behaviorism began to receive intense criticism. Which statement is NOT one of the criticisms against behaviorism?
a. It ignores the mental processes underlying behavior.
b. It uses subjective measures in its research.
c. It ignores the role of evolutionary history on behavior.
d. It presents an inadequate account of language development.

ANSWER: b

143. Beginning in the 1950s, behaviorism began to receive intense criticism. Which statement is NOT one of the criticisms against behaviorism?
a. It proved inadequate in predicting and controlling behavior.
b. It ignored cognitive events underlying behavior.
c. It underestimated the role of genetic factors on behavior.
d. It had difficulty explaining the development of language in humans.

ANSWER: a

144. Which field of psychology is interested in studying errors of perception, memory, or judgment in which subjective experience differs from objective reality?
a. behaviorism
b. Gestalt psychology
c. psychoanalysis

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d. functionalism.

ANSWER: b

145. When you go to a movie theater that uses film projection, you might see the fast movement of a superhero flying through the air. What you are really seeing is a series of still photographs flashed quickly onto the screen. What area of psychology studied this phenomenon?

a. structuralism
b. Gestalt psychology
c. functionalism
d. behaviorism

ANSWER: b

146. _____ pioneered the Gestalt psychology movement.

a. Max Wertheimer
b. Frederic Bartlett
c. Kurt Lewin
d. Hermann Ebbinghaus

ANSWER: a

147. Gestalt psychologists believed that:

a. visual illusions are caused by faulty thinking.
b. the whole is greater than the sum of its parts.
c. images are produced in different parts of the brain.
d. hallucinations are the result of a chemical imbalance in the brain.

ANSWER: b

148. A train is passing by, but Jean's view of it is partially obstructed by traffic. According to Gestalt psychologists, he nevertheless perceives a unified single train because:

a. a long train conjures repressed sexuality in the unconscious.
b. in the past, he has been reinforced for perceiving in this way.
c. the train stimulus simply evoked this sensory response.
d. the mind imposes organization on what it perceives.

ANSWER: d

149. Wertheimer, a Gestalt psychologist, used _____ to show how perception of a whole object or scene can influence judgments about its individual elements.

a. illusory motion
b. introspection
c. reinforcement
d. dream analysis

ANSWER: a

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150. Gestalt psychologist Max Wertheimer demonstrated that:
a. visual illusions are caused by faulty thinking.
b. perception of a whole image influences judgements about the parts.
c. images are produced in different parts of the brain.
d. illusory motion is unrelated to the mind.
ANSWER: b

151. In their research, Gestalt psychologists demonstrated that:
a. illusory motion occurs due to sensory input from physical stimuli alone.
b. physical stimuli alone are responsible for the perceptual experience.
c. the mind imposes organization on what it perceives.
d. illusory motion is unrelated to the mind.
ANSWER: c

152. We perceive the lights on a quickly blinking neon sign to be in motion, a phenomenon studied by which psychologists?
a. Gestalt
b. humanist
c. psychodynamic
d. behaviorist
ANSWER: a

153. Frederic Bartlett is BEST known for research involving:
a. illusory motion.
b. participants' false memories of stories.
c. a conditioning chamber.
d. cognitive errors in children.
ANSWER: b

154. Which pioneer of cognitive psychology conducted research on memory in which he asked participants to read stories and then try to remember what they had read after varying amounts of time had passed?
a. Frederic Bartlett
b. Jean Piaget
c. B. F. Skinner
d. Max Wertheimer
ANSWER: a

155. Frederic Bartlett believed that:
a. memory is an unobservable construct that cannot be empirically studied.
b. memory operates like a recording device.
c. the mind is irrelevant for studies of memory.

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d. memory is constructed by the mind using theories of how the world works.

ANSWER: d

156. Frederic Bartlett's research on memory demonstrated that people tend to remember:

a. what actually happened instead of what should have happened.
b. what they expected to happen instead of what actually happened.
c. nonsense syllables with more accuracy than meaningful words.
d. meaningful words with more accuracy than nonsense syllables.

ANSWER: b

157. A memory expert testifies in court for the defense that the eyewitness testimony should be given less importance because memory is constructed by the mind. The expert is articulating the position FIRST advanced by:

a. Max Weirtheimer.
b. Hermann Ebbinghaus.
c. Jean Piaget.
d. Frederic Bartlett.

ANSWER: d

158. Malik claims that he remembers the first day of class exactly as it happened. However, based on the research findings of Frederic Bartlett, it is more likely that:

a. he has no memory of the first day of class.
b. his memory is heavily influenced by his expectations of the first day.
c. his memory was like a recording device.
d. he initially filled in incorrect details, but as time has passed, he remembers the day with more accuracy.

ANSWER: b

159. A cognitive psychologist who studied the perceptual and cognitive errors of children in order to gain insight into the nature and development of the human mind was:

a. Jean Piaget.
b. Frederic Bartlett.
c. Kurt Lewin.
d. Max Wertheimer.

ANSWER: a

160. Jean Piaget attempted to gain insight into the nature and development of the human mind by studying:

a. how memories are contaminated by prior knowledge.
b. the perceptual and cognitive errors of children.
c. the rate at which forgetting occurs.
d. perceptual illusions in adults.

ANSWER: b

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161. Piaget showed children equally small mounds of clay and then broke one mound into little pieces. He then asked children to identify which had more clay. Until the age of _____, children typically identified the unbroken mound as containing more clay.

a. 1 year
b. 3 to 4 years
c. 6 to 7 years
d. 9 to 10 years

ANSWER: c

162. Piaget showed children equally small mounds of clay and then broke one mound into little pieces. He then asked children to identify which had more clay. If we replicated this experiment, which participant would we expect to correctly identify both mounds as equal?

a. 9-month-old Aisha
b. 3-year-old Sam
c. 5-year-old Amida
d. 8-year-old Sydney

ANSWER: d

163. A college student taking introductory psychology decides to test Piaget's theories of mental development on her 3-year-old brother, who loves hot dogs and is very hungry. She shows him two hot dogs. Then, while he is watching, she breaks one of the hot dogs in half. She asks if he would like one hot dog (the intact hot dog) or two hot dogs (the hot dog cut in half). Consistent with Piaget's findings, the child:

a. selects the intact hot dog.
b. selects the hot dog cut in half.
c. says she is silly because both are the same.
d. becomes confused and starts crying.

ANSWER: b

164. A college student taking introductory psychology decides to test Piaget's theories of mental development on his 10-year-old sister, who loves hot dogs and is very hungry. He shows her two hot dogs. Then, while she is watching, he breaks one of the hot dogs in half. He asks if she would like one hot dog (the intact hot dog) or two hot dogs (the hot dog cut in half). Consistent with Piaget's findings, the girl probably will:

a. select the intact hot dog.
b. select the hot dog cut in half.
c. state that both choices are the same.
d. become confused and have trouble deciding.

ANSWER: c

165. Based on his research, Piaget concluded that:

a. children have no memories before the age of 10.
b. small children view the world in a fundamentally different way than adults do.

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c. small children can learn stimulus–response relationships.
d. children and adults think similarly about the relationships between the size and mass of objects.

ANSWER: b

166. Piaget concluded that small children view the world in a fundamentally different way than adults do because:
a. children cannot form memories.
b. children cannot learn stimulus–response relationships.
c. children's theories of the relationship between the size and mass of objects are different than those of adults.
d. children cannot use introspection.

ANSWER: c

167. Two boats sank in the Indian Ocean in World War II. In 1998, John Dunn and Kim Kirsner used _____ research on memory to analyze survivors' memories and locate the wreckage.
a. Titchener's
b. Piaget's
c. Bartlett's
d. Kirsner's

ANSWER: c

168. One practical application of Bartlett's research occurred in 1998, when John Dunn and Kim Kirsner:
a. used sonar to detect the wreckage of two ships that sank in World War II.
b. used analysis of survivor's memories to make a prediction about where the wreckage of two ships might be.
c. used introspection to assess perceptual experiences during a crisis.
d. used stories about the ships to recreate the size and shape of the ships.

ANSWER: b

169. A cognitive psychologist who argued that it wasn't an environmental stimulus, but rather the subjective experience—or construal—of the stimulus that led to behavior, was:
a. Karl Lashley.
b. John Watson.
c. Kurt Lewin.
d. Noam Chomsky.

ANSWER: c

170. A teacher praises a student for asking a good question. Which psychologist would state that the effect of praise on subsequent behavior depends on the student's subjective experience of it?
a. B. F. Skinner
b. Kurt Lewin
c. Jean Piaget

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d. Frederic Bartlett

ANSWER: b

171. Psychologist Kurt Lewin believed that stimulus–response psychology was too simplistic to predict human behavior. In his theories, he inserted which terms between "stimulus" and "response"?

a. construal of the stimulus
b. structure of the stimulus
c. reinforcement by the stimulus
d. informational value of the stimulus

ANSWER: a

172. According to Kurt Lewin, a construal is:

a. a physical property of the stimulus.
b. the observable response to the stimulus.
c. a perceptual illusion that commonly occurs to visual stimuli.
d. the subjective meaning of the stimulus.

ANSWER: d

173. The study of the causes and consequences of sociality is called:

a. cultural psychology.
b. cognitive psychology.
c. sociobiology.
d. social psychology.

ANSWER: d

174. Dr. Aguilera studies the influence of peer pressure on adolescents. Which area of psychology does her research BEST represent?

a. cognitive psychology
b. social psychology
c. clinical psychology
d. cultural psychology

ANSWER: b

175. Dr. Cover studies the benefits and undesirable outcomes of stereotyping. Which area of psychology does her research BEST represent?

a. cognitive psychology
b. social psychology
c. clinical psychology
d. cultural psychology

ANSWER: b

176. Raymond wants to learn the most effective techniques to make a favorable first impression. Raymond

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might want to take a course in _____ psychology.

a. developmental
b. cultural
c. Gestalt
d. social

ANSWER: d

177. Veronica wants to learn if opposites really do attract. She might want to take a course in the causes and consequences of sociality, otherwise known as:

a. cognitive psychology.
b. behavioral neuroscience.
c. Gestalt psychology.
d. social psychology.

ANSWER: d

178. The research of which psychologist gave birth to the field of social psychology?

a. Jean Piaget
b. Kurt Lewin
c. Max Wertheimer
d. Solomon Asch

ANSWER: b

179. The research of Kurt Lewin contributed to the birth of _____ psychology.

a. social
b. evolutionary
c. cultural
d. Gestalt

ANSWER: a

180. Lance notices that when he jogs with Cheryl, he runs faster than when he jogs by himself. Which psychological approach BEST explains this behavior?

a. sports psychology
b. psychoanalysis
c. social psychology
d. evolutionary psychology

ANSWER: c

181. Amy notes that her 10K time is significantly faster when she runs it with others than when she runs by herself. Amy's observation would be of most interest to:

a. social psychologists.
b. behavioral neuroscientists.

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c. developmental psychologists.
d. cultural psychologists.

ANSWER: a

182. Which factor did NOT contribute to the development of social psychology in its early years?
a. the invention of the computer
b. Gestalt psychology
c. the rise of Nazi Germany
d. the interest in mental phenomena among some psychologists

ANSWER: a

183. Solomon Asch's primacy effect describes why:
a. people draw inferences about others based on first impressions.
b. people continuously adjust their theories of others based on all of the information they have.
c. people ignore the first information they learn about others.
d. people do not form theories about other people.

ANSWER: a

184. Which research question would be of MOST interest to social psychologists?
a. Why do people support and join terrorist organizations?
b. What are the necessary steps in language development?
c. Which areas of the brain are active during dreaming?
d. How does generational poverty affect rates of depression and anxiety?

ANSWER: a

185. Which research question would be of MOST interest to social psychologists?
a. Will a light stimulus yield a fear response after several pairings of the light with a loud sound?
b. Which area of the brain is active when participants are asked to remember a crime they committed?
c. Why do otherwise decent people commit evil acts when ordered to do so by a totalitarian regime?
d. Is the fear response adaptive?

ANSWER: c

186. Fatima studies why decent people commit evil acts when ordered to do so by a totalitarian regime. Fatima is MOST likely a:
a. behaviorist.
b. cognitive neuroscientist.
c. social psychologist.
d. evolutionary psychologist.

ANSWER: c

187. Angel is interested in studying how media coverage of racially charged events affects implicit biases or

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prejudices. Angel is MOST likely a:

a. cognitive psychologist.
b. behavioral neuroscientist.
c. social psychologist.
d. Gestalt psychologist.

ANSWER: c

188. Solomon Asch was a social psychologist whose research interests were shaped, in part, by:

a. the American civil rights movement.
b. the development of computers.
c. Gestalt psychology.
d. theories of language development.

ANSWER: c

189. Solomon Asch's _____ describes why early information about a person changes the interpretation of later information.

a. primacy effect
b. Gestalt psychology approach
c. theory of mind
d. behavioristic theory

ANSWER: a

190. Which linguist published a devastating critique of Skinner's theory of language development?

a. George Miller
b. Noam Chomsky
c. Donald Broadbent
d. Ulric Neisser

ANSWER: b

191. A behavioral account of language development, entitled *Verbal Behavior* (1957), was written by:

a. B. F. Skinner.
b. Noam Chomsky.
c. John Watson.
d. Ulric Neisser.

ANSWER: a

192. B. F. Skinner's *Verbal Behavior* (1957) attempts to provide a(n) _____ account of language.

a. cognitive
b. evolutionary
c. behavioral
d. sociocultural

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ANSWER: c

193. According to Chomsky, which observation of language challenges a behavioral account?
a. It is more difficult to learn a second language as one ages.
b. Deficits in speech production in developing children can be overcome with an intense individualized education plan.
c. Different languages are spoken around the world.
d. Speech that has never before been reinforced nevertheless occurs frequently.

ANSWER: d

194. The advent of _____ in 1945 had an enormous conceptual impact on the development of cognitive psychology.
a. statistical programming
b. television
c. conditioning chambers
d. computers

ANSWER: d

195. The advent of computers in 1945 had an enormous conceptual impact on the development of _____ psychology.
a. behavioral
b. Gestalt
c. cognitive
d. social

ANSWER: c

196. Which topic is LEAST likely to be studied by cognitive psychologists?
a. attention
b. memory
c. decision making
d. conformity

ANSWER: d

197. Which topic is LEAST likely to be studied by cognitive psychologists?
a. attention
b. memory
c. reinforcement
d. perception

ANSWER: c

198. In the 1950s, the advent of computers had an enormous influence on how psychologists conceptualized the mind. In this conceptualization, the brain was analogous to:

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a. computer hardware.
b. computer software.
c. an electrical source.
d. programming language.

ANSWER: a

199. In the 1950s, the advent of computers had an enormous influence on how psychologists conceptualized the mind. In this conceptualization, the mind was analogous to:
a. computer hardware.
b. computer software.
c. an electrical source.
d. data-storage devices.

ANSWER: b

200. According to cognitive psychologists, computer hardware is to software as:
a. brain is to mind.
b. mind is to brain.
c. mind is to language.
d. language is to mind.

ANSWER: a

201. According to cognitive psychologists, computer software is to hardware as:
a. brain is to mind.
b. mind is to brain.
c. mind is to language.
d. language is to mind.

ANSWER: b

202. According to Chomsky, which observation of language in children challenges a behavioral account?
a. Children can generate new grammatically correct sentences.
b. Young children tend to repeat what they just heard.
c. If you give a child a cookie every time they say "please," they will say "please" more often.
d. Grammar rules are highly individualistic and the result of childhood learning experiences.

ANSWER: a

203. Which research question would cognitive psychologists be MOST interested in studying?
a. Can children's behavior be modified through intermittent reinforcement?
b. What is the evolutionary basis for the fear of snakes?
c. How does gesture improve memory retention?
d. What part of the brain processes rewards?

ANSWER: c

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204. Which research question would cognitive psychologists be MOST interested in studying?
a. Why do people conform in social settings?
b. What is the evolutionary basis for food preferences?
c. How do life events become stored in memory?
d. How does the school a child attends influence their social development?
ANSWER: c

205. The scientific study of human information processing is called:
a. behavioral neuroscience.
b. physiology.
c. cognitive psychology.
d. mental psychology.
ANSWER: c

206. Who summarized the dramatic shift in psychology's orientation away from behaviorism in a book entitled *Cognitive Psychology* (1967)?
a. George Miller
b. Noam Chomsky
c. Donald Broadbent
d. Ulric Neisser
ANSWER: d

207. Ulrich Neisser's landmark book published in 1967 provided a foundation for the field of _____ psychology.
a. cognitive
b. evolutionary
c. clinical
d. social
ANSWER: a

208. Rats are more likely to form a smell–sickness association than a light–sickness association, suggesting that rats have:
a. an inability to associate a light with any consequence.
b. evolved to not associate lights with smell.
c. learned some associations more easily than others because of natural selection.
d. evolved to easily associate sickness with any stimulus in their environment.
ANSWER: c

209. _____ demonstrated that the ease with which associations are learned can be influenced by an organism's evolutionary history.
a. Karl Lashley

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b. John Garcia
c. E. O. Wilson
d. Charles Darwin

ANSWER: b

210. Kayla doesn't know it yet, but she has just contracted a stomach virus from her roommate, Beverly. Kayla puts on a new dress and goes on a first date with Jermaine, where they eat oysters. Later that night, Kayla becomes violently ill. Kayla is MOST likely to associate the sickness with:

a. the oysters.
b. Beverly.
c. Jermaine.
d. her new dress.

ANSWER: a

211. Six-year-old Michael eats teriyaki chicken for the first time at a Japanese restaurant and shortly thereafter becomes nauseous during the car ride home. The sickness is actually due to his catching a virus from his older brother Patrick. Michael is MOST likely to associate the sickness with:

a. Patrick.
b. the teriyaki flavor.
c. the sign outside the Japanese restaurant.
d. riding in the car.

ANSWER: b

212. Rats are more likely to form a smell–sickness association than a light–sickness association, suggesting that:

a. genetic factors are a relatively unimportant component of learning.
b. rats have evolved to not associate lights with smell.
c. behavior is in part the product of the learning experiences of our ancestors.
d. rats have had more learning opportunities to associate smell with sickness.

ANSWER: c

213. What type of psychology explains mind and behavior in terms of the adaptive value of abilities that are preserved over time by natural selection?

a. behaviorism
b. physiological psychology
c. evolutionary psychology
d. cognitive neuroscience

ANSWER: c

214. The psychological approach that emphasizes that the mind is a collection of specialized components that are designed to overcome problems that our ancestors faced over millions of years is:

a. psychoanalysis.

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b. existential psychology.
c. cultural psychology.
d. evolutionary psychology.

ANSWER: d

215. According to evolutionary psychology, jealousy:
a. hindered reproduction in our ancestors through a decrease in "jealous genes."
b. can be understood by examining how ancient hunter-gatherers coped with the challenges of survival and reproduction.
c. facilitates reproductive success today.
d. hinders the ability to attract but facilitates the ability to keep a mate today.

ANSWER: b

216. Dr. O'Leary believes that most young men prefer to choose young, healthy women for their life partners because doing so boosts their chances for producing healthy offspring. This outlook illustrates the _____ perspective.
a. Gestalt
b. evolutionary
c. behavioral
d. developmental

ANSWER: b

217. Dr. White believes that humans are biologically prepared to fear snakes. This outlook illustrates the _____ perspective.
a. cultural
b. evolutionary
c. behavioral
d. developmental

ANSWER: b

218. How might an evolutionary psychologist explain the fact that people tend to enjoy high-fat food?
a. When food was scarce in our ancestral past, people who ate high-fat food tended to obtain the calories that they needed to survive and, ultimately, reproduce.
b. High-fat food activates areas in the brain corresponding to reward.
c. Over one's lifetime, many interpersonal relationships revolve around eating these "comfort" food items.
d. Although eating high-fat food resulted in great mortality rates among our ancestors, the availability of medication today allows people to consume larger amounts of high-fat food.

ANSWER: a

219. The emergence of evolutionary psychology as a recent psychological discipline is largely credited to the work of the biologist:

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a. Ivan Pavlov.
b. Charles Darwin.
c. E. O. Wilson.
d. B. F. Skinner.

ANSWER: c

220. _____ was the FIRST to identify a specialized brain region involved in the production of speech.
a. Broca
b. Garcia
c. Cosmides
d. Symons

ANSWER: a

221. The research of Broca:
a. established behaviorism as a true science.
b. confirmed Descartes's belief that the mind and body were linked via the pineal gland.
c. is consistent with the view of the mind held by Thomas Hobbes.
d. demonstrated that mental processes can occur independently of brain activity.

ANSWER: c

222. Based on his research, Broca:
a. confirmed predictions made by behaviorism.
b. uncovered evidence consistent with dualism.
c. conceptualized mental processes in terms of both nature and nurture.
d. attributed the cause of mental processes to brain activity.

ANSWER: d

223. The French physician Paul Broca discovered a brain region that was associated with the:
a. production and understanding of speech.
b. production of speech.
c. understanding of speech.
d. ability to understand novel speech.

ANSWER: b

224. Jamie suffered a stroke and experienced damage to Broca's area. Jamie will have problems:
a. reading out loud.
b. understanding the plot of her favorite television show.
c. remembering the names of her family members.
d. recognizing facial emotions.

ANSWER: a

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225. Esa suffered a stroke that led to damage to her Broca's area. Esa will have problems:
a. understanding a verbal instruction.
b. distinguishing among different dialects.
c. matching names to faces.
d. producing speech.
ANSWER: d

226. Damage to which brain region impairs the production of speech?
a. the pineal gland
b. Broca's area
c. the hippocampus
d. the temporal lobe
ANSWER: b

227. After suffering a stroke, Irma could no longer produce speech, although she clearly understood what others were saying to her. The stroke probably damaged her:
a. hippocampus.
b. amygdala.
c. Wernicke's area.
d. Broca's area.
ANSWER: d

228. After suffering a stroke, Aliyah was able to understand what people said to her but was unable to speak to them. The stroke probably damaged her:
a. hypothalamus.
b. Broca's area.
c. nodes of Ranvier.
d. cerebellum.
ANSWER: b

229. Which early neuropsychologist trained rats to run a maze, surgically removed parts of their brains, and then measured how well they could run the maze again?
a. Noam Chomsky
b. Karl Lashley
c. Jean Piaget
d. Paul Broca
ANSWER: b

230. Karl Lashley's early neuroscientific research sought to identify the specific brain region:
a. underlying grammar rules.
b. involved in speech production.

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c. responsible for rats learning to navigate a maze.
d. responsible for visual perception.

ANSWER: c

231. After conducting repeated experiments in which he first trained rats to navigate a maze and then removed tiny sections of their brains to see if that brain region eliminated learning, Lashley reported that:
a. learning the maze could be erased by removing a tiny section of Broca's area.
b. the memory of the maze was localized in the right hemisphere of the brain.
c. the memory of the maze was localized in the left hemisphere of the brain.
d. no one brain region seemed to uniquely and reliably eliminate maze learning.

ANSWER: d

232. After training rats to successfully navigate a maze, Karl Lashley sought to determine the precise spot in the brain where the learning occurred by:
a. surgically removing tiny sections of the brain and then retesting the rats.
b. giving the rats experimental drugs that target specific brain areas and then retesting the rats.
c. studying differences in dendritic density in various brain regions under a microscope after the rats' death.
d. studying the rats running the maze while connected to a recorder that measured brain electrical activity.

ANSWER: a

233. Which approach to psychology links psychological processes to activities in the brain?
a. cognitive psychology
b. cognitive psychology
c. behavioral neuroscience
d. evolutionary psychology

ANSWER: c

234. The _____ approach to psychology links psychological processes to activities in the brain.
a. cognitive
b. evolutionary
c. behavioral neuroscience
d. Gestalt

ANSWER: c

235. Which research question is MOST relevant to behavioral neuroscience?
a. What processes are involved in complex decision making?
b. What brain mechanisms underlie reinforcement and punishment?
c. What situational variables contribute to enhanced long-term memory?
d. What are some evolutionary adaptations of the brain?

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ANSWER: b

236. Which research question is MOST relevant to behavioral neuroscience?
a. How does children's language develop?
b. What brain mechanisms are changed by repeated drug use?
c. Why are people more likely to comply with large requests after they agree to smaller requests?
d. How does distraction affect working memory?

ANSWER: b

237. Amanda seeks to understand the brain functions underlying mate selection in quail. Amanda is MOST likely a(n):
a. developmental psychologist.
b. social psychologist.
c. cognitive neuroscientist.
d. behavioral neuroscientist.

ANSWER: d

238. Chloe seeks to understand the brain functions associated with coordinated movement. Chloe is MOST likely a(n):
a. behaviorist.
b. evolutionary psychologist.
c. cognitive neuroscientist.
d. behavioral neuroscientist.

ANSWER: d

239. Research using scanning technology of the brain has demonstrated that when a person who has been deaf from birth learns American Sign Language at an early age, that person uses _____ hemisphere when communicating with American Sign Language.
a. the left
b. the right
c. both the right and the left
d. neither the right nor the left

ANSWER: c

240. A field that attempts to understand the links between cognitive processes and brain activity is:
a. cognitive neuroscience.
b. cognitive psychotherapy.
c. physiological psychology.
d. evolutionary psychology.

ANSWER: a

241. Kerrie wants to understand how perceptions, beliefs, and memories activate different regions in the brain.

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Which field of psychology would you suggest Kerrie explore?
a. cognitive psychology
b. behavioral neuroscience
c. evolutionary psychology
d. cognitive neuroscience
ANSWER: d

242. Laila is a PhD student in cognitive neuroscience. Which area would she be most likely to study?
a. brain mechanisms underlying memory formation
b. brain mechanisms underlying sleep
c. brain mechanisms underlying reinforcement
d. brain mechanisms underlying aging
ANSWER: a

243. As a PhD student in cognitive neuroscience, Jerome is likely to study:
a. brain mechanisms underlying language formation.
b. brain mechanisms underlying sexual attraction.
c. brain mechanisms underlying stimulus-response learning.
d. evolutionarily adaptive brain mechanisms.
ANSWER: a

244. When people are randomly assigned to think of themselves as upper class, these people behave more _____ than do people in a control group.
a. aggressively
b. charitably
c. selfishly
d. altruistically
ANSWER: c

245. Values, traditions, and beliefs that are shared by a particular group of people are called:
a. customs.
b. ceremonies.
c. culture.
d. backgrounds.
ANSWER: c

246. Which factor is LEAST likely to define a culture?
a. age
b. nationality
c. sexual orientation
d. diversity

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ANSWER: d

247. Cultural psychology began when psychologists recognized the importance of insights from:
a. psychologists from different cultures.
b. economists.
c. anthropologists.
d. political scientists.

ANSWER: c

248. Which cultural difference can be found in just about every corner of the world?
a. wealth disparity
b. racial differences
c. religious differences
d. language differences

ANSWER: a

249. Brice travels to remote places and examines how the people live. He pays particular attention to their values and traditions. What type of psychologist is Brice?
a. evolutionary
b. cultural
c. social
d. Gestalt

ANSWER: b

250. Andre studies if altruism varies as a function of individualistic or collectivist societies. He pays particular attention to differences in values between the two societies. What type of psychologist is Andre?
a. evolutionary
b. cultural
c. cognitive
d. Gestalt

ANSWER: b

251. One of the first psychologists interested in the contributions of culture to psychology was:
a. Karl Lashley.
b. Noam Chomsky.
c. B. F. Skinner.
d. Wilhelm Wundt.

ANSWER: d

252. Cultural psychologists interested in the body mutilation and blood-letting rituals in mountainous tribes of New Guinea would be informed by independent research conducted by:
a. political scientists.

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b. anthropologists.
c. evolutionary psychologists.
d. behavioral economists.

ANSWER: b

253. Julie believes that the society in which one grows up does not have an impact on psychological issues. Which approach BEST fits her view?
a. social psychology
b. behaviorism
c. cultural psychology
d. Gestalt psychology

ANSWER: b

254. If you believe that the results of a study on conformity conducted on college students in the United States may differ considerably had the study taken place among older adults in Asia, you are thinking like a:
a. evolutionary psychologist.
b. behaviorist.
c. neuroscientist.
d. cultural psychologist.

ANSWER: d

255. The observation that people of different nations pay attention to different aspects of visual images is in accordance with:
a. behaviorism.
b. evolutionary psychology.
c. developmental psychology.
d. cultural psychology.

ANSWER: d

256. Dirk researches whether anxiety manifests itself in the same way regardless of where one lives. Dirk is MOST likely a:
a. cultural psychologist.
b. behaviorist.
c. neuroscientist.
d. Gestalt psychologist.

ANSWER: a

257. Which statement about visual processing in Eastern and Western cultures is true?
a. Easterners tend to process visual information analytically.
b. Both cultures process visual information the same way.
c. Westerners tend to process visual information analytically.

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d. Westerners tend to process visual information holistically.

ANSWER: c

258. Which statement about visual processing in Eastern and Western cultures is true?

a. Easterners tend to process visual information by attending to relationships and context.
b. There is no difference in visual processing in Easterners and Westerners.
c. Westerners tend to process visual information by attending to relationships and context.
d. Easterners attend primarily to objects in the foreground.

ANSWER: a

259. Who was one of the seven psychologists to start the American Psychological Association?

a. Hermann von Helmholtz
b. John Watson
c. Wilhelm Wundt
d. William James

ANSWER: d

260. Along with six other psychologists, _____ started the American Psychological Association.

a. Karl Lashley
b. William James
c. Wilhelm Wundt
d. John Watson

ANSWER: b

261. Although all of the founding members of the American Psychological Association were White and male, today a majority of all APA members are:

a. Latino.
b. people of color.
c. African American.
d. female.

ANSWER: d

262. Which demographic represents a majority of all American Psychological Association members?

a. Latino
b. African American
c. male
d. female

ANSWER: d

263. Mary Whiton Calkins, a Harvard scholar, was the first female president of the American Psychological Association. She didn't have a PhD in psychology because:

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a. the president of Harvard refused to award her a degree because she was a woman.
b. she didn't complete the requirements for a PhD.
c. she had a PhD in anthropology instead.
d. she participated in unethical behavior.

ANSWER: a

264. Despite serving as the first female president of the American Psychological Association, _____ didn't have a PhD in psychology.
a. Mary Whiton Calkins
b. Barbel Inhelder
c. Mamie Phipps Clark
d. Margaret Floy Washburn

ANSWER: a

265. Who was the first female to earn a PhD in psychology?
a. Mary Whiton Calkins
b. Mamie Phipps Clark
c. Anna Freud
d. Margaret Floy Washburn

ANSWER: d

266. Who was the first African American to receive a PhD in psychology?
a. Mary Whiton Calkins
b. Kenneth Clark
c. Francis Cecil Sumner
d. Mamie Phipps Clark

ANSWER: c

267. Who was the first African American president of the American Psychological Association?
a. Mary Whiton Calkins
b. Francis Cecil Sumner
c. Kenneth Clark
d. Mamie Phipps Clark

ANSWER: c

268. _____ conducted research on the developmental effects of prejudice, discrimination, and segregation on children in the 1950s. The research was cited by the U.S. Supreme Court in its decision in the landmark *Brown v. Board of Education* case.
a. Francis Sumner and Margaret Washburn
b. Margaret Washburn and Kenneth Clark
c. William James and Mary Whiton Calkins

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d. Kenneth Clark and Mamie Phipps Clark

ANSWER: d

269. The research of Mamie Phipps Clark and Kenneth Clark on prejudice, discrimination, and segregation was fundamental in which Supreme Court ruling?

a. *Stewart v. Board of Education*
b. *Brown v. Board of Education*
c. *Roe v. Wade*
d. *NAACP v. Board of Education*

ANSWER: b

270. Today, more than 70% of individuals receiving their PhDs in psychology are:

a. White males.
b. males.
c. people of color.
d. females.

ANSWER: d

271. What is the difference between a therapist and a psychiatrist?

a. A therapist can only work in schools.
b. A psychiatrist has a MD degree, whereas a therapist may have a PhD, PsyD, or MEd degree.
c. Only a therapist can prescribe medication.
d. A psychiatrist goes to graduate school for many more years than a therapist does.

ANSWER: b

272. Karen received a PhD in psychology and now treats psychological disorders. Which type of psychologist is Karen?

a. therapist
b. research
c. social
d. academic

ANSWER: a

273. Cliff has been prescribed Xanax to treat his anxiety, probably by a:

a. counseling psychologist.
b. industrial/organizational psychologist.
c. psychiatrist.
d. school psychologist.

ANSWER: c

274. Khan visits a therapist. Which issue is likely to be addressed in his visit?

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Chapter 01: Multiple Choice

a. the efficiency of his employees' performance
b. the depressive symptoms he's been experiencing
c. how to improve his marathon times
d. how his company should market their newly designed product

ANSWER: b

275. Which mental health professionals assist people in dealing with work/career issues, life changes, and common crises?

a. social psychologists
b. industrial/organizational psychologists
c. counseling psychologists
d. health psychologists

ANSWER: c

276. As an elementary school student, Xu met with a psychologist who helped him with speech and reading. Which type of psychologist did Xu see?

a. experimental psychologist
b. cognitive neuroscientist
c. social psychologist
d. school psychologist

ANSWER: d

277. Jorge is in the middle of a divorce and is experiencing stress associated with this period of adjustment. Jorge should probably seek help from a(n):

a. psychiatrist.
b. organizational psychologist.
c. health psychologist.
d. counseling psychologist.

ANSWER: d

278. Jeremiah thinks it would be beneficial for his employees to attend a seminar on how to become more productive at work. Which type of psychologist would conduct this seminar?

a. clinical psychologist
b. industrial/organizational psychologist
c. school psychologist
d. cognitive psychologist

ANSWER: b

279. Psychologists spend an average of _____ years in graduate school before attaining their PhDs.

a. 2
b. 4

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Chapter 01: Multiple Choice

c. 6
d. 10

ANSWER: c

280. The subfield of _____ has the largest number of PhD graduates.
a. health psychology
b. educational psychology
c. clinical and counseling psychology
d. social psychology

ANSWER: c

281. Which of these recent PhDs represents the most common subfield in psychology?
a. Sean, a health psychologist who consults for Fortune 500 companies
b. Gabrielle, an academic behavioral neuroscientist
c. Alejandra, a social psychologist researching stereotypes and conformity
d. Malik, a clinical counselor specializing in treating substance abuse

ANSWER: d

282. Psychologists work in a wide variety of settings, but the LARGEST percentage work in:
a. business.
b. clinical settings.
c. academia.
d. governmental agencies.

ANSWER: b

283. Liz is the CEO of a major company. She is fearful of how her employees are going to react to the company's downsizing and reorganization. She decides to contact a(n) _____ psychologist to help her employees.
a. industrial/organizational
b. clinical
c. school
d. health

ANSWER: a

284. Jamir has advised his football-playing clients that they should develop pregame rituals to increase their focus on the field. Jamir is most likely a:
a. sports psychologist.
b. cognitive neuroscientist.
c. school psychologist.
d. industrial-organizational psychologist.

ANSWER: a

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Chapter 01: Multiple Choice

285. Camila notices that she's not as focused during her volleyball competitions as she'd like to be. She should ask a(n) _____ for help.
a. sports psychologist
b. cognitive neuroscientist
c. school psychologist
d. industrial-organizational psychologist
ANSWER: a

286. Consumer psychology is to _____ as industrial-organizational psychology is to _____.
a. helping athletes train and compete; developing and marketing new products
b. maximizing employees' performance; assisting courts in dealing with crime
c. developing and marketing new products; maximizing employees' performance
d. guiding students; assisting courts in dealing with crime
ANSWER: c

287. Sports psychology is to _____ as consumer psychology is to _____.
a. helping athletes train and compete; developing and marketing new products
b. maximizing employees' performance; assisting courts in dealing with crime
c. developing and marketing new products; maximizing employees' performance
d. guiding students; assisting courts in dealing with crime
ANSWER: a

288. Sports psychology is to _____ as school psychology is to _____.
a. helping athletes train and compete; guiding students, parents, and teachers
b. maximizing employees' performance; assisting courts in dealing with crime
c. developing and marketing new products; maximizing employees' performance
d. guiding students; assisting courts in dealing with crime
ANSWER: a

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Chapter 01: Essay

1. Contrast the views of Locke's realism with Kant's idealism. What position do modern psychologists take on this issue?

ANSWER: The answer should provide the following information: (1) Locke argued that perceptions of the physical world are produced entirely by information from the sensory organs. (2) Kant argued that perceptions of the world involve both the information from the sensory organs and the brain's interpretations of that information. (3) Modern psychologists agree that our perception of the world is an inference—our brain's best guess at what is there.

2. Differentiate between a structuralist and functionalist approach to understanding consciousness. Identify the founders of both approaches and the earlier influences that gave rise to these schools of psychology.

ANSWER: The answer should indicate that Wilhelm Wundt began structuralism and was greatly influenced by the physiological research of Helmholtz, for whom he was a research assistant. Structuralism attempts to identify the basic elements that constitute the mind by deconstructing the conscious experience through techniques such as introspection. William James began functionalism. He did not believe that consciousness can be broken down into basic elements; rather, he believed consciousness was more like a flowing stream than a collection of components. Functionalism sought to identify the adaptive significance, or functions, of consciousness, rather than deconstructing it into elements. James was highly influenced by Darwin's theory of natural selection.

3. Discuss Sigmund Freud's influence on the field of psychology. What are the contributions and critiques of psychoanalytic theory?

ANSWER: The answer should provide the following information: (1) Though many people disagree with Sigmund Freud's psychoanalytic theory, he is one of the most influential psychologists ever. (2) Freud had been educated as a physician and noticed that patients were coming into his office with problems that had no physical justification. Freud decided to talk with these patients about their psychosomatic symptoms, which was termed hysteria in Freud's day. Over time, he developed a therapy called psychoanalysis. (3) Freud developed a theory of how the mind works and how people may be governed by forces of which they are unaware. This idea of an unconscious has had a tremendous impact on psychology, literature, and art. It also formed the basis of psychoanalysis, which involves bringing unconscious motivations, desires, and thoughts into the conscious mind. (4) One limitation of psychoanalytic theory is that it does not lend itself to testable predictions. Because there is little empirical support for Freud's theories, his influence has diminished over the decades. Another criticism of psychoanalytic theory is that it portrayed the human condition pessimistically, positing that human behavior was governed by rather dark forces that were outside of our conscious awareness.

4. Why would John Watson disagree with the definition of psychology as stated in the textbook?

ANSWER: The answer should indicate that psychology can be defined as the scientific study of behavior and mental processes. John Watson was the founder of behaviorism. He believed that mental processes could not be studied scientifically because they were not objectively observable. He believed that if psychology was to be a science, it should confine its subject matter to objectively observable behavior. For this reason, Watson would disagree with the definition of psychology as presented in the textbook. In fairness to Watson, however, he lived before modern brain-scanning devices allowed psychologists to make objective observations of the neurological processes underlying cognition.

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Chapter 01: Essay

5. Describe Skinner's ideas about the forces that control behavior. What would contribute to your studying behavior, according to Skinner?

ANSWER: Skinner believed that consequences control behavior. His principle of reinforcement stated that any behavior that is rewarded will be repeated and any behavior that isn't rewarded won't. Therefore, when students study hard, they may be rewarded with good grades and approval from teachers, parents, and peers. These students' studying behaviors will be reinforced and are more likely to occur in the future.

6. Discuss some benefits that behaviorism brought to the field of psychology. Then discuss some problems associated with behaviorism.

ANSWER: The answer should provide the following information: (1) Behaviorists highlighted the need for psychologists to study phenomena that were objectively observable. This advanced the science of psychology. (2) The research of Ivan Pavlov and John Watson demonstrated how associations between stimuli and responses are formed. (3) Using rats, B. F. Skinner developed a methodology demonstrating that the consequences of behavior determine its future occurrence. This work has taught psychologists how people—and not just rats—learn. His principle of reinforcement pervades modern psychology. (4) By focusing their study only on observable behavior, however, behaviorists neglected important areas of study such as perception, memory, cognitive and brain processes, and language. As a result, most psychologists ultimately shifted away from the behaviorist approach.

7. Humans have a tendency to be afraid of the dark. Provide an explanation of this phenomenon within the framework of both behaviorism and evolutionary psychology. Are the two explanations necessarily incompatible?

ANSWER: The answer should provide the following information: (1) Humans tend not to see well at night. As such, we are prone to accidents when navigating in the dark. In addition, we are at a disadvantage if surrounded by large nocturnal animals that could possibly harm us. In contrast, hunkering down and sleeping in small groups at night provides some measure of safety. (2) Behaviorists would focus on the learning that occurs within an individual's lifetime. For example, the last time Bob went hunting at night, he broke his ankle and almost got eaten by a lion. Hunting at night, then, has been punished by its consequences. Conversely, seeking a safe shelter is reinforced with warmth, safety, and companionship. As a result of these learning experiences, Bob fears the dark and would rather stay inside. (3) Evolutionary psychologists would note that during the course of mammalian evolution, our ancestors who ventured outside in the dark tended not to reproduce in great numbers, perhaps because they fell off cliffs or got eaten by crocodiles. Those ancestors, who just so happened to be leery of the dark, lived to pass on their genes. Thus, we are left with the genes of those who did not particularly enjoy nightly jaunts through the forest. (4) On the surface, the two explanations are very different. While behaviorists do not deny the role of genetics, they point to the environment as the major determinant of behavior. As such, a behaviorist would first seek to understand the learning experiences that shaped an individual's fear of the dark. On the other hand, an evolutionary psychologist will focus on differential reproductive success as a result of the behavior of our ancestors. We are left with their genes, and thus, their behavior patterns. (5) The two explanations are not incompatible, but rather represent different levels of analysis. For example, early mammals might learn to avoid the dark through natural consequences within their lifetime. Principles of reinforcement and punishment from a behavioral account would explain this behavior. These are the mammals that live to reproduce and pass on their genes. To the extent that susceptibility to reinforcement is, in part, genetically based, we are genetically predisposed to fear the dark due to the learning experiences of our remote ancestors.

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Chapter 01: Essay

8. Discuss how technological advancements, along with work in the field of linguistics, advanced cognitive psychology and ultimately led to the downfall of behaviorism as the dominant field within psychology.

ANSWER: The answer should indicate that the advent of the computer gave psychologists a useful model of mental processes. For example, both computers and people seem to register, store, and retrieve information. This computer model inspired much research in the field of cognitive psychology. This growing field of cognitive psychology studied important processes that behaviorists largely ignored, such as perception, memory, and attention, and ultimately supplanted behaviorism as the dominant theoretical position within psychology. Contributing to the downfall of behaviorism was Noam Chomsky's scathing review of B. F. Skinner's *Verbal Behavior*. Skinner believed that language (he called it verbal behavior) was essentially the product of reinforcement. For example, if saying "please" is reinforced, that person may become more polite. Chomsky charged that Skinner's theory of language was overly simplistic. Children use grammar rules that are not explicitly taught and generate novel phrases that were never explicitly reinforced.

9. How might an evolutionary psychologist explain human behavior that is largely detrimental to the individual or the culture, such as aggression or a preference for a high-fat diet?

ANSWER: The answer should provide the following information: (1) Evolutionary psychologists believe that human behavior is the product of millions of years of natural selection. Although these behaviors are largely detrimental today, they were adaptive in the environment of our ancestors. (2) Our ancestors who aggressively procured food and sexual partners tended to be the ones who lived and passed on their genes. (3) In an ancestral environment where food was scarce, those ancestors who had a preference for high-fat foods obtained the calories that they needed to survive. (4) In today's environment where food is abundant and behaving aggressively can send one to prison, these behaviors are largely detrimental. But we are stuck with the genes of our ancestors. To the extent that these behaviors are, in part, biologically determined, we will continue to have a propensity to engage in these behaviors.

10. Discuss the growing impact on psychology of women and people of color, and identify some pioneering women and people of color within psychology.

ANSWER: The answer should provide the following information: (1) Today, women and people of color play leading roles in all areas of psychology. (2) Kenneth Clark, an African American who became the first president of the American Psychological Association in 1970, and Mamie Phipps Clark worked extensively on the self-image of African American children and argued that segregation of the races created great psychological harm. Their research was fundamental and contributed to the Supreme Court's 1954 ruling (*Brown v. Board of Education*) to outlaw segregation in public schools. Kenneth Clark's interest in psychology was sparked by taking a course taught by Francis Cecil Sumner, the first African American to receive a PhD in psychology in 1920. (3) In 1894, Margaret Floy Washburn became the first woman to receive a PhD in psychology. (4) Mary Calkins, the first woman elected as president of the APA in 1905, was mentored by William James and advanced a theory of the role of "self" in psychology. She argued that self is a single unit that cannot be broken down. (5) Women now earn the majority of PhD degrees granted in psychology. In addition, people of color earn approximately 30% of the PhDs granted in psychology.

11. Describe four nonresearch career specializations within psychology.

ANSWER: The answer should provide four of the following: (1) Clinical psychologists (also called therapists) assess and treat people with psychological disorders. They work closely with psychiatrists, who

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have a medical degree and can prescribe medication. Clinical psychology makes up almost half of the doctorates awarded in psychology. (2) Counseling psychologists assist people dealing with career issues, or common personal problems such as divorce, unemployment, or the loss of a loved one. (3) School psychologists work in educational settings and provide guidance to students, parents, and teachers. (4) Industrial/organizational psychologists work in business and industry, and focus on issues such as improving productivity, developing effective planning strategies, and dealing with change. (5) Sports psychologists help athletes train and compete. (6) Forensic psychologists assist attorneys and courts in dealing with crime. (7) Consumer psychologists help companies develop and market new products.

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Name:_____ Class:_____ Date:_____

Chapter 01: Scenario

Ref 1-1:

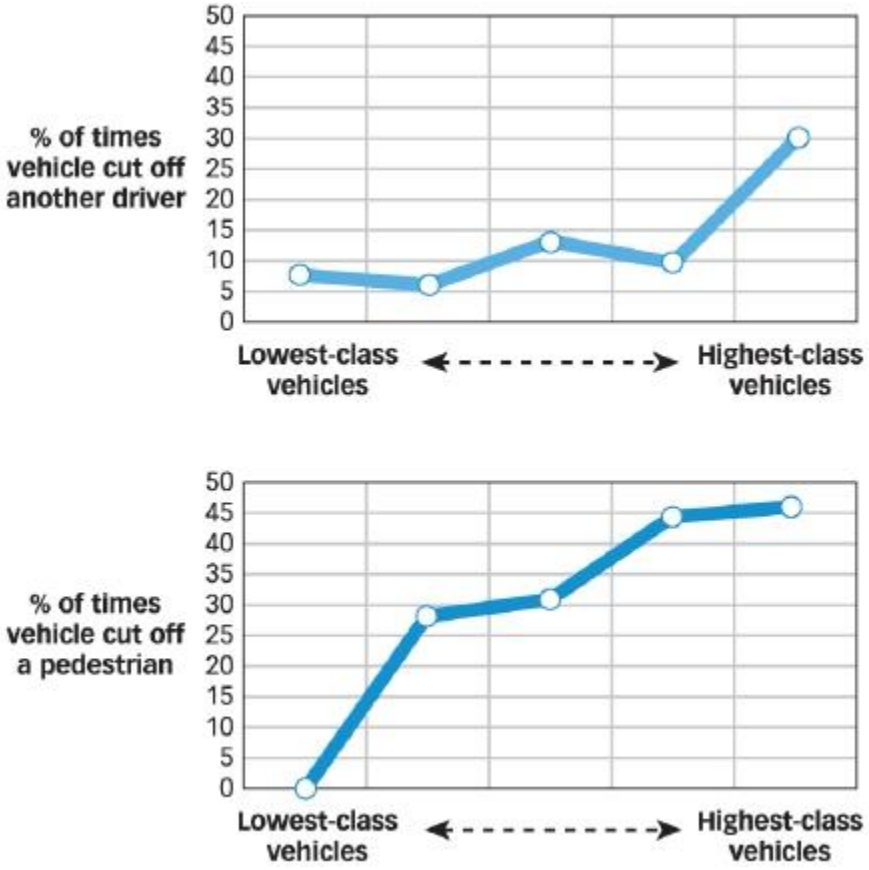
The following questions introduce material from the following publication:

Piff, P. K., Stancato, D. M., Côté, S., Mendoza-Denton, R., & Keltner, D. (2012). Higher social class predicts increased unethical behavior. *PNAS Proceedings of the National Academy of Sciences of the United States of America,* 109(11), 4086–4091. doi:10.1073/pnas.1118373109

Piff and colleagues (2012) used naturalistic observation techniques to determine if wealthy people behaved more or less ethically than people who were not wealthy. In one study, observers stood at a busy intersection and recorded the make, model, and year of each approaching car. They also noted if the car cut off other cars or pedestrians at this intersection.

Major findings of Piff et al. (2012) are presented in Figure 1.1. This figure shows the percentage of times vehicles cut off another driver (top panel) or pedestrians (lower panel) as a function of the social status of the vehicles (with more expensive cars ranked higher in social status).

Figure 1.1



1. *Refer to Ref. 1-1.* The researchers who conducted this study are MOST likely to be _____ psychologists.
   a. cognitive-behavioral
   b. social or cultural

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Chapter 01: Scenario

c. humanistic
d. industrial-organizational

ANSWER: b

2. *Refer to Ref. 1-1.* Consider only the bottom panel in Figure 1.1. These results demonstrate that:
a. wealth makes people care more about themselves than they do others, to the point of ignoring the rights of pedestrians.
b. driving a more expensive car gives one a false sense of security, and this causes people to be more aggressive drivers.
c. people driving higher-class cars are more likely than not to cut off a pedestrian in an intersection.
d. people driving a more expensive car fail to yield to pedestrians more than do people who drive less expensive cars.

ANSWER: d

3. *Refer to Ref. 1-1.* Consider only the top panel in Figure 1.1. These results underscore the importance of:
a. studying a wide range of values, rather than just a few when trying to determine if two variables are related.
b. using random assignment to create equivalent groups.
c. making testable predictions and then refining the theory based on the data.
d. generalizing laboratory results to real-world settings.

ANSWER: a

4. *Refer to Ref. 1-1.* Consider both panels in Figure 1.1. Which is a description of a result shown in this figure?
a. Drivers were more likely to yield to pedestrians than to other cars.
b. Small changes in car social status in the middle-class range nevertheless predicted if drivers would cut off another car.
c. Small increases in the value of a car had relatively large effects on whether a driver would cut off a pedestrian.
d. Small changes in car social status in the middle-class range had no predictive value in determining if people would yield to pedestrians.

ANSWER: c

5. *Refer to Ref. 1-1.* Based on the results shown in Figure 1.1, it is NOT known if:
a. people driving higher-class cars were less likely to yield to pedestrians.
b. drivers in general were more likely to yield to another car than to a pedestrian.
c. wealth caused people to care more about themselves than about others.
d. wealth was associated with selfish driving behavior.

ANSWER: c

6. *Refer to Ref. 1-1.* A psychologist believes that driving expensive cars and not taking into account the rights of others are both the product of feelings of sexual inferiority banished to the unconscious. The psychologist adopts a _____ approach.

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a. Gestalt
b. social or cultural
c. humanistic
d. psychoanalytic

ANSWER: d

7. *Refer to Ref. 1-1.* A psychologist believes that selfishness is a genetically based trait that confers advantages in terms of resource acquisition. As such, the psychologist is not surprised in the least that selfish people drive expensive cars. This _____ would predict that _____.

a. evolutionary psychologist; selfishness results in wealth
b. evolutionary psychologist; wealth makes people selfish
c. cognitive neuroscientist; selfishness results in wealth
d. cognitive neuroscientist; wealth makes people selfish

ANSWER: a

8. *Refer to Ref. 1-1.* A psychologist believes that people in higher and lower social classes learn norms that then affect their behavior in many different settings. One such norm is that people in higher social classes tend to view themselves as more important than others. As such, the psychologist is not surprised that people driving expensive cars are more likely to disregard the rights of others. This _____ psychologist would predict that _____.

a. humanistic; selfishness results in wealth
b. humanistic; wealth makes people selfish
c. cultural; selfishness results in wealth
d. cultural; wealth makes people selfish

ANSWER: d

Ref 1-2:

The following questions introduce material from the following publications:

Bowlby, J. (1969/1982). *Attachment and loss, Vol. 1: Attachment*. New York: Basic Books.

Preckel, K., Scheele, D., Eckstein, M., Maier, W., & Hurlemann, R. (2015). The influence of oxytocin on volitional and emotional ambivalence. *Social Cognitive and Affective Neuroscience,* 10(7), 987–993. doi:10.1093/scan/nsu147

Catherine is a college freshman who is shocked at the intensity of the jealousy expressed by her roommate's boyfriend. Interested in understanding the relationship between Tara and Will, she becomes fascinated to learn in introductory psychology that jealousy has been studied from a variety of perspectives. She goes to the library and begins researching this topic.

9. *Refer to Ref. 1-2.*Some psychological theorists believe that Will's jealousy might be due to his projecting his own banished sexual inadequacies and desires for infidelity from his unconscious. These theorists are MOST likely to be:

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a. cognitive psychologists.
b. social psychologists.
c. humanistic psychologists.
d. psychoanalysts.

ANSWER: d

10. *Refer to Ref. 1-2.* Preckel and colleagues (2015) reported that giving male participants an oxytocin nasal spray shortly before having them imagine their partners engaged in infidelity reduced activity in brain regions associated with jealousy. Catherine further reads that oxytocin is a neurotransmitter found naturally in the brain and then wonders if Will has naturally _____ levels of it. The research by Preckel and colleagues advances a(n) _____ approach to the study of jealousy.

a. low; cognitive neuroscience
b. high; behavioral neuroscience
c. low; evolutionary psychology
d. high; social psychology

ANSWER: a

11. *Refer to Ref. 1-2.* Other psychological theorists point to the consequences of the jealousy as the reason for its continued occurrence. Catherine tends to agree. Every time Will goes into a jealous rage when Tara wants to go out with her friends, Tara capitulates and stays in with him instead. Consistent with a _____ approach to psychology, Catherine believes that Tara is _____ her boyfriend's jealousy.

a. cognitive; construing
b. behavioral; reinforcing
c. humanistic; actualizing
d. evolutionary; selecting

ANSWER: b

12. *Refer to Ref. 1-2.* Bowlby's (1969/1982) attachment theory posits that infants form either secure or insecure attachments with their primary caregiver. These attachment styles are relatively stable across life, and more recent research has found that individuals with insecure attachments are more likely to exhibit jealously in romantic relationships. Catherine wonders what kind of relationship her roommate's boyfriend has with his mother and thinks she needs to read more about this _____ approach to the study of jealousy.

a. developmental
b. humanistic
c. psychoanalytic
d. evolutionary

ANSWER: a

13. *Refer to Ref. 1-2.* In analyzing behavioral and evolutionary accounts of jealousy, Catherine is surprised to learn that these very different approaches both emphasize the importance of adaptive consequences. The difference is that a behavioral approach emphasizes the reinforcing consequences of the jealous behavior _____, and the evolutionary account emphasizes the adaptive consequences of jealousy _____.

a. in reducing it; in strengthening it

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b. for the individual; for the individual's ancestors
c. in an S-R model; within a cognitive model
d. for the relationship; for the individual

ANSWER: b

Ref. 1-3:

The following questions introduce material from the following publication:

Locke, J. (1690/2001). *An Essay concerning human understanding*. [electronic resource]. Batoche. Retrieved from https://ebookcentral.proquest.com/lib/cofc/detail.action?docID=3117747

In his *Essay on Human Understanding* (1690), English philosopher John Locke argued the following:

If we will attentively consider new-born children, we shall have little reason to think that they bring many ideas into the world with them… One may perceive how, by degrees, afterwards, ideas come into their minds; and that they get no more, nor other, than what experience, and the observation of things that come in their way, furnish them with; which might be enough to satisfy us that they are not original characters stamped on the mind.

14. *Refer to Ref. 1-3.* Locke's argument that ideas come into the mind through experience reflects an underlying philosophical _____ between mind and body.

a. nativism
b. realism
c. dualism
d. materialism

ANSWER: c

15. *Refer to Ref. 1-3.* In arguing that the mental world can be changed from physical experience, Locke is advancing a position most similar to the one espoused by:

a. Rene Descartes.
b. Thomas Hobbes.
c. Charles Darwin.
d. John Watson.

ANSWER: a

16. *Refer to Ref 1-3.* Locke's position on how knowledge is acquired best reflects which position?

a. philosophical nativism
b. philosophical empiricism
c. philosophical materialism
d. philosophical idealism

ANSWER: b

17. *Refer to Ref. 1-3.* Which statement would John Locke agree with?

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a. The capacity to form an idea does not require sensory experience.
b. People are born with bits of preprogrammed knowledge.
c. Certain types of ideas are innate in the mind.
d. The mind is a blank slate on which experience writes its story.

ANSWER: d

18. *Refer to Ref. 1-3.* The linguist Noam Chomsky believes that humans are unique in that we have an innate language acquisition device that allows us to quickly acquire language and speak grammatically. This position is _____ with the views espoused by John Locke and reflects a philosophical _____.

a. consistent; empiricism
b. consistent; nativism
c. inconsistent; empiricism
d. inconsistent; nativism

ANSWER: d

19. *Refer to Ref. 1-3.* The psychologist B. F. Skinner believed that language is acquired through experience, specifically from patterns of reinforcements and punishments that follow vocal utterances. With respect to language acquisition, Skinner's views are _____ with the views espoused by John Locke and reflect a philosophical _____.

a. consistent; empiricism
b. consistent; nativism
c. inconsistent; empiricism
d. inconsistent; nativism

ANSWER: a

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