

**COPYRIGHT PAGE**

Published by:  
Flat World Knowledge, Inc.

© 2013 by Flat World Knowledge, Inc. All rights reserved. Your use of this work is subject to the License Agreement available here <http://www.flatworldknowledge.com/legal>. No part of this work may be used, modified, or reproduced in any form or by any means except as expressly permitted under the License Agreement.

Chapter 1  
SECTION 1

MULTIPLE-CHOICE QUESTIONS:

1. Your textbook defines psychology as which of the following?

- a. The science of behavior
- b. The study of mental processes
- c. The study of mental disorders and their treatment
- d. The science of mind and behavior

Answer: d; Moderate

2. Allanah has declared psychology as her major. Which of the following alternatives best identifies what Allanah will study?

- a. Mental processes
- b. Mind and behavior
- c. Psychological disorders and their treatment
- d. The development of the individual

Answer: b; Moderate

3. Barry states that psychology is the study of the mind. Candace states that psychology is the science of behavior. How might you evaluate these two statements?

- a. Barry's definition is correct. Candace's definition is incorrect.
- b. Barry's definition is incorrect. Candace's definition is correct.
- c. Barry's definition is too broad. Candace's definition is correct.
- d. Both statements are partially correct.

Answer: d; Moderate

4. What, if anything, unites psychology?

- a. All psychologists are committed to the scientific method.
- b. All psychologists conduct research.
- c. All psychologists focus on measuring behavior.
- d. All psychologists use the same theoretical approach in studying mind and behavior.

Answer: a; Moderate

5. Creating knowledge is to using knowledge as \_\_\_\_\_ is to \_\_\_\_\_.

- a. psychologist-practitioner; research psychologist
- b. psychologist-practitioner; experimental psychologist
- c. research psychologist; psychologist-practitioner
- d. research psychologist; experimental psychologist

Answer: c; Moderate

6. Dr. Estevez is a cognitive psychologist. Dr. Francis is a school psychologist. Dr. Gigliotti is a counseling psychologist. Which of these individuals is most likely a research psychologist?

- a. Both Dr. Francis and Dr. Gigliotti are likely research psychologists.

- b. None of these individuals is likely a research psychologist.
- c. Dr. Gigliotti is most likely a research psychologist.
- d. Dr. Estevez is most likely a research psychologist.

Answer: d; Difficult

7. Which of the following is the best definition of the *hindsight bias*?

- a. The ability to remember the past.
- b. The ability to remember the past more than the present.
- c. The ability to understand the causes of complex events.
- d. The tendency to think that we could have predicted things that we probably would not have been able to predict.

Answer: d; Moderate

8. Which of the following best describes the “everyday research” that we all perform when we try to understand thoughts and behavior?

- a. It is usually accurate.
- b. It is never accurate
- c. It can lead us to believe that we know the causes of things when we really do not
- d. It is performed very rarely

Answer: c; Moderate

9. One morning, Alan wakes to the news that a powerful earthquake occurred in California. “I told you the big one would hit this year!” he exclaims. Alan appears subject to the \_\_\_\_\_ bias.

- a. cognitive
- b. hindsight
- c. predictive
- d. foresight

Answer: b; Easy

10. Dr. Harris is describing the assumptions, rules, and procedures that psychologists use to gather observations. Dr. Harris is outlining the \_\_\_\_\_ method.

- a. deductive
- b. psychological
- c. rational
- d. scientific

Answer: d; Easy

11. *The set of assumptions, rules, and procedures that scientists use to conduct empirical research.* This statement best describes \_\_\_\_\_

- a. data
- b. empiricism
- c. the scientific method
- d. the hindsight bias

Answer: c; Easy

12. Personal statements are to objective statements as \_\_\_\_\_ are to \_\_\_\_\_.

- a. facts; values
- b. theories; facts
- c. values; theories
- d. values; facts

Answer: d; Easy

13. "History is the most fundamental of all the humanities," lectures a professor early in the semester. In your textbook's terms, the professor's statement is a \_\_\_\_\_.

- a. theory
- b. value
- c. fact
- d. rule

Answer: b; Easy

14. Based on your text's discussion, which of the following alternatives best expresses the relationship between facts and values?

- a. Research can sometimes provide facts that can help people develop their values.
- b. Values are more important than facts.
- c. Facts and values are independent of each other.
- d. Facts and values are often indistinguishable.

Answer: a; Moderate

15. Regarding science, which of the following statements is most accurate?

- a. Science is completely objective.
- b. Science is not at all objective.
- c. Values affect science.
- d. Science is value-free.

Answer: c; Moderate

16. Your textbook describes a study in which participants preferred tea whose name contained the first 3 letters of their own name 64% of time, and tea whose name contained the first three letters of their experimental partner's name 36% of the time. If unconscious preferences had **no** effect on behavior then participants should have chosen the tea whose name included the first three letters of their name what percent of the time?

- a. 75
- b. 33
- c. 25
- d. 50

Answer: d; Easy

17. Which of the following sequences correctly orders the level of explanation in psychology, from the lowest to the highest?

- a. social/cultural ; interpersonal; biological
- b. interpersonal ; social/cultural; biological
- c. biological; social/cultural ; interpersonal

d. biological; interpersonal; social/cultural

Answer: d; Easy

18. Dr. Kennison relates binge drinking among college students to personality traits such as conscientiousness. Dr. Leblanc relates college binge drinking to the proportion of students living on campus. Dr. Kennison is analyzing binge drinking at the \_\_\_\_\_ level. Dr. Leblanc is studying binge drinking at the \_\_\_\_\_ level.

- a. interpersonal; social/cultural
- b. interpersonal; interpersonal
- c. social/cultural; interpersonal
- d. social/cultural; social/cultural

Answer: a; Difficult

19. When scientists conduct research, they may find that what they thought were facts are actually incorrect. What normally happens in this case?

- a. The old facts become values
- b. The old facts are forgotten
- c. The old facts are replaced with new facts based on newer and more correct data.
- d. The scientific method does not separate facts from values

Answer: c; Moderate

20. Which level of explanation in psychology is correctly matched with an example?

- a. Social/cultural level -- At low doses, cocaine can improve performance on visual attention tasks such as detecting specific stimuli appearing on a computer screen.
- b. Interpersonal level -- Cocaine abuse is associated with a history of violence and sexual abuse in the family.
- c. Biological level -- Cocaine exerts its effects by prolonging the presence of specific chemicals at the junctions between nerve cells.
- d. Social/cultural level -- Cocaine abuse is associated with high levels of the personality trait of neuroticism and with low levels of the trait of conscientiousness.

Answer: c; Difficult

21. Which of these statements is at the social/cultural level of explanation?

- a. Depression is in part genetically influenced
- b. Psychotherapy can be used to help people combat depression
- c. Women experience more depression than men do
- d. Depression is influenced by the action of neurotransmitters in the brain

Answer: c; Difficult

22. Which of the following challenges of studying psychology is correctly matched with a description?

- a. Individual differences – Behavior is usually caused by many factors simultaneously.
- b. Unconscious processes – Behavior is often caused by factors outside our awareness.
- c. Behavior is multiply determined – The factors causing behavior are often interrelated.
- d. Repression – The awareness of a thought or behavior

Answer: b; Easy

23. Which of the following challenges of studying psychology is correctly matched with an example?
- a. Individual differences – Some people have lower self-esteem than are others.
  - b. Unconscious processes – Gender differences in aggression reflect not only hormonal differences, but also cultural norms.
  - c. Behavior is multiply determined – Behavior is often caused by factors that are outside of our awareness.
  - d. All of these are correctly matched.

Answer: a; Easy

24. Which challenge of studying psychology did Freud bring to our attention?
- a. unconscious processes
  - b. individual differences
  - c. multiple causes
  - d. interrelated causes

Answer: a

25. Which of the following is the best definition of *heritability*?
- a. The proportion of observed differences among people that is due to genetics
  - b. The extent to which men and women differ in terms of their genetic makeup
  - c. The average genetic similarity between identical twins.
  - d. The average genetic similarity among strangers.

Answer: a; Easy

26. A professor of cognitive psychology tells her class, “One of the difficulties researchers face in evaluating potential gender differences in mathematical reasoning is that men vary dramatically in mathematical reasoning ability, and so do women.” The professor is referring to the challenge of:
- a. unconscious processes
  - b. multiple levels of explanation
  - c. interrelated causes
  - d. individual differences

Answer: d; Easy

27. Behavior is produced by many causes. That is, behavior is:
- a. subject to individual differences
  - b. unidimensionally described
  - c. multiply determined
  - d. produced by interrelated factors

Answer: c; Easy

28. Behavior is determined by multiple factors. These factors are often:
- a. unrelated
  - b. interrelated
  - c. synonymous

d. opposing

Answer: b; Moderate

29. Which of the following best defines *individual differences*?

- a. the average correlation among personality variables
- b. average differences between men and women on depression
- c. variations among people
- d. extreme rather than moderate changes in behavior

Answer: c; Easy

30. A time-travel mishap lands Freud at the 2010 conference of the Association for Psychological Science. How would Freud probably react to the interest in unconscious processes among contemporary psychologists?

- a. He would be gratified to see how his ideas about the unconscious have been used by psychologists.
- b. He would be disappointed to see how his ideas about the unconscious have been ignored by psychologists.
- c. He would argue that he did not believe in the unconscious.

Answer: a; Moderate

31. Which of the following is NOT mentioned in your text as a challenge facing psychologists in the study of thought and behavior?

- a. People vary dramatically in thought and behavior.
- b. Behavior reflects multiple causes simultaneously.
- c. The biological basis of behavior is largely unknown.
- d. The causes of behavior are often outside awareness.

Answer: c; Moderate

#### TRUE-FALSE QUESTIONS;

32. Psychology does not include the study of the mind.

Answer: F

33. Because values cannot be considered to be either true or false, science cannot prove or disprove them.

Answer: T

34. Unconscious processes have little influence on behavior.

Answer: F

35. The scientific method guides empirical research.

Answer: T

36. "Adultery is wrong" is a value statement.

Answer: T

37. Facts and values are independent.

Answer: F

38. The lowest level of explanation in psychology is the biological level.

Answer: T

39. The multiple factors underlying a given behavior are generally independent.

Answer: F

#### FILL-IN-THE-BLANK QUESTIONS

40. Dr. Brown conducts empirical research to create new knowledge regarding human visual attention. Her colleague, Dr. Chase, is a counseling psychologist using such knowledge to help college students combat ADHD. Dr. Chase is a(n) psychologist-\_\_\_\_\_.

Answer: practitioner; Easy

41. Dahlia is reading a description of recent psychological research in a popular newsmagazine. "I could have told you that," she remarks on finishing the article. Dahlia is displaying the \_\_\_\_\_ bias.

Answer: hindsight; Easy

42. \_\_\_\_\_ research methods involve collecting and organizing data.

Answer: empirical; Moderate

43. The highest level of explanation in psychology focuses on the \_\_\_\_\_ factors underlying behavior.

Answer: cultural, social, cultural and social; Easy

44. Some of your friends are more extraverted than others, reflecting the role of \_\_\_\_\_ in thought and behavior.

Answer: individual differences; Moderate

45. Many factors influence any given behavior: Behavior is \_\_\_\_\_.

Answer: multiply determined; Moderate

#### ESSAY QUESTIONS:

46. Describe the levels of analysis used in psychological science. Select a behavioral or mental phenomenon of interest to you and suggest how it might be influenced by factors at each of the levels you identify.

Moderate

47. Distinguish between facts and values. Provide an example of a statement of fact and an example of a value statement. How might facts and values influence each other?

Moderate



48. Identify two challenges psychologists face in studying behavior and mental processes.  
Supply a concrete example of how each fact you identify might complicate the study of a particular behavioral or mental phenomenon.

Moderate

## SECTION 2

### MULTIPLE-CHOICE QUESTIONS:

49. Regarding the historical development of contemporary psychology, which of the following statements is true?

- a. Psychology has remained largely subjective.
- b. Relatively few women have entered the field.
- c. The proportion of men in the field has increased.
- d. Psychology has become more objective and scientific

Answer: d; Moderate

50. Which approach is correctly matched with its description?

- a. functionalism; emphasizes why our behavior and mental processes are the way they are
- b. structuralism; emphasizes the unconscious determinants of behavior
- c. psychodynamic; emphasizes the elements of mental experience
- d. behaviorism; emphasizes mental processes

Answer: a; Moderate

51. Which of the following terms is most closely associated with evolutionary psychology?

- a. unconscious
- b. introspection
- c. fitness
- d. reinforcement

Answer: c; Easy

52. Which of the following best defines *evolutionary psychology*?

- a. The study of the history of the unconscious
- b. The study of the development of the mind
- c. The application of the Darwinian theory of natural selection to understanding behavior
- d. The case study approach to human development

Answer: c; Easy

53. Which of the following best defines *cognitive psychology*?

- a. The study of consciousness and development
- b. The study of stress and coping
- c. The study of mental processes including thinking and memory
- d. The study of human development

Answer: c; Easy

54. Which of the following best defines *functionalism*?

- a. Uses the method of introspection to identify the basic elements of psychological experience
- b. Attempts to understand why animals and humans have developed the particular psychological aspects that they currently possess

- c. Focuses on the role of our unconscious thoughts, feelings, and memories and our early childhood experiences in determining behavior
- d. Based on the premise that it is not possible to objectively study the mind, and therefore that psychologists should limit their attention to the study of behavior itself

Answer: b; Moderate

55. Which of the following best defines *structuralism*?

- a. Uses the method of introspection to identify the basic elements of psychological experience
- b. Focuses on the role of our unconscious thoughts, feelings, and memories and our early childhood experiences in determining behavior
- c. Based on the premise that it is not possible to objectively study the mind, and therefore that psychologists should limit their attention to the study of behavior itself
- d. The study of mental processes, including perception, thinking, memory, and judgments

Answer: a; Moderate

Which of the following best defines *behavioralism*?

- a. Uses the method of introspection to identify the basic elements of psychological experience
- b. Based on the premise that it is not possible to objectively study the mind, and therefore that psychologists should limit their attention to the study of behavior itself
- c. Attempts to understand why animals and humans have developed the particular psychological aspects that they currently possess
- d. The study of how the social situations and the cultures in which people find themselves influence thinking and behavior

Answer: b; Moderate

56. Which psychologist is correctly matched with an associated approach?

- a. Freud – behaviorist
- b. James – psychodynamic
- c. Jung – cognitive
- d. Titchener – structuralism

Answer: d; Moderate

57. Dr. Greenway argues that psychology should focus on observable, measurable behavior. Dr. Cech suggests that psychology should study how people think and process information about the world. Which option correctly identifies their respective approaches?

- a. Dr. Greenway – psychodynamic; Dr. Cech – structuralism
- b. Dr. Greenway – structuralism; Dr. Cech – psychodynamic
- c. Dr. Greenway – behaviorism; Dr. Cech – cognitive
- d. Dr. Greenway – cognitive; Dr. Cech – behaviorism

Answer: c; Easy

58. Which of the following American psychologists is correctly matched with his contribution to psychology?

- a. Freud – opened one of the first psychology laboratories
- b. Skinner– contributed to behaviorism
- c. Watson – contributed to structuralism
- d. James – contributed to behaviorism

Answer: b; Moderate

59. Which of the following psychologists is correctly matched with his contribution to psychology?

- a. Wundt – opened one of the first laboratories in psychology
- b. Fechner – studied list memory
- c. Ebbinghaus – developed the first psychological measurement, the JND
- d. Freud – founded the behaviorist school

Answer: a; Moderate

60. Gene is to environment as \_\_\_\_\_ is to \_\_\_\_\_.

- a. determinism; free will
- b. unconscious processing; conscious processing
- c. nature; nurture
- d. free will; determinism

Answer: c; Easy

61. Dr. Quinones studies the achievement motivation of junior high-school students. He asserts that such motivation mainly reflects the parenting and educational practices the students have experienced. This statement is most directly related to the \_\_\_\_\_ question; Dr. Quinones' position is toward the \_\_\_\_\_ end of the continuum.

- a. nature vs. nurture; nature
- b. nature vs. nurture; nurture
- c. determinism vs. free will; free will
- d. determinism vs. free will; determinism

Answer: b; Moderate

62. Dr. Aziz studies the biases that may impair human decision-making. Dr. Aziz' work is most relevant to the question of:

- a. conscious vs. unconscious processing
- b. free will vs. determinism
- c. differences vs. similarities
- d. accuracy vs. inaccuracy

Answer: d; Easy

63. Research reported in your text is most consistent with which of the following statements?

- a. It is difficult to convince people that they have free will
- b. People may believe that they have free will even when they do not
- c. Free will is not possible to study scientifically
- d. Free will is observed more frequently in men than in women

Answer: b; Easy

64. Dr. Reynolds believes that depression reflects aspects of a patient's early relationship with her parents of which she may be completely unaware. Dr. Smith, by contrast, argues that depression stems from a patient's current knowledge about herself. The two psychologists appear to disagree on the \_\_\_\_\_ question.

- a. conscious vs. unconscious processing
- b. free will vs. determinism
- c. differences vs. similarities
- d. nature vs. nurture

Answer: a; Difficult

65. According to your text, psychologists reflecting the \_\_\_\_\_ and \_\_\_\_\_ approaches have highlighted the importance of unconscious processing.

- a. psychodynamic; behaviorist
- b. psychodynamic; cognitive
- c. cognitive; behaviorist
- d. structuralist; behaviorist

Answer: b; Difficult

66. Which of the following best defines a *social norm*?

- a. A cognitive structure
- b. A psychodynamic repression
- c. A shared way of thinking or feeling
- d. A reinforcement schedule

Answer: c; Easy

67. Which of the following best defines a *culture*?

- a. The sum of many associations
- b. The outcome of learning
- c. A shared way of thinking or feeling
- d. A common set of social norms

Answer: d; Easy

68. Whereas the philosophers \_\_\_\_\_ believed that humans possessed some innate knowledge, the philosopher \_\_\_\_\_ believed that all knowledge derived from experience.

- a. Aristotle and Descartes; Plato
- b. Plato and Descartes; Aristotle
- c. Plato and Descartes; Wundt
- d. Plato and Aristotle; Descartes

Answer: b; Difficult

69. The story the *War of the Ghosts* was used by Sir Frederic Bartlett to study

- a. how children learn to write
- b. how the unconscious influences behavior
- c. how expectations influence memory
- d. how much knowledge is innate

Answer: c; Moderate

70. The phrase *tabula rasa* may be translated as:

- a. red tablet
- b. raised table
- c. empty table
- d. empty slate

Answer: d; easy

71. Which of the following statements most accurately captures Descartes' view of the relationship between the mind and the body?

- a. The mind is similar to the body.
- b. The mind and body are unrelated.
- c. The mind is the same as the body.
- d. The mind is different from the body.

Answer: d; Moderate

72. During which historical period were the first psychology laboratories established?

- a. the era of Classical Greece
- b. the early Renaissance
- c. the 1700s
- d. the 1800s

Answer: d; Moderate

73. According to your text, two of the first research psychologists were \_\_\_\_\_ and \_\_\_\_\_.

- a. James and Watson
- b. Wundt and James
- c. Watson and Titchener
- d. Fechner and Freud

Answer: b; Moderate

74. In which city did Wundt open one of the first psychological laboratories?

- a. Vienna, Austria
- b. Oxford, England
- c. Leipzig, Germany
- d. Krakow, Poland

Answer: c; Moderate

75. According to the structuralists, the goal of psychology is to:

- a. uncover the unconscious determinants of behavior
- b. focus on observable behavior itself
- c. examine the impact of society and culture on behavior
- d. identify the elements of conscious experience

Answer: d; Moderate

76. Dreleux asserts that psychologists should attempt to isolate the fundamental attributes of mental experience. Dr. Leleux appears most sympathetic to the \_\_\_\_\_ approach in psychology.

- a. functionalist
- b. cognitive
- c. psychodynamic
- d. structuralist

Answer: d; Moderate

77. A procedure in which an observer describes the simple elements of a complex experience in as much detail as possible is called:

- a. inner perception
- b. introspection
- c. internal observation
- d. introjection

Answer: b; Moderate

78. Which of the following defines the process of *introspection*

- a. the person thinks about others
- b. the person describes what they experience
- c. the person remembers early childhood experiences
- d. the person holds numbers in memory

Answer: b; Moderate

79. Lassandra takes a sip of cola. "Sweet . . . cold, wet, tingly . . . slightly bitter," she reports. Lassandra is:

- a. introspecting
- b. interviewing
- c. suffering a stroke
- d. taking an intelligence test

Answer: a; Moderate

80. Perhaps the best-known structuralist was Wundt's student, \_\_\_\_\_.

- a. Titchener
- b. Piaget
- c. Bartlett
- d. Fechner

Answer: a; Moderate

81. The use of reaction time methods to study mental events originated with the work of the \_\_\_\_\_ psychologists. These techniques are now frequently used in \_\_\_\_\_ psychology.

- a. behaviorist; developmental
- b. psychodynamic; cognitive
- c. behaviorist; cognitive
- d. structuralist; cognitive

Answer: d; Difficult

82. According to your text, which challenge of studying psychology proved especially problematic for the structuralists?

- a. Behavior needs to be explained at many levels.
- b. People vary greatly the behavior and mental processes.
- c. There are many causes for any particular behavior.
- d. The bases of our experiences are often outside our awareness.

Answer: d; Difficult

83. Which of the following statements best expresses the aim of the functionalist approach?

- a. It seeks to identify what the mind contains.
- b. It seeks to determine the purpose of mental processes.
- c. It seeks to determine how mental experience is organized
- d. It seeks to understand the influence of the unconscious mind.

Answer: b; Easy

84. With which of the following statements would William James most readily agree?

- a. Thinking is the same as doing.
- b. Thinking is irrelevant to doing.
- c. Thinking and doing are unrelated.
- d. Thinking is for doing.

Answer: d; Moderate

85. Charles Darwin's theory of natural selection strongly influenced the \_\_\_\_\_ approach in psychology:

- a. functionalist
- b. behaviorist
- c. psychodynamic
- d. structuralist

Answer: a; Difficult

86. With respect to the psychology of emotion, William James would be most interested in:

- a. the contribution of unconscious memories to one's emotional experience
- b. the basic nature of an emotional feeling or experience
- c. how emotions aid one's adaptation to the environment
- d. the observable behaviors accompanying emotional experience

Answer: c; Difficult

87. Which of the following alternatives best expresses the fate of the functional approach to psychology?

- a. Functionalism was rapidly replaced by the structuralist approach early in psychology's history.
- b. Functionalism continues to exist as a school of psychology, and its ideas have become increasingly influential.
- c. Functionalism no longer exists as a school of psychology, and its ideas have had little impact.



- d. Functionalism no longer exists as a school of psychology, but its ideas have become absorbed into the field of evolutionary psychology.

Answer: d; Moderate

88. Your text notes that the functionalist approach helped shape the contemporary field of:

- a. forensic psychology
- b. evolutionary psychology
- c. developmental psychology
- d. environmental psychology

Answer: b; Moderate

89. Which statement accurately identifies a shortcoming of evolutionary psychology?

- a. It ignores the important role of the mind in human behavior.
- b. Its explanations for mental and behavioral phenomena are often implausible.
- c. Its predictions are often difficult to test.
- d. It is more applicable to animal behavior than to human behavior.

Answer: c; Moderate

90. Your text suggests that the stereotype of psychology held by the person on the street accords most closely with the \_\_\_\_\_ approach.

- a. functionalist
- b. behaviorist
- c. cognitive
- d. psychodynamic

Answer: d; Difficult

91. The psychodynamic perspective originated in the work of \_\_\_\_\_, a Viennese neurologist.

- a. Freud
- b. Ebbinghaus
- c. Jung
- d. Fechner

Answer: a; Easy

92. Noreen asserts that our behavior often reflects unconscious motives and conflicts. This viewpoint is most consistent with the \_\_\_\_\_ approach in psychology.

- a. psychodynamic
- b. functionalist
- c. cognitive
- d. behaviorist

Answer: a; Easy

93. Which of the following types of evidence provided the foundation for Freud's psychodynamic theory?

- a. survey responses of large samples of adults
- b. observations of adults in everyday contexts
- c. archival data: newspaper reports, historical records, and the like

d. case studies of patients in psychotherapy

Answer: d; Easy

94. Each of the following individuals is associated with the psychodynamic approach

EXCEPT:

- a. Freud
- b. Adler
- c. Jung
- d. Ebbinghaus

Answer: d; Moderate

95. Which statement does NOT identify one of the contributions of the psychodynamic approach?

- a. It highlighted the important role of the unconscious.
- b. It originated the method of introspection in psychology.
- c. It pointed out that therapy can improve human lives.
- d. It underscored the lasting effects of childhood experiences.

Answer: b; Moderate

96. Which alternative best expresses the influence of the psychodynamic approach?

- a. Research has supported most of its ideas, and the approach has had a lasting influence.
- b. Research has supported most of its ideas, but the influence of the approach has declined.
- c. Research has not supported some of its ideas, but the approach has had a lasting influence.
- d. Research has not supported its ideas, and the influence of the approach has declined.

Answer: c; Moderate

97. Which early psychologist is matched with the view of the mind he would most strongly endorse?

- a. Freud: "Conscious experience may be reduced to simpler elements."
- b. Titchener: "Consciousness helps us adapt to our environment."
- c. James: "The unconscious mind directs much of our behavior."
- d. Watson: "It is not possible to study consciousness objectively."

Answer: d; Moderate

98. In contrast to the structuralists and the functionalists, the \_\_\_\_\_ psychologists studied only \_\_\_\_\_.

- a. behaviorist; behavior
- b. behaviorist; the mind
- c. cognitive; behavior
- d. psychodynamic; behavior

Answer: a; Easy

99. Which of the following psychologists is associated with the behavioral approach?

- a. Piaget
- b. Skinner
- c. Erikson

d. Freud

Answer: b; Easy

100. Stimulus is to response as \_\_\_\_\_ is to \_\_\_\_\_.

- a. environment; behavior
- b. behavior; environment
- c. behavior; mind
- d. unconscious; conscious

Answer: a; Easy

101. Which of the following psychologists studied how and when the presence of food would produce salivation in dogs?

- a. Pavlov
- b. Watson
- c. Skinner
- d. Freud

Answer: a; Easy

102. Which alternative correctly matches a behaviorist with a description or contribution?

- a. Skinner – examined the conditioning of fear in a child
- b. Watson – examined associations among dogs
- c. Skinner – brought behaviorism to the public at large
- d. Pavlov – the least well-known behaviorist

Answer: c; Difficult

103. Which of the following psychologists studied the conditioning of fear responses to a rabbit in a young boy named Little Albert?

- a. Freud
- b. Wundt
- c. James
- d. Watson

Answer: d; Moderate

104. The behaviorists made their most important contributions to the study of \_\_\_\_\_ in psychology.

- a. learning
- b. perception
- c. memory
- d. personality

Answer: a; Easy

105. How would you characterize the behaviorist stance on the nature vs. nurture and free will vs. determinism questions?

- a. strongly nature; strongly determinist
- b. strongly nature; strongly free will
- c. strongly nurture; strongly determinist

d. strongly nurture; strongly free will

Answer: c; Difficult

106. Your text describes a study by Soon et al. (2008) in which participants' brain activity was recorded during a button-pressing task. What did the researchers find regarding the relationship between the brain activity supporting the decision to press a button on the one hand, and participants' conscious intention to press a button on the other? Does this result support or refute the notion of free will?

- a. The brain activity supporting the decision substantially preceded participants' awareness of the decision, supporting the notion of free will.
- b. The brain activity supporting the decision substantially preceded participants' awareness of the decision, refuting the notion of free will.
- c. The brain activity supporting the decision occurred simultaneously with participants' awareness of the decision, supporting the notion of free will.
- d. The brain activity supporting the decision occurred simultaneously with participants' awareness of the decision, refuting the notion of free will.

Answer: b; Difficult

107. Concerning free will, which statement is most accurate in light of contemporary empirical research?

- a. The behaviorist view of free will has been completely discredited.
- b. Most people underestimate their own free will.
- c. Free will is an illusion; the strength of the illusion varies in different situations.
- d. It is not possible to examine free will scientifically.

Answer: c; Difficult

108. The computer metaphor is at the heart of the \_\_\_\_\_ approach.

- a. cognitive
- b. psychodynamic
- c. behaviorist
- d. functionalist

Answer: a; Easy

109. Driving to work one day, Rosemary suspects that motorists talking on their cell phones process less information relevant to the task of driving than do other drivers. This hypothesis would most likely be tested by a \_\_\_\_\_ psychologist.

- a. psychodynamic
- b. cognitive
- c. behaviorist
- d. humanistic

Answer: b; Easy

110. Which alternative correctly pairs a psychologist with an early contribution to cognitive psychology?

- a. Piaget – studied story memory
- b. Ebbinghaus – studied list memory

- c. Bartlett – proposed a cognitive stage model of development
- d. Freud – studied behavior in dogs

Answer: c; Moderate

111. Important cognitive psychologists include each of the following EXCEPT:

- a. Kahneman
- b. Broadbent
- c. Ebbinghaus
- d. Freud

Answer: d; Moderate

112. Making an early contribution to the psychology of memory, Bartlett studied memory for \_\_\_\_\_. He found that \_\_\_\_\_.

- a. stories; memory is influenced by one's existing knowledge
- b. stories; memory is largely unaffected by existing knowledge
- c. lists; list memory remains relatively constant over time
- d. lists; memory for lists is surprisingly good

Answer: a; Difficult

113. Which alternative best expresses the influence of the cognitive approach?

- a. The approach was influential in the past, but its influence is now decreasing.
- b. The approach has been highly influential, and its impact remains.
- c. The cognitive approach has been supplanted by other views and has had little impact.
- d. The approach is too new for us to gauge its influence.

Answer: b; Easy

114. Consider introspection, the computer analogy, and contemporary neuroscience.

Which statement best captures the impact of technological advances on psychological science?

- a. Technological advances have affirmed the behaviorist view that the mind is unavailable to objective study.
- b. Technological advances have exposed the illusion of the unconscious mind.
- c. Technological advances have allowed the increasingly precise description of observable behavior.
- d. Technological advances have enabled the ever more objective study of the mind.

Answer: d; Difficult

115. Dr. Anderson studies how we change our behavior to match that of other people. Dr.

Anderson is best described as a \_\_\_\_\_ psychologist.

- a. cognitive
- b. developmental
- c. social
- d. clinical

Answer: c; Moderate

116. “Opposites attract.” Your text suggests that \_\_\_\_\_ psychologists have shown this adage to be \_\_\_\_\_

- a. cognitive; false
- b. evolutionary; true
- c. social; true
- d. social; false

Answer: d; Moderate

117. Which of the following alternatives correctly arranges the concepts of norms, behavior, and culture in order of increasing breadth?

- a. behavior → norms → culture
- b. behavior → culture → norms
- c. norms → behavior → culture
- d. norms → culture → behavior

Answer: a; Moderate

118. Independence is to interdependence as \_\_\_\_\_ is to \_\_\_\_\_.

- a. East Asian culture; Western culture
- b. collectivism; individualism
- c. Western culture; East Asian culture
- d. conscious; unconscious

Answer: c; Moderate

119. Which of the following alternatives INCORRECTLY matches a type of culture with a core value of that type of culture?

- a. individualist; personal success
- b. individualist; responsibility to family
- c. collectivist; group harmony
- d. individualist; self-esteem

Answer: b; Moderate

120. Based on your text’s discussion of culture, you might expect that members of \_\_\_\_\_ cultures, such as \_\_\_\_\_, are more likely to follow social norms than are members of other cultures.

- a. individualist; America
- b. individualist; India
- c. collectivist; Canada
- d. collectivist; Japan

Answer: d; Moderate

121. Which field of psychology is accurately matched with a description?

- a. neuroscience; studies the effects of hormones and neurotransmitters on behavior
- b. cognitive psychology; conducts research on the changes occurring across the lifespan
- c. forensic psychology; examines differences among people
- d. developmental psychology; works to alleviate behavioral, emotional, and learning difficulties among children

Answer: a; Easy

122. Which of the following psychologists is most likely to work in a research setting?

- a. Dr. Brennan, a forensic psychologist
- b. Dr. Chan, a clinical psychologist
- c. Dr. DeVries, a biopsychologist
- d. Dr. Estevez, a sports psychologist

Answer: c; Moderate

123. Which of the following types of psychologists is correctly paired with a field or setting in which he or she might work?

- a. social psychologist; school
- b. industrial-organizational psychologist; corporation
- c. biopsychologist; marketing
- d. developmental psychologist; corporation

Answer: b; Easy

124. Dr. Gonzalez uses reaction time methods to study problem solving processes. Dr. Hirsch evaluates employee performance in a large corporation. Dr. Gonzalez is a \_\_\_\_\_ psychologist, whereas Dr. Hirsch is a(n) \_\_\_\_\_ psychologist.

- a. cognitive; developmental
- b. cognitive; industrial-organizational
- c. developmental; industrial-organizational
- d. developmental; social

Answer: b; Easy

125. Which of the following individuals is most likely a clinical psychologist?

- a. Dr. MacGinnis, who works in a law firm
- b. Dr. Landry, who works in a private research laboratory
- c. Dr. Kendall, who works in a corporation
- d. Dr. Inglis, who works in a social service agency

Answer: d; Easy

126. According to your text's discussion, how effective are memory supplements?

- a. They have no effect on memory.
- b. They may actually impair memory.
- c. They may improve memory very slightly.
- d. They improve memory substantially.

Answer: c; Moderate

127. Psychologists have studied the ways that best allow people to acquire, store, and retain information. These are most likely \_\_\_\_\_ psychologists.

- a. cognitive
- b. developmental
- c. forensic
- d. environmental

Answer: a; Easy

128. Rehearsal is to elaboration as \_\_\_\_\_ is to \_\_\_\_\_.

- a. relating; repeating
- b. repeating; relating
- c. passive; active
- d. unconscious ; conscious

Answer: b; Moderate

129. Nathalie reads her psychology notes over and over again. Odette links the information to material she has learned in other courses. Which of the following alternatives is most accurate?

- a. Nathalie is elaborating the information, whereas Odette is rehearsing it. Nathalie is likely to retain the information better than is Odette.
- b. Nathalie is elaborating the information, whereas Odette is rehearsing it. Odette and Nathalie are likely to retain the information equally well.
- c. Nathalie is rehearsing the information, whereas Odette is elaborating it. Odette and Nathalie are likely to retain the information equally well.
- d. Nathalie is rehearsing the information, whereas Odette is elaborating it. Odette is likely to retain the information better than is Nathalie.

Answer: d; Moderate

130. Which of the following best defines *health psychology*?

- a. The study of action in the workplace
- b. The study of affective and cognitive changes across the lifespan.
- c. The influence of shared norms on behavior
- d. The study of how biology and behavior influences illness

Answer: d; Easy

131. Pam reads her psychology notes over and over again. Quinn is using mental imagery to try to remember the information. Roberta is relating the information to her own interests and goals. Which of the following alternatives best describes how well these three students will retain the information?

- a. Pam and Quinn will retain the information better than Roberta will.
- b. Pam will retain the information better than will Roberta or Quinn.
- c. Quinn and Roberta will retain the information better than Pam will.
- d. Roberta will retain the information better than will Pam or Quinn.

Answer: c; Moderate

132. One way of learning material is to link each of the pieces of information with a familiar place. This strategy is termed the \_\_\_\_\_.

- a. place method
- b. pegword method
- c. keyword method
- d. method of loci

Answer: d; Moderate



133. Tyler tries to remember a list of Spanish vocabulary words by imagining the first item at the corner of his street, the second item at the bus stop, the third item at a convenience store along the way, the fourth item at the entrance to campus, and so on. Tyler is using the \_\_\_\_\_ to remember the vocabulary words.

- a. place method
- b. method of loci
- c. keyword method
- d. pegword method

Answer: b; Moderate

134. As compared to 'cramming,' studying material in shorter sessions spread over time produces \_\_\_\_\_ test performance. This is known as the \_\_\_\_\_ effect.

- a. worse; practice
- b. better; practice
- c. better; spacing
- d. worse; spacing

Answer: c; Easy

135. Dr. Syed asks 5-year olds and 7-year olds how they might remember a list of words. The 5-year-olds say they don't know but the 7-year-olds say they might try to write the words down to study them. The 7-year olds have better skills in what domain than the 5-year olds do?

- a. Metacognition
- b. Unconscious focus
- c. The method of loci
- d. The spacing effect

Answer: a; Easy

136. Our ability to adequately assess our own knowledge describes which of the following?

- a. Metacognition
- b. Unconscious focus
- c. The method of loci
- d. The spacing effect

Answer: a; Easy

137. In general, people who are learning material tend to be which of the following?

- a. overconfident about how much they have learned
- b. underconfident about how much they have learned
- c. unaware that they have been using the method of loci
- d. worried that they are too self-aware

Answer: a; Easy

## TRUE-FALSE QUESTIONS

138. The Greek philosopher Aristotle took a 'nature' stance on the nature vs. nurture issue.  
Answer: F; Difficult

139. Introspection allowed the structuralists tap into unconscious processes.  
Answer: F; Moderate

140. Wundt pioneered the use of reaction time methods in psychology.  
Answer: T; Moderate

141. Darwin's theory of natural selection inspired the functionalist approach in psychology.  
Answer: T; Moderate

142. Functionalism has had little lasting impact in psychology.  
Answer: F; Moderate

143. It is difficult to test the predictions of evolutionary psychology.  
Answer: T; Easy

144. Psychodynamic theory is founded on case studies of therapeutic patients.  
Answer: T; Easy

145. Research has generally supported the proposals of the psychodynamic psychologists.  
Answer: F; Moderate

146. The behaviorists viewed the mind as a 'black box.'  
Answer: T; Easy

147. Titchener is the most famous behaviorist.  
Answer: F; Easy

148. The behaviorists believed that humans have free will.  
Answer: F; Easy

149. The advent of computer technology spurred the rise of the cognitive approach in psychology.  
Answer: T; Easy

150. The influence of the cognitive approach has declined with the development of neuroimaging techniques.  
Answer: F; Easy

151. Culture consists of norms.  
Answer: T; Easy

152. The American emphasis on freedom and independence reflects a collectivist culture.

Answer: F; Easy

153. Cramming is just as effective as spreading out one's study sessions.

Answer: F; Easy

154. People generally overestimate how well they have learned information.

Answer: T; Easy

### FILL-IN-THE-BLANK QUESTIONS

155. The philosophical position that the mind is fundamentally different from the body is known as \_\_\_\_\_.

Answer: dualism; Difficult

156. The \_\_\_\_\_ psychologists wished to create a 'periodic table' of the elements of consciousness.

Answer: structuralist; Moderate

157. The best known structuralist was \_\_\_\_\_.

Answer: Titchener; Difficult

158. Titchener is to structuralism as James is to \_\_\_\_\_.

Answer: functionalism; Moderate

159. The influence of functionalism is especially apparent in the branch of psychology known as \_\_\_\_\_ psychology.

Answer: evolutionary; Moderate

160. Dr. Thibodeaux asserts that we underestimate the effects of unconscious conflicts on our behavior. Dr. Thibodeaux' view reflects that of the \_\_\_\_\_ psychologists.

Answer: psychodynamic; Moderate

161. The \_\_\_\_\_ approach is based on the premise that it is impossible to study the mind scientifically.

Answer: behaviorist; Moderate

162. Environment is to behavior as \_\_\_\_\_ is to response.

Answer: stimulus; Moderate

163. \_\_\_\_\_, an American psychologist, examined the conditioning of fear to a rabbit in an infant.

Answer: Watson; Moderate

164. Ebbinghaus is to list memory as \_\_\_\_\_ is to story memory.

Answer: Bartlett; Difficult

165. Dr. Urquhart examines pictures of the brain as participants complete reasoning tasks.  
Dr. Urquhart is using\_\_\_\_\_.

Answer: neuroimaging; Easy

166. The ways of thinking, feeling, and acting that are shared by members of a group are termed \_\_\_\_\_.

Answer: norms; Moderate

167. Individualistic cultures include America and \_\_\_\_\_.

Answer: Canada, Great Britain, Australia, New Zealand, Western Europe

168. Vanna tries to remember a list of words by associating the items with familiar places.  
Vanna is using the method of \_\_\_\_\_.

Answer: loci; Easy

169. Kyle repeats a telephone number over and over to himself so that he can remember it long enough to dial it. Kyle is using \_\_\_\_\_.

Answer: rehearsal; Easy

#### ESSAY QUESTIONS:

170. Identify and briefly describe two of the key questions or controversies in psychology discussed in your text. Suggest how each of the issues or controversies you describe might surface in one or more areas of study in today's psychology.

Moderate

171. Describe a behavioral or mental phenomenon in which you are especially interested. Discuss how the phenomenon might be approached from at least two of the following perspectives: functionalist, psychodynamic, behaviorist, cognitive, and social/cultural.

Moderate

172. List and briefly describe three major approaches in the historical development of psychology. Identify one or two prominent psychologists associated with each of the perspectives you list.

Moderate

173. Dr. Lin is a developmental psychologist; Dr. Cooper is a social psychologist; and Dr. Breaux is a cognitive psychologist. For each of these psychologists, briefly define the subfield in which he or she specializes and suggest one issue or question in which he or she might be especially interested.

Difficult

174. Distinguish between individualist and collectivist cultures. Provide an example of each. Describe several differences in norms and behavior between individualist cultures on the one hand, and collectivist cultures on the other.

Difficult

175. Identify and describe at least two fields of psychology leading to potential careers in business settings.

Easy

176. Describe two ways that you can learn and remember information more effectively in your college courses. Provide concrete examples.

Moderate