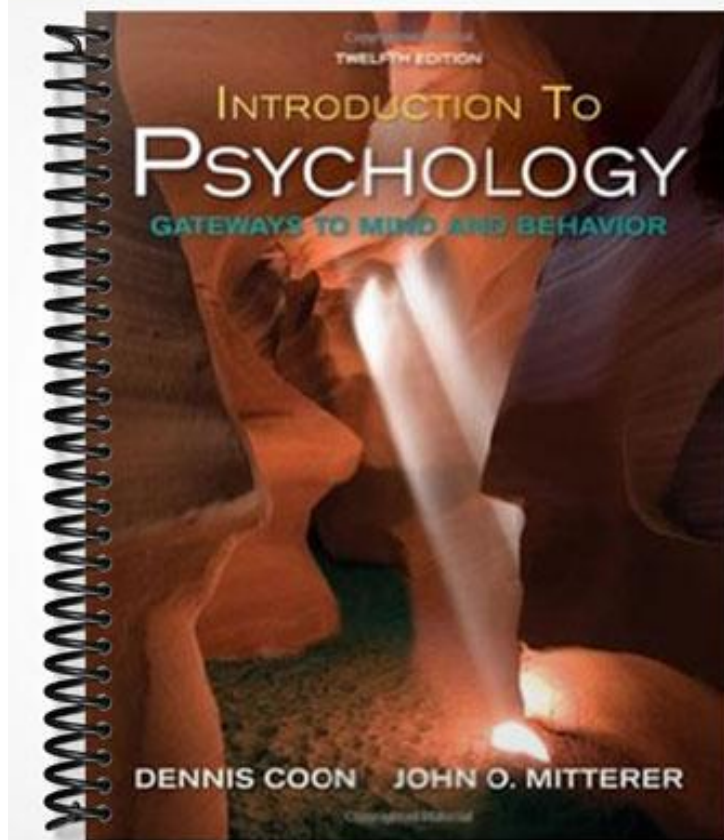


TEST BANK



Chapter 1a--Introduction to Psychology and Research Methods

Student: _____

1. According to the authors of your textbook, it is important to study psychology because
 - A. studying psychology can help you to understand yourself and others.
 - B. studying psychology can help you to interpret and evaluate the psychological topics presented in the media and on the Internet.
 - C. you cannot consider yourself educated without knowing something about psychology.
 - D. all of these are reasons to study psychology.
2. One of the reasons to study psychology is to
 - A. understand ourselves and others better.
 - B. learn how to manipulate others for personal gain.
 - C. utilize in combination with the field of astrology in predicting human behavior.
 - D. have the answers to all of life's questions.
3. The word psychology comes from the roots psyche and logos, which mean respectively
 - A. behavior and science.
 - B. brain and science.
 - C. mind and knowledge or study.
 - D. personality and knowledge or study.
4. Psychology is best defined as the
 - A. empirical study of the human personality.
 - B. study of individual differences in the group behavior of humans and animals.
 - C. scientific study of behavior and mental processes.
 - D. scientific study of the relationship between mind and body.
5. Psychology would best be described as
 - A. the study of human origins, evolution, and cultures.
 - B. the scientific study of behavior and mental processes.
 - C. a natural science integrating physiology and neurology.
 - D. the deductive study of forms and functions of human groups.
6. According to the definition of psychology, which of the following would a psychologist be most likely to study?
 - A. the genetic diversity in a population of domestic animals
 - B. how to select employees based on their handwriting analyses
 - C. the influence of a teacher on a student's academic success
 - D. the determination of personality traits using the position of the stars and planets at the time of one's birth
7. Psychologists
 - A. are scientists who conduct research.
 - B. are practitioners who apply psychology to solve problems in fields like education and medicine.
 - C. are teachers.
 - D. may be scientists, practitioners, and/or teachers.

8. All psychologists
 - A. conduct research to discover new knowledge.
 - B. apply psychology to solve problems in mental health, education, medicine, or business.
 - C. are teachers who pass on knowledge of psychology to their students.
 - D. rely on critical thinking and information gained from scientific research.
9. The research conducted by psychologist involves
 - A. the validation of common-sense beliefs in predicting everyday experiences.
 - B. the systematic use of common-sense beliefs in solving new problems.
 - C. gathering information through direct observation.
 - D. a reliance on subjective opinions and rationalizations.
10. Psychological research found which of the following common-sense beliefs to be FALSE?
 - A. Most humans use only 10 percent of their potential brainpower.
 - B. To change people's behavior toward members of ethnic minority groups, we must first change their attitudes.
 - C. Psychotherapy has its greatest success in the treatment of psychotic patients who have lost touch with reality.
 - D. All of these common-sense beliefs were found to be FALSE.
11. Psychological research found which of the following common-sense beliefs to be FALSE?
 - A. Babies love their mothers because their mothers fulfill their babies' physiological need for food.
 - B. Blind people have unusually sensitive organs of touch.
 - C. The more motivated you are, the better you will do at solving a complex problem.
 - D. All of these common-sense beliefs were found to be FALSE.
12. A common sense approach to psychology is
 - A. the most reliable.
 - B. often contradicted by empirical evidence.
 - C. the basis for most psychological theories.
 - D. the basis psychologist use when collecting data.
13. Common sense is a poor source of psychological information because it is
 - A. always in error.
 - B. a barrier to seeking better information.
 - C. too empirical.
 - D. not based on any form of observation.
14. Which of the following statements regarding the use of common sense is TRUE?
 - A. Common sense has no value.
 - B. Common sense and personal observations usually provide all the information one needs to know about any situation.
 - C. Common sense statements provide systematic data.
 - D. Common sense often provides vague and inconsistent pieces of information.
15. According to your psychology textbook, which of the following activities would be considered "behavior"?
 - A. A student feels sad because of her grade.
 - B. A student daydreams in class.
 - C. A teacher writes an assignment on the board.
 - D. All of these would be considered behaviors.

16. Behavior is best described as
- A. anything a person does.
 - B. only those things a person does that everyone can see.
 - C. only those things which can be recorded by a camera.
 - D. those things that a person intentionally does, excluding all behaviors that occur accidentally.
17. Overt behavior includes
- A. anything a person does.
 - B. things a person does which cannot be seen by others.
 - C. only those things that can be observed.
 - D. hidden, private, internal thoughts.
18. Covert behavior involves
- A. anything a person does.
 - B. only those things a person does which another person can see.
 - C. only those things which can be recorded by a camera.
 - D. hidden, private, internal thoughts.
19. Which of the following behaviors can best be described as overt behavior?
- A. watching a TV game show
 - B. thinking about the answer to a contestant's question
 - C. being sad that the contestant answered incorrectly
 - D. wondering if there are any frozen waffles left in the freezer
20. Which of the following is the best example of covert behavior?
- A. blinking in response to a light
 - B. imitating a friend's gesture
 - C. remembering a pleasant experience
 - D. rapid eye movements while sleeping
21. Professor Reed asked her introductory psychology students to give an example of a *covert* behavior. Which of the following would be an example of a *covert* behavior?
- A. daydreaming about the coming weekend
 - B. sneezing into a handkerchief
 - C. gesturing to someone to come over to the group
 - D. telling the class to be quiet by saying "shhh" softly
22. Professor Windham asks her general psychology students to give an example of an *overt* behavior. Which of the following would be an example of an *overt* behavior?
- A. feeling happy that class is almost over
 - B. daydreaming about the coming weekend
 - C. gesturing to someone to come over to the group
 - D. remembering the definition of overt behavior
23. Which of the following topics would be studied by psychologists by collecting empirical evidence?
- A. love
 - B. intelligence
 - C. groupthink
 - D. all of these

24. Information gained from direct observation and measurement defines
- A. introspective data.
 - B. subjective data.
 - C. a scientific hypothesis.
 - D. empirical evidence.
25. Scientific observation is based on the
- A. gathering of introspective data.
 - B. utilization of personal, subjective data.
 - C. utilization of common-sense beliefs.
 - D. gathering of empirical evidence.
26. An empirical investigation that is structured to answer questions about the world is called a(n)
- A. scientific observation.
 - B. interpretative research.
 - C. investigative analysis.
 - D. experiential analysis.
27. _____ involves information gained from direct observation.
- A. Empirical evidence
 - B. A theoretical notation
 - C. A common-sense belief
 - D. Introspective data
28. When a scientist wants to find out if there is empirical evidence, they utilize *data*, which is defined as _____ facts.
- A. common-sense
 - B. deduced
 - C. observed
 - D. inferred
29. When a psychologist uses scientific observation, these observations must
- A. involve logic and common-sense reasoning.
 - B. be conducted using animals rather than humans.
 - C. be planned and confirmed by more than one observer.
 - D. involve all of these.
30. When observations are reliably confirmed by multiple observers, this is referred to as
- A. multimodal.
 - B. intersubjective.
 - C. multidisciplinary.
 - D. correlational.
31. A scientist wants to find out if there is empirical evidence for a relationship between caffeine and aggressive behavior. She would
- A. interview people to get their opinions.
 - B. correlate newspaper accounts and the types of beverages consumed.
 - C. test the idea by conducting an experiment.
 - D. gather the opinions of experts in the fields of neurology and sociology.

32. An expert tells you that "you can catch a cold by not wearing a coat when it is cold." You would
- A. accept his statement since you remember catching a cold after you forgot your coat.
 - B. accept his statement because it is based on commonsense reasoning.
 - C. ask him to list additional experts that support his theory.
 - D. ask to see the empirical evidence that supports his theory.
33. Psychology is different than fields such as history, law, and business because of the reliance on
- A. anecdotal evidence.
 - B. the scientific observation to study behavior.
 - C. the common sense of past generations.
 - D. direct philosophic inquiry.
34. A systematic process for answering scientific questions is called
- A. a research method.
 - B. a scientific deduction.
 - C. the induction method.
 - D. the analytical method.
35. Some topics in psychology are difficult to study because
- A. they overlap with other fields, such as law and business.
 - B. of ethical considerations.
 - C. advanced technology that measures brain waves is not available.
 - D. of a lack of interest in human behavior.
36. Some topics in psychology are difficult to study because
- A. it would be unethical to study the topic.
 - B. there is no practical way that the research can be conducted.
 - C. there is no suitable research method available to study the topic.
 - D. all of these situations can occur.
37. It may be difficult to study the difference in academic achievement between children who do and do not eat breakfast at a boarding school because
- A. it is impossible to monitor.
 - B. the scientists would have to rely on the children's self-reports.
 - C. it is unethical to require that some children not eat breakfast.
 - D. some children do not like to eat breakfast.
38. When animal behavior is used to discover principles that may apply to human behavior, we say that the researcher is utilizing a(n)
- A. anthropomorphic systems approach.
 - B. animal model.
 - C. zoophilic design.
 - D. model that will yield inaccurate results.
39. Animals are used in psychological research because
- A. psychologists are interested in the behavior of all living creatures.
 - B. animal models of behavior can often be applied to human behavior.
 - C. the study of animals can benefit both animals and humans.
 - D. all of these reasons apply.

40. Teaching primates to communicate in sign language in order to develop better methods for teaching language to aphasic children would be an example of a(n)
- A. anthropomorphic error.
 - B. animal model.
 - C. inaccurate design.
 - D. correlational study.
41. Animal studies have helped us in our understanding of
- A. stress, learning, obesity, aging, and sleep.
 - B. how to care for domestic animals.
 - C. how to care for the endangered species in zoos.
 - D. all of these.
42. The goals of psychology are to describe, understand, _____, and control behavior.
- A. predict
 - B. preserve
 - C. perpetuate
 - D. prescribe
43. The goals of psychology are to
- A. develop effective methods of psychotherapy and cure mental illness.
 - B. describe, understand, predict, and control behavior.
 - C. research, infer, summarize, and publish.
 - D. compare, analyze, and control human behavior.
44. A psychologist who observes a child for a week and writes a report that identifies and classifies the child's behavior is working toward the goal of
- A. description.
 - B. understanding.
 - C. prediction.
 - D. control.
45. In a survey conducted on October 26, researchers find that 55% of the registered voters favor the passage of the school bond issue. These survey results illustrate which goal of psychology?
- A. description
 - B. prediction
 - C. understanding
 - D. control
46. *Why* questions refer to which of psychology's goals?
- A. description
 - B. understanding
 - C. preservation
 - D. control
47. The psychological goal of understanding behavior is achieved when
- A. control over behavior is made possible.
 - B. a careful description of behavior is made.
 - C. psychologists can explain why a behavioral phenomenon occurs.
 - D. empirical evidence is obtained.

48. John's poor performance in reading was found to be due to visual discrimination problems. This determination of the cause for his poor reading performance illustrates which goal of psychology?
- A. description
 - B. prediction
 - C. understanding
 - D. control
49. Research on “bystander apathy” reveals that people often fail to help when other possible helpers are nearby due to a “diffusion of responsibility.” Explaining this perplexing problem meets which goal of psychology?
- A. description
 - B. prediction
 - C. understanding
 - D. control
50. Which goal of psychology is illustrated by a psychologist seeking to discover why sociopaths tend to repeat their destructive behavior?
- A. understanding
 - B. prediction
 - C. description
 - D. control
51. When current knowledge about an individual and his or her environment can be used to accurately forecast behavior at another time or in another setting, the scientific goal of _____ has been achieved.
- A. description
 - B. understanding
 - C. prediction
 - D. control
52. An industrial psychologist uses psychometric tests and interviews to select the best candidate for a specialized task. The psychologist's work directly illustrates which goal of psychology?
- A. description
 - B. understanding
 - C. prediction
 - D. control
53. Students who do well on an intelligence test tend to do well in their school grades. This ability of the IQ tests to forecast future school success illustrates which goal of psychology?
- A. description
 - B. prediction
 - C. understanding
 - D. control
54. On an old science fiction series, TV viewers were always able to tell which crew member would be the most likely to die when the crew was exploring a new planet. It was the crew member wearing the yellow suit, although one never knew the reason for this occurrence. The ability to forecast the demise of the yellow-suited crew member illustrates the ability to
- A. describe behavior.
 - B. predict behavior.
 - C. understand behavior.
 - D. influence or control behavior.

55. For most psychologists, control refers to
- punishment of unwanted responses.
 - legal limitations on the use of conditioning principles.
 - techniques for reducing personal freedom of choice.
 - altering conditions that influence behavior.
56. _____ is a frequently questioned and misunderstood goal of psychology because it _____.
- Control; may seem like a threat to personal freedom
 - Description; does not provide any useful information
 - Understanding; often refers to constructs we cannot see
 - Prediction; stereotypes people
57. Which question below relates most directly to the goal of controlling behavior?
- Do men and women differ in intellectual abilities?
 - How can test anxiety be prevented?
 - Why does a blow to the head cause memory loss?
 - Does depth perception occur when an individual has only one eye?
58. Michelle has learned to avoid situations in which she tends to abuse alcohol. She is exercising the goal of
- manipulation.
 - prediction.
 - explanation.
 - control.
59. A psychologist uses systematic desensitization to assist a student in overcoming test anxiety. This illustrates the goal of
- description.
 - prediction.
 - control.
 - understanding.
60. An engineering psychologist helps redesign an airplane to make it safer to fly. The psychologist's work reflects which goal of psychology?
- description
 - control
 - prediction
 - understanding
61. Critical thinking encompasses which of the following?
- empirical testing
 - a willingness to actively evaluate ideas
 - an open mind
 - all of these
62. Critical thinking in psychology involves
- using conventional wisdom and common sense.
 - a reliance on the opinions of experts.
 - using the scientific method.
 - all of these.

63. Critical thinking encompasses all of the following EXCEPT
- A. empirical testing.
 - B. evaluation of evidence.
 - C. an open mind.
 - D. common sense.
64. _____ is an ability to evaluate, compare, analyze, critique, and synthesize information.
- A. Critical thinking
 - B. Transductive thinking
 - C. Deductive thinking
 - D. Creative thinking
65. When people use critical thinking, they
- A. validate conventional wisdom.
 - B. constantly revise their understanding of the world.
 - C. give greater weight to the overall amount of evidence than specific credible facts.
 - D. do all of these.
66. Critical thinking includes which of the following questions?
- A. What authority is making the claim?
 - B. What test of this claim has been made?
 - C. Are the tests based on a long-accepted "truth"?
 - D. How is the event explained with common sense?
67. Critical thinking includes which of the following questions?
- A. Do the findings appear to be objective?
 - B. What was the nature and quality of the tests?
 - C. Has any other independent researcher duplicated the findings?
 - D. all of these questions
68. In her psychology classes, Dr. Murphey uses problem-based learning cases in order to enhance her students' abilities to analyze, compare, synthesize, critique, and evaluate information about real-life cases involving troubled marriages and caring for elderly parents. Dr. Murphey is attempting to increase her students'
- A. transductive reasoning skills.
 - B. commonsense reasoning.
 - C. correlational skills.
 - D. critical thinking skills.
69. Two research studies are conducted on the effects of body piercing on self-esteem. One study found that body piercing increased self-esteem, while the other one found a decrease in self-esteem. If you are a critical thinker, you would
- A. reject both studies since conflicting results were obtained.
 - B. compare the credentials of the psychologists that conducted the studies.
 - C. compare how each study was conducted.
 - D. accept the one that best fits within your frame of reference.

70. Any false and unscientific system of beliefs and practices that is offered as an explanation of behavior is called
- A. psychoanalysis.
 - B. pseudo-psychology.
 - C. social learning.
 - D. humanism.
71. In describing pseudopsychologies, it can be said that they
- A. give the appearance of science but are actually false.
 - B. have constantly changed over time as their followers have sought new evidence.
 - C. have followers who are skeptical critics of their own theories.
 - D. are characterized by all of these statements.
72. In describing pseudopsychologies, it can be said that they
- A. give the appearance of science but are actually false.
 - B. have changed little over time.
 - C. have followers who avoid evidence that contradicts their beliefs.
 - D. are characterized by all of these statements.
73. According to your textbook, which of the following is considered to be a pseudo-psychology?
- A. cognitive psychology
 - B. behaviorism
 - C. Gestalt psychology
 - D. astrology
74. According to your textbook, which of the following is NOT a pseudo-psychology?
- A. psychoanalysis
 - B. palmistry
 - C. phrenology
 - D. astrology
75. The German anatomy teacher Franz Gall popularized the pseudo-psychology known as
- A. palmistry.
 - B. phrenology.
 - C. graphology.
 - D. astrology.
76. To assess your personality, a phrenologist would want to
- A. study your handwriting.
 - B. study the lines on your palm.
 - C. examine the shape of your skull.
 - D. record your brain waves with an EEG.
77. _____ is the out-dated theory that personality is revealed by the bumps on the skull.
- A. Palmistry
 - B. Phrenology
 - C. Phenomenology
 - D. Graphology

78. Jane goes to a phrenologist. What can she expect from this pseudo-psychologist?.
- A. He will predict her future by reading the lines on her palms.
 - B. He will explain her personality traits by feeling the bumps on her skull.
 - C. He will explain her personality traits by analyzing a copy of her handwriting.
 - D. He will explain how her life is influenced by the position of the stars and planets at her birth.
79. The fortune teller who studies your palm carefully before announcing that great fortune is in your immediate future is practicing _____ psychology.
- A. applied
 - B. commonsense
 - C. pseudo-
 - D. forensic
80. To assess your personality, a graphologist would want to
- A. study your handwriting.
 - B. examine the shape of your skull.
 - C. study your palm.
 - D. record your brain waves with an EEG.
81. Jay pays \$5.00 to have a personality profile made through an analysis of his handwriting. Jay has just wasted his money on the pseudo-psychology known as
- A. graphology.
 - B. dyslexia.
 - C. phrenology.
 - D. palmistry.
82. Which of the following statements is FALSE regarding graphology?
- A. Graphologists score close to zero on tests of accuracy in rating personality.
 - B. Graphologists do no better than untrained college students in rating personality and job performance.
 - C. A graphological society concluded that handwriting analysis should not be used to select people for jobs.
 - D. Graphology cannot be used to detect forgeries.
83. Rose is using an astrology program on her computer. By using this pseudo-psychology computer program, she is trying to
- A. explain her personality by having the program analyze a scanned copy of her handwriting.
 - B. explain how her life is influenced by the position of the stars and planets at her birth.
 - C. predict when the next lunar eclipse will occur so she can view it with her telescope.
 - D. analyze the latent content of her dreams.
84. According to your textbook, astrology
- A. has repeatedly been shown to have no scientific validity.
 - B. has scientific validity if you correct for planetary drift.
 - C. is a useful guide for making personal decisions.
 - D. is only valid in very specific and unusual situations.
85. Objections to astrology as a science would include which of the following?
- A. Few astrologer have tried to apply the scientific method to their work.
 - B. Compatibility claims based on couples' signs have not been upheld by research.
 - C. Astrologer predictions have not been found to be more accurate than would be expected by chance.
 - D. All of these are objections to astrology as a science.

86. A tendency to believe flattering descriptions of oneself is called
- A. the Barnum effect.
 - B. the astrologer's dilemma.
 - C. the fallacy of positive instances.
 - D. uncritical acceptance.
87. Systems, such as astrology and graphology, enjoy wide popularity because of their
- A. uncritical acceptance.
 - B. scientific basis.
 - C. accuracy in predicting people's future behavior.
 - D. cost.
88. An elderly lady is greatly impressed by an astrologer who describes her as physically vigorous, innovative, and artistically creative. Her reaction to this flattering description is an example of
- A. uncritical acceptance.
 - B. the fallacy of positive instances.
 - C. the Gall effect.
 - D. the confusion of cause and effect.
89. When a person remembers or notices only things that confirm his or her expectations and forgets the rest, he or she is experiencing
- A. the Barnum Effect.
 - B. the fallacy of positive instances.
 - C. the astrologer's dilemma.
 - D. uncritical acceptance.
90. Sid believes his dreams forecast the future. He describes all the dreams that came true in the last month. His friend Joey asks him about all the times his dreams did not come true. Sid's tendency to remember the times his dreams came true and forget the times they did not is known as
- A. the fallacy of positive instances.
 - B. the Barnum Effect.
 - C. the observer effect.
 - D. critical thinking.
91. Lindsay's friend answered a magazine ad that claimed that her personality could be analyzed by a computer using her birth sign. She tells Lindsay that her computer-generated profile was very accurate and that Lindsay should send in her money and her birthdate to the company. Lindsay should
- A. write the company and request the names of satisfied customers in her area.
 - B. find a good phrenologist instead.
 - C. know that good astrological readings cannot be done by computers.
 - D. consider that her friend may have been taken in by the fallacy of positive instances.
92. The more general the prediction a fortune teller or palmist makes, the more believable are the results. This fact has been called the
- A. Guilford effect.
 - B. phenologist's fallacy.
 - C. the Barnum effect.
 - D. the Gall fallacy.

93. With respect to astrology, palmistry, and phrenology, it can be said that
- A. all are pseudo-psychologies.
 - B. none is subject to the Barnum effect.
 - C. they rarely appear to work due to the fallacy of positive instances.
 - D. astrology is the only system with a scientific basis.
94. If one reads all 12 of the daily horoscopes found in newspapers for several days, one will find that the predictions made are so general that they will fit events that happen everyday as well as being applicable to anybody regardless of their sign. This illustrates the
- A. Guilford effect.
 - B. phenologist's fallacy.
 - C. Barnum effect.
 - D. Gall fallacy.
95. In a comparison of pseudo-psychologies and valid psychological principles, which of the following statements is FALSE?
- A. Pseudo-psychologies are more of a nuisance and rarely do any harm.
 - B. Valid psychological principles are based on observation and evidence, not opinions.
 - C. Astrology's popularity shows that many people have difficulty separating valid psychology from systems that seem valid but are not.
 - D. The pseudo-psychology of graphology has been used to determine who is hired, given bank credit, or selected for juries.
96. _____ is based on a careful collection of observable evidence, precise definitions, and repeatable results.
- A. Empirical analysis
 - B. The scientific method
 - C. Theoretical projection
 - D. A common-sense statement
97. Among other things, the scientific method is based on
- A. a careful collection of evidence.
 - B. accurate descriptions and measurements.
 - C. repeatable results.
 - D. all of these.
98. _____ is a form of critical thinking based on a careful collection of evidence, accurate descriptions and measurements, precise definitions, controlled observations, and repeatable results.
- A. Intuitive thinking
 - B. Conventional wisdom
 - C. The scientific method
 - D. Common sense
99. Which of the following is NOT one of the six elements of the scientific method?
- A. observation
 - B. common sense
 - C. proposing a hypothesis
 - D. theory formulation

100. Which of the following is NOT one of the six elements of the scientific method?
- A. defining a problem
 - B. gathering evidence
 - C. publishing results
 - D. critiquing previous research
101. Which of the following is part of the scientific method?
- A. defining a problem
 - B. anecdotal analysis
 - C. analysis building
 - D. survey definition
102. The six steps of the scientific method include observation, defining a problem, proposing a hypothesis, testing they hypothesis, publishing the results, and
- A. cost-benefit analysis.
 - B. anecdotal analysis.
 - C. theory building.
 - D. consensus review.
103. A scientific explanation that remains tentative until it has been adequately tested is called a(n)
- A. theory.
 - B. law.
 - C. hypothesis.
 - D. experiment.
104. An educated guess about what is controlling some behavior is called a(n)
- A. experimental control.
 - B. hypothesis.
 - C. experimental variable.
 - D. theory.
105. In order to determine the cause of behavior, the questions we ask must be
- A. tentative.
 - B. testable.
 - C. based on theory.
 - D. novel.
106. Your best friend passes you in the school hallway and glares at you without speaking. You think, "Now, why did she do that?" One possible explanation could be that she saw you flirting with her boyfriend. Within the framework of the scientific method, that possible explanation for your friend's behavior would be considered a(n)_____, which will remain tentative until it has been tested.
- A. theory
 - B. operational definition
 - C. hypothesis
 - D. relative certainty

107. An industrial-organizational psychologist has been asked to identify the ways in which high-stress and low-stress game designers are different. After questioning the game designers about how much stress they experience, she comes up with the tentative explanation that low-stress game designers feel they have more control over their work. This tentative explanation would constitute which step in the scientific method?
- A. theory building
 - B. operationally defining the problem
 - C. proposing a hypothesis
 - D. gathering evidence through observations
108. Which of the following could serve as an experimental hypothesis?
- A. Although 25 percent of U.S. drivers say they wear their seatbelts, only 14 percent really do.
 - B. A case history of multiple personality appeared to be caused by traumatic childhood experiences.
 - C. College women who are anxious tend to want to wait together.
 - D. All of these could serve as experimental hypotheses.
109. A(n) _____ states the exact procedures used to represent a concept.
- A. abstract definition
 - B. operational definition
 - C. case study
 - D. theory
110. In order to permit scientific study, covert behaviors are
- A. estimated.
 - B. not included in the analysis.
 - C. prevented from interfering with the experiment.
 - D. operationally defined in terms of overt behavior.
111. The researcher stated that in his experiment, "frustration is described as any interruption of the subject before he or she finishes the timed puzzle." This description is considered to be a(n)
- A. estimated value.
 - B. theoretical element.
 - C. operational definition.
 - D. hypothesis.
112. Three research assistants were assigned the task of counting the number of times a particular student exhibited inattentive behaviors during a 30-minute math class. The first research assistant counted five inattentive behaviors, the second recorded eight, and the third observed only two. Assuming the three research assistants are equally accurate in what they observed, the most likely explanation for this discrepancy in recordings would be that the inattentive behavior
- A. was not the correct hypothesis.
 - B. was not observed for a long enough period of time.
 - C. was not operationally defined.
 - D. would require at least five observers for an accurate count.
113. When the researchers used an electronically activated recorder to track people's conversations and count the number of words spoken in a day by women and men, they were _____ of whether women talk more than men.
- A. gathering evidence to test the hypothesis
 - B. building a theory
 - C. validating the common-sense statement
 - D. proposing a hypothesis

114. A system of ideas designed to interrelate concepts and facts in a way that summarizes existing data and predicts future observations is known as a(n)
- A. hypothesis.
 - B. theory.
 - C. common-sense statement.
 - D. operational definition.
115. In order to interrelate concepts and facts and organize a series of observations in a meaningful way, psychologists may develop
- A. hypotheses.
 - B. theories.
 - C. surveys.
 - D. replications.
116. If there were not theories in psychology, the situation might be characterized as
- A. lacking a consistent methodology for doing research.
 - B. an overwhelming collection of disconnected facts.
 - C. a rich array of theoretical notions regarding behavior but with few facts to support them.
 - D. a single, unitary approach to understanding behavior.
117. Theory building is important in psychology because it
- A. prevents excessive reliance on empiricism.
 - B. reduces the need for hypothesis testing.
 - C. relies heavily on naturalistic observation.
 - D. provides explanations and guides future research.
118. Four developmental psychologists have been conducting separate research into the patterns of language development of deaf children. They meet in Chicago to discuss, summarize, and, hopefully, interrelate their conclusions from their published works and propose future research on this topic. Within the framework of the scientific method, these psychologists would most likely be
- A. proposing a hypothesis.
 - B. hypothesis testing.
 - C. operationally defining terms.
 - D. theory building.
119. An industrial-organizational psychologist conducts an experiment to determine whether having control over difficult tasks reduces stress for game designers and finds this explanation to be true. Drawing on the results of similar experiments, this psychologist creates a _____ to explain why having control over a task helps reduce stress.
- A. hypothesis
 - B. testable observation
 - C. theory
 - D. law
120. _____ is important in psychological research in order to disseminate results to the scientific community.
- A. Theory building
 - B. Hypothesis testing
 - C. Publishing
 - D. Application

121. Which of the following statements is/are TRUE regarding the scientific information gained from psychological studies?
- A. Scientific information must be publicly available so other researchers can replicate the research.
 - B. The results of psychological studies are usually published in professional journals.
 - C. A research report consists of an abstract, introduction, method, results, and discussion sections.
 - D. All of these statements are true.
122. Research reports begin with a very brief summary of the study and its findings. This is known as the
- A. abstract.
 - B. introduction.
 - C. method.
 - D. discussion review.
123. Kelly is writing a paper on conformity for her psychology class. In order to find the research articles she needs for the paper, the first step for her would be to get an overview of each of the articles that come up in her computer search. She should first read which part of each article?
- A. abstract
 - B. introduction
 - C. method
 - D. discussion review
124. Which section of a research report provides background information by reviewing prior studies on the same or related topics to the current one being investigated?
- A. results
 - B. introduction
 - C. method
 - D. discussion
125. In which section of their research report in *Science* did Mehl and his colleagues describe their research question regarding whether women talk more than men and then provide background information on this topic by reviewing prior studies on this subject?
- A. results
 - B. introduction
 - C. method
 - D. discussion
126. A psychologist wishes to repeat an experiment in a rural school that was originally conducted in an urban school setting. In order to repeat the specific procedures used to gather the data, this psychologist should pay close attention to which section of the original research report?
- A. discussion
 - B. introduction
 - C. method
 - D. results
127. The specific procedures used to gather data are described in which section of a research report?
- A. discussion
 - B. introduction
 - C. method
 - D. results

128. In a journal article, the researcher reported that statistically significant differences were found between the two groups in the study. This outcome from the investigation would be found in which section(s) of the research article?
- A. results
 - B. introduction
 - C. method
 - D. all of these
129. The implications of the study and proposals for future research would be found in which section of a research report?
- A. results
 - B. introduction
 - C. method
 - D. discussion
130. Psychology's history as a science began in
- A. 1848 at Harvard University.
 - B. 1879 in Leipzig, Germany.
 - C. 1895 in Vienna, Austria.
 - D. 1905 in Paris, France.
131. Psychology became a science in 1879 when psychologists began to
- A. avoid deductive thinking.
 - B. understand the relationship between humans and animals.
 - C. use computers to record the behaviors of organisms.
 - D. make observations, perform experiments, and seek information.
132. The father of psychology and founder of the first psychological laboratory was
- A. Wilhelm Wundt.
 - B. Sigmund Freud.
 - C. John B. Watson.
 - D. B.F. Skinner.
133. The first psychological laboratory was set up in order to
- A. break down conscious experiences, such as sensations.
 - B. study how the use of reinforcement and punishment alter behaviors.
 - C. understand the unconscious conflicts individuals experience.
 - D. understand how language and intelligence develop.
134. Wundt systematically observed and measured _____, which consist of physical energy that affect people and evoke a response.
- A. archetypes
 - B. metacomponents
 - C. stimuli
 - D. precipitants

135. Wundt observed stimuli of various kinds and then used a process called _____ to probe his reactions to these stimuli.
- A. analytical logic
 - B. reduction division
 - C. transduction
 - D. introspection
136. Which of the following used introspection as a scientific technique for investigating consciousness?
- A. B. F. Skinner
 - B. Ivan Pavlov
 - C. John Watson
 - D. Wilhelm Wundt
137. _____ carried Wundt's ideas to the United States and called these ideas _____.
- A. Freud; introspection
 - B. Pavlov; functionalism
 - C. Watson; humanism
 - D. Titchener; structuralism
138. E. B. Titchener is known for
- A. developing psychoanalysis.
 - B. working with animals using behavioral principles.
 - C. bringing structuralism to America.
 - D. developing the Gestalt principles of perception.
139. The structuralist school of psychology
- A. used introspection to analyze conscious experience.
 - B. relied heavily on the concept of natural selection.
 - C. was concerned with experiences as wholes.
 - D. used dream analysis to reveal the unconscious.
140. In their attempts to analyze consciousness into its elements, the structuralists used a method called
- A. conditioning.
 - B. Gestalt synthesis.
 - C. natural selection.
 - D. introspection.
141. Which of the following statements regarding the process of introspection is/are TRUE?
- A. People rarely disagreed regarding the perceptions they obtain during introspection.
 - B. Introspection was the main technique utilized by the functionalists.
 - C. Introspection is still used today as one source of insight in studies of hypnosis, meditation, problem solving, and moods.
 - D. All of these statements are true.
142. A shortcoming of structuralism was its inability to
- A. define the subject matter of psychology.
 - B. explore controversial issues.
 - C. study humans as well as animals.
 - D. provide a means for resolving disagreements regarding introspection.

143. William James wrote *Principles of Psychology* and founded
- A. structuralism.
 - B. functionalism.
 - C. behaviorism.
 - D. humanism.
144. _____, an American scholar, broadened psychology to include animal behavior, religious experience, and abnormal behavior and helped to establish psychology as a separate discipline with his first book, *Principles of Psychology*.
- A. William James.
 - B. B.F. Skinner.
 - C. Edward Titchener.
 - D. John Watson.
145. The concept of natural selection was adapted to the study of human behavior by which of the early psychologists?
- A. John Watson
 - B. Carl Rogers
 - C. Edward Titchener
 - D. William James
146. The functionalists were interested in how thoughts, feelings, perceptions, and habits help people and animals
- A. form meaningful Gestalts.
 - B. introspect and experience the phi phenomenon.
 - C. adapt to their environment.
 - D. form connections between stimuli and responses.
147. William James regarded consciousness as
- A. connections between stimuli and responses.
 - B. an ever-changing flow of images and sensations.
 - C. being overshadowed by the unconscious mind.
 - D. a set of building blocks to be analyzed through introspection.
148. The functionalists primarily followed the principles of
- A. economics and the law of supply and demand.
 - B. physics and the laws of gravity.
 - C. biology and natural selection.
 - D. chemistry and the table of elements.
149. Which pair of persons had the most similar ideas?
- A. Titchener-----Skinner
 - B. James-----Darwin
 - C. Watson-----Rogers
 - D. Wertheimer-----Maslow

150. Which school of thought brought the study of animals to psychology and also promoted educational psychology and industrial psychology?
- A. structuralism
 - B. functionalism
 - C. humanistic psychology
 - D. Gestalt psychology
151. _____ is the school of thought in psychology that emphasizes the study of overt, observable behavior.
- A. Gestalt psychology
 - B. Behaviorism
 - C. Structuralism
 - D. Functionalism
152. _____ realized that he could study the overt behavior of animals by simply observing the relationship between stimuli and an animal's responses.
- A. John B. Watson
 - B. Wilhelm Wundt
 - C. Abraham Maslow
 - D. Max Wertheimer
153. According to John B. Watson, introspection was
- A. a valid method of research.
 - B. unscientific.
 - C. the cornerstone of behaviorism.
 - D. the study of the mind in use.
154. According to John B. Watson, psychology is the study of
- A. the mind.
 - B. conscious experience.
 - C. mental states.
 - D. behavior.
155. Who said, "Give me a dozen healthy infants...and I'll guarantee to take any one at random and train him to become any type of specialist I might select...?"
- A. William James
 - B. Ivan Pavlov
 - C. Sigmund Freud
 - D. John Watson
156. Pavlov's contribution to behaviorism lies in his discovery of
- A. the conditioned response.
 - B. self-observation.
 - C. conscious experience.
 - D. unconscious motivation.
157. To explain most behavior, John B. Watson adopted the concept of conditioning developed by
- A. Max Wertheimer.
 - B. Abraham Maslow.
 - C. Ivan Pavlov.
 - D. E. B. Titchener.

158. Stimuli, responses, conditioning, and learning are key concepts in the thinking of
- A. behaviorists.
 - B. Gestalt psychologists.
 - C. structuralists.
 - D. psychoanalysts.
159. With its emphasis on stimuli and responses, which school of thought helped make psychology a natural science, rather than a branch of philosophy?
- A. behaviorism
 - B. Gestalt psychology
 - C. humanistic psychology
 - D. psychoanalysis
160. The idea that a behavior is controlled by rewards and punishments is most closely associated with
- A. Abraham Maslow.
 - B. B.F. Skinner.
 - C. Wilhelm Wundt.
 - D. William James.
161. Skinner's contribution to behaviorism lies in his insistence that
- A. behavior is shaped and maintained by rewards and punishments.
 - B. behavior is only partially conscious.
 - C. the whole is more than the sum of its parts.
 - D. self-actualization is the primary determinant of behavior.
162. Which psychologist advanced the theory that a "designed culture" based on positive reinforcement could encourage desirable behavior?
- A. William James
 - B. B.F. Skinner
 - C. Max Wertheimer
 - D. Carl Rogers
163. Which of the following is a FALSE statement concerning B. F. Skinner's work?
- A. He is known for developing the theory of classical conditioning through experiments in which he conditioned dogs to salivate to bells.
 - B. He developed an operant conditioning chamber that bears his name.
 - C. He believed that misguided rewards lead to destructive actions that create problems, such as overpopulation, pollution, and war.
 - D. He disliked the use of punishment because it does not teach correct responses.
164. Skinner's view of psychology has led to some criticism of his tendency to
- A. believe mental events, such as thinking, are not needed to explain behavior.
 - B. rely too heavily on introspection.
 - C. favor punishment over reinforcement as a means of controlling behavior.
 - D. ignore the impact of behaviorism on psychological thought.
165. Radical behaviorists were criticized for ignoring the role that _____ play(s) in our lives.
- A. rewards
 - B. thinking
 - C. punishments
 - D. stimuli

166. _____ is the proper use of rewards, punishments, and conditioning to change problems, such as overeating, unrealistic fears, and temper tantrums.
- A. Psychoanalysis
 - B. Gestalt psychology
 - C. Self-actualization
 - D. Behavior therapy
167. The psychological view that combines thinking (and the expectation of the reward) with learning theory is known as
- A. psychobehaviorism.
 - B. cognitive behaviorism.
 - C. cognitive functionalism.
 - D. Gestalt psychology.
168. Patrick borrows his mother's car keys and tries to start the car as he has seen his parents do so often. Their neighbor, who is a psychologist, explained that Patrick modeled his parents' driving behavior because he had the expectation of being rewarded with the fun of driving. This explanation best fits which psychological viewpoint?
- A. psychobehaviorism
 - B. Gestalt psychology
 - C. psychoanalysis
 - D. cognitive behaviorism
169. Which school of thought would explain that you go to different music websites because you have the expectation that you will find music selections that you will enjoy on these sites?
- A. humanistic psychology
 - B. structuralism
 - C. cognitive behaviorism
 - D. psychoanalysis.
170. Which of the following is a FALSE statement concerning Gestalt Psychology?
- A. Gestalt Psychology's motto is "The whole is greater than the sum of its parts."
 - B. Gestalt Psychology was founded by Max Wertheimer.
 - C. Gestalt Psychology has greatly influenced studies of perception and personality.
 - D. Gestalt Psychology explains behavior in terms of stimuli and responses.
171. _____ emphasizes the study of thinking, learning, and perception in whole units, not by analysis into parts.
- A. Behaviorism
 - B. Comparative psychology
 - C. Structuralism
 - D. Gestalt psychology
172. The "whole is greater than the sum of its parts" is the slogan of the
- A. Gestalt psychologists.
 - B. behaviorists.
 - C. structuralists.
 - D. psychoanalysts.

173. Max Wertheimer is associated with which one of the following schools of thought?
- A. Gestalt psychology
 - B. behaviorism
 - C. psychoanalysis
 - D. functionalism
174. Of the following, who is associated with the Gestalt school of psychology?
- A. Ivan Pavlov
 - B. B.F. Skinner
 - C. Max Wertheimer
 - D. John Watson
175. A Gestalt psychologist might
- A. recommend rewarding yourself with a movie instead of a candy bar.
 - B. suggest that you explore patterns in your behavior as a whole rather than analyzing each individual action.
 - C. examine each individual element of your behavior.
 - D. recommend all of these.
176. When we see a painting by George Seurat, the famous French impressionist, we tend to experience it as a rendering of a lovely landscape rather than as the series of separate, differently colored dots of which the painting is actually composed. This phenomenon illustrates which school of thought in psychology?
- A. Structuralism
 - B. Behaviorism
 - C. Gestalt psychology
 - D. Psychodynamic psychology
177. The founder of psychoanalytic psychology was
- A. Carl Rogers.
 - B. Wilhelm Wundt.
 - C. Sigmund Freud.
 - D. William James.
178. As used by Freud, the *unconscious* refers to
- A. those things we choose to forget.
 - B. the area of the mind that lies outside of personal awareness.
 - C. the tip of the iceberg.
 - D. all of these.
179. Repression refers to
- A. thoughts held out of awareness because they are unimportant.
 - B. thoughts held out of awareness because they are threatening.
 - C. forgetfulness or thoughts held out of awareness unintentionally.
 - D. the fact that no thoughts, emotions, and actions are predetermined.
180. Contributions of Freud include
- A. the insistence that all thoughts, desires, and actions are determined.
 - B. the development of the method of psychotherapy called psychoanalysis.
 - C. emphasis on the importance of childhood experiences in personality development.
 - D. all of these.

181. Freud stressed the role of _____ in shaping our personalities.
- A. self-actualization
 - B. conditioned responses
 - C. rewards and punishments
 - D. unconscious conflicts
182. According to Freud, unconscious thoughts are often revealed by
- A. dreams, emotions, and slips of the tongue.
 - B. self-actualization and peak experiences.
 - C. stimulus-response connections.
 - D. behaviors conditioned through reinforcement and punishment.
183. Psychoanalysis
- A. was the first talking therapy.
 - B. explores unconscious conflicts and emotional problems.
 - C. was created by Sigmund Freud.
 - D. is characterized by all of these.
184. Sigmund Freud's approach to psychotherapy is known as
- A. Gestalt therapy.
 - B. psychoanalysis.
 - C. behavior modification.
 - D. client-centered therapy.
185. Sigmund Freud's approach to psychotherapy is known as
- A. Gestalt therapy.
 - B. psychoanalysis.
 - C. behavior modification.
 - D. client-centered therapy.
186. Freud's legacy is evident in various psychodynamic theories, which emphasize
- A. internal motives, conflicts, and unconscious forces.
 - B. free will and self-determination.
 - C. that the whole of one's personality is greater than the sum of its parts.
 - D. the use of rewards and punishments to shape behavior.
187. Which of the following statements concerning psychodynamic psychology is TRUE?
- A. Freud's theories were very involved and extensive, but they ended up contributing very little to our understanding of human behavior.
 - B. Freud's theories remain influential today and are largely unchanged from their first conceptualizations.
 - C. Almost immediately, many of Freud's students broke away from his theories in order to modify and change them.
 - D. Psychodynamic psychology focuses on observable behaviors.
188. Which of the following would be considered a Neo-Freudian?
- A. Otto Rank
 - B. Anna Freud
 - C. Karen Horney
 - D. all of these

189. Which of the following would NOT be considered a Neo-Freudian?
- A. Abraham Maslow
 - B. Alfred Adler
 - C. Erik Erikson
 - D. Carl Jung
190. Alfred Adler, Karen Horney, Carl Jung, Otto Rank, and Erik Erikson would be considered
- A. Gestalt psychologists.
 - B. Neo-Freudians.
 - C. Cognitive behaviorists.
 - D. Functionalists.
191. Which of the following statements concerning psychodynamic psychology is TRUE?
- A. Freud's theories involved learned behaviors resulting from stimulus-response connections.
 - B. Psychoanalytic psychology focuses on external sources of motivation and conscious forces.
 - C. Neo-Freudians revised parts of Freud's theory, often placing less emphasis on sex and aggression and more on social motives and relationships.
 - D. None of these statements are true.
192. You see a psychologist and tell her that you are feeling depressed. The psychologist talks to you about your past and attempts to link your present situation with unconscious patterns developed in your childhood as you interacted with your parents. The psychologist would probably belong to which school of psychology?
- A. humanistic psychology
 - B. psychodynamic psychology
 - C. behaviorism
 - D. Gestalt psychology
193. After your traumatic breakup with your girlfriend, you are having trouble remembering her phone number, her birthday, and other bits of information concerning your two-year relationship. A friend tells you that you are experiencing repression and these bits of information have been pushed into your unconscious mind. Your friend is interpreting your situation based on the theories of
- A. Max Wertheimer.
 - B. Sigmund Freud.
 - C. Abraham Maslow.
 - D. Carl Rogers.
194. Humanistic psychologists rejected psychoanalytic theory and behaviorism because they deemed both of these viewpoints to be
- A. unscientific.
 - B. too subjective.
 - C. too deterministic.
 - D. characterized by all of these.
195. Which of the following would be considered humanistic psychologists?
- A. B.F. Skinner and John B. Watson
 - B. Wilhelm Wundt and E.B. Titchener
 - C. Max Wertheimer and William James
 - D. Abraham Maslow and Carl Rogers

196. Carl Rogers and Abraham Maslow belong to which school of thought in psychology?
- A. humanistic psychology
 - B. psychoanalytical psychology
 - C. behaviorism
 - D. Gestalt psychology
197. Humanistic theories emphasize
- A. internal motives, conflicts, and unconscious forces.
 - B. free will and self-determination.
 - C. that stimulus and response connections determine behavior.
 - D. the use of rewards and punishments to shape behavior.
198. Initially, the _____ were less interested in treating psychology as a science and stressed more subjective factors, such as one's self-image. Today, most do research to test their ideas, just as other psychologists.
- A. behaviorists
 - B. functionalists
 - C. humanists
 - D. structuralists
199. Which school of thought in psychology emphasizes free will and self-determination and stimulated interest in the psychological needs of love and belonging, self-esteem, and self-actualization?
- A. humanistic psychology
 - B. behaviorism
 - C. psychoanalytic psychology
 - D. functionalism
200. Which of the following is characteristic of a humanistic approach to the study of behavior?
- A. reliance on animal research
 - B. interest in unconscious forces and conflicts within the personality
 - C. emphasis on conditioned responses
 - D. emphasis on the importance of subjective factors, such as one's self-image
201. According to the _____ view, the need for love, self-esteem, belonging, self-expression, creativity, and spirituality are as important as biological needs.
- A. psychodynamic
 - B. behavioral
 - C. humanistic
 - D. cognitive
202. _____ refers to appraising yourself as good or bad, while _____ is the mental perspective that you use to interpret events.
- A. Self-actualization; self-reinforcement
 - B. Self-evaluation; self-actualization
 - C. Self-evaluation; frame of reference
 - D. Frame of reference; self-reinforcement

203. Frame of reference is
- A. another name for one's self-image.
 - B. one's image of others.
 - C. a mental perspective used for evaluating events.
 - D. a determinist perspective that is involved in shaping one's personality.
204. Karen sees herself as attractive, extroverted, and dependable. According to the humanistic approach, Karen's description of herself would be referred to as
- A. her superego.
 - B. her self-image.
 - C. a self-reinforcement.
 - D. a self-actualization.
205. Barry goes to a psychologist who will try to understand Barry's frame of reference in interpreting the world and to improve Barry's self-image. Barry's psychologist is most likely utilizing the _____ approach to therapy.
- A. humanistic
 - B. behaviorist
 - C. psychoanalytical
 - D. functionalist
206. Humanists seek to understand
- A. the role of rewards in controlling behavior.
 - B. how people perceive themselves and experience the world.
 - C. how childhood experiences influence adult behavior.
 - D. the role of dreams in determining behavior.
207. Maslow proposed a need to develop one's potential and be the best one can be, which he called
- A. self-image.
 - B. self-concept.
 - C. self-esteem.
 - D. self-actualization.
208. Which of the following best describes Maslow's concept of self-actualization?
- A. the need to protect one's self-image through self-deception
 - B. the need to have a higher self-esteem
 - C. the need to develop one's potential fully
 - D. the need for power
209. The process of fully developing one's personal potential and becoming the best person one can become is known as
- A. introspection.
 - B. determinism.
 - C. conditioning.
 - D. self-actualization.

210. You see a psychologist and tell her that you are feeling depressed. She talks to you about the goals you have for yourself, about your image of yourself, and about the choices that you can make in your life so that you can realize your potential. This psychologist would probably belong to the _____ school of psychology.
- A. humanistic
 - B. psychodynamic
 - C. behavioristic
 - D. Gestalt
211. The first psychology course was taught by
- A. E.B. Titchener.
 - B. John Watson.
 - C. William James.
 - D. B.F. Skinner
212. The first American psychology textbook was written by
- A. E.B. Titchener.
 - B. John Watson.
 - C. Carl Rogers.
 - D. John Dewey.
213. Which of the following notable events in psychology occurred FIRST?
- A. The American Psychological Association was founded.
 - B. Sigmund Freud published *The Interpretation of Dreams*.
 - C. Carl Rogers published *Counseling and Psychotherapy*.
 - D. Ivan Pavlov reports his research on conditioned reflexes.
214. Which of the following notable events in psychology occurred LAST?
- A. The American Psychological Association was founded.
 - B. Sigmund Freud published *The Interpretation of Dreams*.
 - C. Carl Rogers published *Counseling and Psychotherapy*.
 - D. The first American psychology lab was founded at Johns Hopkins.
215. According to your psychology textbook, which of the following statements is TRUE regarding women in psychology?
- A. By 1906 in America, only one psychologist in 50 was a woman.
 - B. In recent years nearly 75 percent of the college graduates with a major in psychology are women.
 - C. It was not until 1956 that a woman became president of the American Psychological Association for the first time.
 - D. Carol Gilligan was the first woman to be awarded a Ph.D. in psychology in 1894.
216. According to your psychology textbook, which of the following statements is FALSE regarding women in psychology?
- A. By 1906 in America, about one psychologist in 10 was a woman.
 - B. In recent years nearly 75 percent of the college graduates with a major in psychology are women.
 - C. It was not until 1945 that a woman became president of the American Psychological Association for the first time.
 - D. Margaret Washburn was the first woman to be awarded a Ph.D. in psychology in 1894.

217. Which of the following matches concerning women in psychology is CORRECT?
- A. Margaret Washburn-----first woman to be awarded a Ph.D. in psychology.
 - B. Christine Ladd-Franklin----first woman president of the American Psychological Association.
 - C. Mary Calkins-----wrote a textbook on animal behavior entitled *The Animal Mind*.
 - D. Anna Freud-----studied color vision.
218. Who conducted pioneering work on memory and was the first female president of the APA in 1905?
- A. Margaret Washburn
 - B. Christine Ladd-Franklin
 - C. Mary Calkins
 - D. Anna Freud
219. _____ wrote an influential textbook on animal behavior entitled *The Animal Mind*.
- A. Margaret Washburn
 - B. Christine Ladd-Franklin
 - C. Mary Calkins
 - D. Anna Freud
220. _____ studied color vision and was ranked among the 50 most important psychologists in America in 1906.
- A. Margaret Washburn
 - B. Christine Ladd-Franklin
 - C. Mary Calkins
 - D. Anna Freud
221. Regarding contemporary trends in psychology, which of the following statements is/are TRUE?
- A. Structuralism has disappeared entirely.
 - B. Functionalism and Gestalt psychology have blended into newer, broader perspectives.
 - C. Today, many psychologists are eclectic.
 - D. All of these statements are true.
222. The eclectic approach
- A. stresses the Gestalt perspective.
 - B. emphasizes the biological functioning of the brain and nervous system.
 - C. embraces a variety of theoretical views.
 - D. has disappeared entirely as a perspective in psychology.
223. A psychologist who is “eclectic” can best be described as
- A. rejecting determinism in favor of free will.
 - B. cognitive rather than behavioral.
 - C. drawing from many psychological approaches.
 - D. preferring pseudo-psychological approaches.
224. Eclectic psychologists are known for
- A. treating only minor adjustment problems.
 - B. drawing on a variety of theoretical views.
 - C. working in many different mental health settings.
 - D. stressing the role of the unconscious.

225. You discuss your feelings of loneliness with a psychologist, who responds by having you consider how your own behaviors contribute and reinforce your loneliness, how your early childhood relationship with your parents influences current relationships, and how your distorted self-image may inhibit you from seeking new relationships. This psychologist is most likely
- A. a humanist.
 - B. eclectic.
 - C. a behaviorist.
 - D. Freudian.
226. When a psychologist draws and utilizes aspects from many different psychological theories and approaches, we say that the psychologist is
- A. psychoanalytic-behavioral.
 - B. a functionalist.
 - C. a structuralist.
 - D. eclectic.
227. According to your textbook, which of the following is NOT one of the three broad perspectives that shape modern psychology?
- A. biological
 - B. therapeutic
 - C. psychological
 - D. sociocultural
228. The _____ perspective seeks to explain behavior in terms of brain processes, evolution, and genetics.
- A. sociocultural
 - B. behavioristic
 - C. psychodynamic
 - D. biological
229. According to the _____ view, human and animal behavior is the result of internal physical and chemical mechanisms.
- A. biopsychological
 - B. behavioristic
 - C. psychodynamic
 - D. humanistic
230. Psychologists who advocate the biopsychological view
- A. limit the scope of their study to animals.
 - B. are concerned primarily with environmental influences on behavior.
 - C. explore interactions between humans and other living things.
 - D. attempt to explain behavior in terms of physical processes.
231. Biopsychologists and others who study the brain and nervous system, such as biologists and biochemists, form the broader field of
- A. evolutionary psychology.
 - B. cognitive science.
 - C. neuroscience.
 - D. ethnology.

232. The _____ view is considered reductionistic and mechanistic and seeks to explain behavior through the activity of the genes, endocrine system, and one's physiology.
- A. behavioristic
 - B. biopsychological
 - C. psychodynamic
 - D. humanistic
233. The _____ view is considered reductionistic and mechanistic and seeks to explain behavior through the principles of natural selection.
- A. behavioristic
 - B. humanistic
 - C. psychodynamic
 - D. evolutionary
234. _____ psychologists attempt to explain our current behavior by looking back at human history to learn how natural selection and genetics have affected us.
- A. Evolutionary
 - B. Humanistic
 - C. Psychodynamic
 - D. Behavioristic
235. According to your textbook, which view of human behavior is NOT considered a part of the psychological perspective?
- A. cognitive view
 - B. humanistic view
 - C. sociocultural view
 - D. behavioristic view
236. The _____ view sees behavior as being shaped and controlled by one's environment.
- A. cognitive
 - B. humanistic
 - C. biopsychological
 - D. behavioristic
237. The key idea in the behavioristic view is that
- A. behavior is shaped and controlled by one's environment.
 - B. behavior is the result of clashing forces within the personality.
 - C. behavior can be understood in terms of the mental processing of information.
 - D. environment plays a very small role in controlling one's behavior.
238. Which of the following psychological approaches is matched correctly to its view of human nature?
- A. psychodynamic-----positive, philosophical view
 - B. behavioristic-----neutral, scientific, somewhat mechanistic view
 - C. humanistic-----somewhat negative, pessimistic view
 - D. cognitive-----positive, philosophical view

239. Latoya's mother has established a reward system in which Latoya earns one gold star for each chore she completes each day. If she earns 25 stars by the end of the week, Latoya's mother will take her to play at the "fast food restaurant's" playground for two hours. Latoya's mother is using which psychological approach?
- A. psychodynamic
 - B. cognitive
 - C. humanistic
 - D. behavioristic
240. The approach in psychology that views behavior in terms of the mental processing of information is the _____ view.
- A. cognitive
 - B. humanistic
 - C. behavioristic
 - D. biopsychological
241. The cognitive view
- A. explains behavior in terms of information processing.
 - B. is concerned with decision-making and problem-solving.
 - C. may be perceived as a somewhat computer-like view of human nature.
 - D. is characterized by all of these statements.
242. In describing how a person arrives at a decision, a psychology professor explains to his class that "the mind is very much like a computer and that decision-making involves input, processing, storage, and output." This professor is emphasizing which view of behavior?
- A. cognitive
 - B. behavioristic
 - C. humanistic
 - D. psychodynamic
243. Perception, thinking, language, problem-solving, and creativity are topics of investigation for those interested in
- A. cognitive psychology.
 - B. psychodynamic psychology.
 - C. pseudopsychology.
 - D. humanistic psychology.
244. Cognitive psychologists and other researchers in cognition, such as computer scientists and linguists, form the broader field of
- A. biopsychology.
 - B. learning theory.
 - C. cognitive science.
 - D. positive psychology.
245. A psychologist whose viewpoint is psychodynamic
- A. focuses on self-image and self-actualization to explain behavior.
 - B. believes behavior is directed by unconscious forces within one's personality.
 - C. emphasizes the study of observable behavior.
 - D. emphasizes subjective factors and personal growth.

246. The major perspective in psychology that views behavior as directed by often hidden forces within one's personality is the _____ view.
- A. cognitive
 - B. humanistic
 - C. psychodynamic
 - D. biopsychological
247. Which of the following psychological approaches is matched correctly to its view of human nature?
- A. behavioristic-----positive, philosophical view
 - B. humanistic-----neutral, scientific, somewhat mechanistic view
 - C. psychodynamic-----somewhat negative, pessimistic view
 - D. cognitive-----positive, philosophical view
248. Sandra claims that Antoine's anxiety originates from unresolved sexual conflicts residing in his unconscious. Sandra's interpretation of Antoine's condition is consistent with the _____ perspective.
- A. behavioristic
 - B. humanistic
 - C. psychodynamic
 - D. cognitive
249. The _____ perspective focuses on subjective, conscious experience, human problems, potentials, and ideals and emphasizes one's self-image and self-actualization.
- A. behavioristic
 - B. humanistic
 - C. psychodynamic
 - D. cognitive
250. Taylor believes his behavior is guided by his own self-image and that he has the power to control his own fate and reach his full potential. Taylor has adopted which psychological perspective?
- A. behavioristic
 - B. cognitive
 - C. psychodynamic
 - D. humanistic

Chapter 1a--Introduction to Psychology and Research Methods

Key

1. According to the authors of your textbook, it is important to study psychology because
 - A. studying psychology can help you to understand yourself and others.
 - B. studying psychology can help you to interpret and evaluate the psychological topics presented in the media and on the Internet.
 - C. you cannot consider yourself educated without knowing something about psychology.
 - D.** all of these are reasons to study psychology.
2. One of the reasons to study psychology is to
 - A.** understand ourselves and others better.
 - B. learn how to manipulate others for personal gain.
 - C. utilize in combination with the field of astrology in predicting human behavior.
 - D. have the answers to all of life's questions.
3. The word psychology comes from the roots psyche and logos, which mean respectively
 - A. behavior and science.
 - B. brain and science.
 - C.** mind and knowledge or study.
 - D. personality and knowledge or study.
4. Psychology is best defined as the
 - A. empirical study of the human personality.
 - B. study of individual differences in the group behavior of humans and animals.
 - C.** scientific study of behavior and mental processes.
 - D. scientific study of the relationship between mind and body.
5. Psychology would best be described as
 - A. the study of human origins, evolution, and cultures.
 - B.** the scientific study of behavior and mental processes.
 - C. a natural science integrating physiology and neurology.
 - D. the deductive study of forms and functions of human groups.
6. According to the definition of psychology, which of the following would a psychologist be most likely to study?
 - A. the genetic diversity in a population of domestic animals
 - B. how to select employees based on their handwriting analyses
 - C.** the influence of a teacher on a student's academic success
 - D. the determination of personality traits using the position of the stars and planets at the time of one's birth

7. Psychologists
- A. are scientists who conduct research.
 - B. are practitioners who apply psychology to solve problems in fields like education and medicine.
 - C. are teachers.
 - D.** may be scientists, practitioners, and/or teachers.
8. All psychologists
- A. conduct research to discover new knowledge.
 - B. apply psychology to solve problems in mental health, education, medicine, or business.
 - C. are teachers who pass on knowledge of psychology to their students.
 - D.** rely on critical thinking and information gained from scientific research.
9. The research conducted by psychologist involves
- A. the validation of common-sense beliefs in predicting everyday experiences.
 - B. the systematic use of common-sense beliefs in solving new problems.
 - C.** gathering information through direct observation.
 - D. a reliance on subjective opinions and rationalizations.
10. Psychological research found which of the following common-sense beliefs to be FALSE?
- A. Most humans use only 10 percent of their potential brainpower.
 - B. To change people's behavior toward members of ethnic minority groups, we must first change their attitudes.
 - C. Psychotherapy has its greatest success in the treatment of psychotic patients who have lost touch with reality.
 - D.** All of these common-sense beliefs were found to be FALSE.
11. Psychological research found which of the following common-sense beliefs to be FALSE?
- A. Babies love their mothers because their mothers fulfill their babies' physiological need for food.
 - B. Blind people have unusually sensitive organs of touch.
 - C. The more motivated you are, the better you will do at solving a complex problem.
 - D.** All of these common-sense beliefs were found to be FALSE.
12. A common sense approach to psychology is
- A. the most reliable.
 - B.** often contradicted by empirical evidence.
 - C. the basis for most psychological theories.
 - D. the basis psychologist use when collecting data.
13. Common sense is a poor source of psychological information because it is
- A. always in error.
 - B.** a barrier to seeking better information.
 - C. too empirical.
 - D. not based on any form of observation.
14. Which of the following statements regarding the use of common sense is TRUE?
- A. Common sense has no value.
 - B. Common sense and personal observations usually provide all the information one needs to know about any situation.
 - C. Common sense statements provide systematic data.
 - D.** Common sense often provides vague and inconsistent pieces of information.

15. According to your psychology textbook, which of the following activities would be considered "behavior"?
- A. A student feels sad because of her grade.
 - B. A student daydreams in class.
 - C. A teacher writes an assignment on the board.
 - D.** All of these would be considered behaviors.
16. Behavior is best described as
- A.** anything a person does.
 - B. only those things a person does that everyone can see.
 - C. only those things which can be recorded by a camera.
 - D. those things that a person intentionally does, excluding all behaviors that occur accidentally.
17. Overt behavior includes
- A. anything a person does.
 - B. things a person does which cannot be seen by others.
 - C.** only those things that can be observed.
 - D. hidden, private, internal thoughts.
18. Covert behavior involves
- A. anything a person does.
 - B. only those things a person does which another person can see.
 - C. only those things which can be recorded by a camera.
 - D.** hidden, private, internal thoughts.
19. Which of the following behaviors can best be described as overt behavior?
- A.** watching a TV game show
 - B. thinking about the answer to a contestant's question
 - C. being sad that the contestant answered incorrectly
 - D. wondering if there are any frozen waffles left in the freezer
20. Which of the following is the best example of covert behavior?
- A. blinking in response to a light
 - B. imitating a friend's gesture
 - C.** remembering a pleasant experience
 - D. rapid eye movements while sleeping
21. Professor Reed asked her introductory psychology students to give an example of a *covert* behavior. Which of the following would be an example of a *covert* behavior?
- A.** daydreaming about the coming weekend
 - B. sneezing into a handkerchief
 - C. gesturing to someone to come over to the group
 - D. telling the class to be quiet by saying "shhh" softly
22. Professor Windham asks her general psychology students to give an example of an *overt* behavior. Which of the following would be an example of an *overt* behavior?
- A. feeling happy that class is almost over
 - B. daydreaming about the coming weekend
 - C.** gesturing to someone to come over to the group
 - D. remembering the definition of overt behavior

23. Which of the following topics would be studied by psychologists by collecting empirical evidence?
- A. love
 - B. intelligence
 - C. groupthink
 - D.** all of these
24. Information gained from direct observation and measurement defines
- A. introspective data.
 - B. subjective data.
 - C. a scientific hypothesis.
 - D.** empirical evidence.
25. Scientific observation is based on the
- A. gathering of introspective data.
 - B. utilization of personal, subjective data.
 - C. utilization of common-sense beliefs.
 - D.** gathering of empirical evidence.
26. An empirical investigation that is structured to answer questions about the world is called a(n)
- A.** scientific observation.
 - B. interpretative research.
 - C. investigative analysis.
 - D. experiential analysis.
27. _____ involves information gained from direct observation.
- A.** Empirical evidence
 - B. A theoretical notation
 - C. A common-sense belief
 - D. Introspective data
28. When a scientist wants to find out if there is empirical evidence, they utilize *data*, which is defined as _____ facts.
- A. common-sense
 - B. deduced
 - C.** observed
 - D. inferred
29. When a psychologist uses scientific observation, these observations must
- A. involve logic and common-sense reasoning.
 - B. be conducted using animals rather than humans.
 - C.** be planned and confirmed by more than one observer.
 - D. involve all of these.
30. When observations are reliably confirmed by multiple observers, this is referred to as
- A. multimodal.
 - B.** intersubjective.
 - C. multidisciplinary.
 - D. correlational.

31. A scientist wants to find out if there is empirical evidence for a relationship between caffeine and aggressive behavior. She would
- A. interview people to get their opinions.
 - B. correlate newspaper accounts and the types of beverages consumed.
 - C.** test the idea by conducting an experiment.
 - D. gather the opinions of experts in the fields of neurology and sociology.
32. An expert tells you that "you can catch a cold by not wearing a coat when it is cold." You would
- A. accept his statement since you remember catching a cold after you forgot your coat.
 - B. accept his statement because it is based on commonsense reasoning.
 - C. ask him to list additional experts that support his theory.
 - D.** ask to see the empirical evidence that supports his theory.
33. Psychology is different than fields such as history, law, and business because of the reliance on
- A. anecdotal evidence.
 - B.** the scientific observation to study behavior.
 - C. the common sense of past generations.
 - D. direct philosophic inquiry.
34. A systematic process for answering scientific questions is called
- A.** a research method.
 - B. a scientific deduction.
 - C. the induction method.
 - D. the analytical method.
35. Some topics in psychology are difficult to study because
- A. they overlap with other fields, such as law and business.
 - B.** of ethical considerations.
 - C. advanced technology that measures brain waves is not available.
 - D. of a lack of interest in human behavior.
36. Some topics in psychology are difficult to study because
- A. it would be unethical to study the topic.
 - B. there is no practical way that the research can be conducted.
 - C. there is no suitable research method available to study the topic.
 - D.** all of these situations can occur.
37. It may be difficult to study the difference in academic achievement between children who do and do not eat breakfast at a boarding school because
- A. it is impossible to monitor.
 - B. the scientists would have to rely on the children's self-reports.
 - C.** it is unethical to require that some children not eat breakfast.
 - D. some children do not like to eat breakfast.
38. When animal behavior is used to discover principles that may apply to human behavior, we say that the researcher is utilizing a(n)
- A. anthropomorphic systems approach.
 - B.** animal model.
 - C. zoophilic design.
 - D. model that will yield inaccurate results.

39. Animals are used in psychological research because
- A. psychologists are interested in the behavior of all living creatures.
 - B. animal models of behavior can often be applied to human behavior.
 - C. the study of animals can benefit both animals and humans.
 - D.** all of these reasons apply.
40. Teaching primates to communicate in sign language in order to develop better methods for teaching language to aphasic children would be an example of a(n)
- A. anthropomorphic error.
 - B.** animal model.
 - C. inaccurate design.
 - D. correlational study.
41. Animal studies have helped us in our understanding of
- A. stress, learning, obesity, aging, and sleep.
 - B. how to care for domestic animals.
 - C. how to care for the endangered species in zoos.
 - D.** all of these.
42. The goals of psychology are to describe, understand, _____, and control behavior.
- A.** predict
 - B. preserve
 - C. perpetuate
 - D. prescribe
43. The goals of psychology are to
- A. develop effective methods of psychotherapy and cure mental illness.
 - B.** describe, understand, predict, and control behavior.
 - C. research, infer, summarize, and publish.
 - D. compare, analyze, and control human behavior.
44. A psychologist who observes a child for a week and writes a report that identifies and classifies the child's behavior is working toward the goal of
- A.** description.
 - B. understanding.
 - C. prediction.
 - D. control.
45. In a survey conducted on October 26, researchers find that 55% of the registered voters favor the passage of the school bond issue. These survey results illustrate which goal of psychology?
- A.** description
 - B. prediction
 - C. understanding
 - D. control
46. *Why* questions refer to which of psychology's goals?
- A. description
 - B.** understanding
 - C. preservation
 - D. control

47. The psychological goal of understanding behavior is achieved when
- A. control over behavior is made possible.
 - B. a careful description of behavior is made.
 - C.** psychologists can explain why a behavioral phenomenon occurs.
 - D. empirical evidence is obtained.
48. John's poor performance in reading was found to be due to visual discrimination problems. This determination of the cause for his poor reading performance illustrates which goal of psychology?
- A. description
 - B. prediction
 - C.** understanding
 - D. control
49. Research on “bystander apathy” reveals that people often fail to help when other possible helpers are nearby due to a “diffusion of responsibility.” Explaining this perplexing problem meets which goal of psychology?
- A. description
 - B. prediction
 - C.** understanding
 - D. control
50. Which goal of psychology is illustrated by a psychologist seeking to discover why sociopaths tend to repeat their destructive behavior?
- A.** understanding
 - B. prediction
 - C. description
 - D. control
51. When current knowledge about an individual and his or her environment can be used to accurately forecast behavior at another time or in another setting, the scientific goal of _____ has been achieved.
- A. description
 - B. understanding
 - C.** prediction
 - D. control
52. An industrial psychologist uses psychometric tests and interviews to select the best candidate for a specialized task. The psychologist's work directly illustrates which goal of psychology?
- A. description
 - B. understanding
 - C.** prediction
 - D. control
53. Students who do well on an intelligence test tend to do well in their school grades. This ability of the IQ tests to forecast future school success illustrates which goal of psychology?
- A. description
 - B.** prediction
 - C. understanding
 - D. control

54. On an old science fiction series, TV viewers were always able to tell which crew member would be the most likely to die when the crew was exploring a new planet. It was the crew member wearing the yellow suit, although one never knew the reason for this occurrence. The ability to forecast the demise of the yellow-suited crew member illustrates the ability to
- A. describe behavior.
 - B.** predict behavior.
 - C. understand behavior.
 - D. influence or control behavior.
55. For most psychologists, control refers to
- A. punishment of unwanted responses.
 - B. legal limitations on the use of conditioning principles.
 - C. techniques for reducing personal freedom of choice.
 - D.** altering conditions that influence behavior.
56. _____ is a frequently questioned and misunderstood goal of psychology because it _____.
- A.** Control; may seem like a threat to personal freedom
 - B. Description; does not provide any useful information
 - C. Understanding; often refers to constructs we cannot see
 - D. Prediction; stereotypes people
57. Which question below relates most directly to the goal of controlling behavior?
- A. Do men and women differ in intellectual abilities?
 - B.** How can test anxiety be prevented?
 - C. Why does a blow to the head cause memory loss?
 - D. Does depth perception occur when an individual has only one eye?
58. Michelle has learned to avoid situations in which she tends to abuse alcohol. She is exercising the goal of
- A. manipulation.
 - B. prediction.
 - C. explanation.
 - D.** control.
59. A psychologist uses systematic desensitization to assist a student in overcoming test anxiety. This illustrates the goal of
- A. description.
 - B. prediction.
 - C.** control.
 - D. understanding.
60. An engineering psychologist helps redesign an airplane to make it safer to fly. The psychologist's work reflects which goal of psychology?
- A. description
 - B.** control
 - C. prediction
 - D. understanding

61. Critical thinking encompasses which of the following?
A. empirical testing
B. a willingness to actively evaluate ideas
C. an open mind
D. all of these
62. Critical thinking in psychology involves
A. using conventional wisdom and common sense.
B. a reliance on the opinions of experts.
C. using the scientific method.
D. all of these.
63. Critical thinking encompasses all of the following EXCEPT
A. empirical testing.
B. evaluation of evidence.
C. an open mind.
D. common sense.
64. _____ is an ability to evaluate, compare, analyze, critique, and synthesize information.
A. Critical thinking
B. Transductive thinking
C. Deductive thinking
D. Creative thinking
65. When people use critical thinking, they
A. validate conventional wisdom.
B. constantly revise their understanding of the world.
C. give greater weight to the overall amount of evidence than specific credible facts.
D. do all of these.
66. Critical thinking includes which of the following questions?
A. What authority is making the claim?
B. What test of this claim has been made?
C. Are the tests based on a long-accepted "truth"?
D. How is the event explained with common sense?
67. Critical thinking includes which of the following questions?
A. Do the findings appear to be objective?
B. What was the nature and quality of the tests?
C. Has any other independent researcher duplicated the findings?
D. all of these questions
68. In her psychology classes, Dr. Murphey uses problem-based learning cases in order to enhance her students' abilities to analyze, compare, synthesize, critique, and evaluate information about real-life cases involving troubled marriages and caring for elderly parents. Dr. Murphey is attempting to increase her students'
A. transductive reasoning skills.
B. commonsense reasoning.
C. correlational skills.
D. critical thinking skills.

69. Two research studies are conducted on the effects of body piercing on self-esteem. One study found that body piercing increased self-esteem, while the other one found a decrease in self-esteem. If you are a critical thinker, you would
- A. reject both studies since conflicting results were obtained.
 - B. compare the credentials of the psychologists that conducted the studies.
 - C.** compare how each study was conducted.
 - D. accept the one that best fits within your frame of reference.
70. Any false and unscientific system of beliefs and practices that is offered as an explanation of behavior is called
- A. psychoanalysis.
 - B.** pseudo-psychology.
 - C. social learning.
 - D. humanism.
71. In describing pseudopsychologies, it can be said that they
- A.** give the appearance of science but are actually false.
 - B. have constantly changed over time as their followers have sought new evidence.
 - C. have followers who are skeptical critics of their own theories.
 - D. are characterized by all of these statements.
72. In describing pseudopsychologies, it can be said that they
- A. give the appearance of science but are actually false.
 - B. have changed little over time.
 - C. have followers who avoid evidence that contradicts their beliefs.
 - D.** are characterized by all of these statements.
73. According to your textbook, which of the following is considered to be a pseudo-psychology?
- A. cognitive psychology
 - B. behaviorism
 - C. Gestalt psychology
 - D.** astrology
74. According to your textbook, which of the following is NOT a pseudo-psychology?
- A.** psychoanalysis
 - B. palmistry
 - C. phrenology
 - D. astrology
75. The German anatomy teacher Franz Gall popularized the pseudo-psychology known as
- A. palmistry.
 - B.** phrenology.
 - C. graphology.
 - D. astrology.
76. To assess your personality, a phrenologist would want to
- A. study your handwriting.
 - B. study the lines on your palm.
 - C.** examine the shape of your skull.
 - D. record your brain waves with an EEG.

77. _____ is the out-dated theory that personality is revealed by the bumps on the skull.
- A. Palmistry
 - B. Phrenology**
 - C. Phenomenology
 - D. Graphology
78. Jane goes to a phrenologist. What can she expect from this pseudo-psychologist?.
- A. He will predict her future by reading the lines on her palms.
 - B. He will explain her personality traits by feeling the bumps on her skull.**
 - C. He will explain her personality traits by analyzing a copy of her handwriting.
 - D. He will explain how her life is influenced by the position of the stars and planets at her birth.
79. The fortune teller who studies your palm carefully before announcing that great fortune is in your immediate future is practicing _____ psychology.
- A. applied
 - B. commonsense
 - C. pseudo-**
 - D. forensic
80. To assess your personality, a graphologist would want to
- A. study your handwriting.**
 - B. examine the shape of your skull.
 - C. study your palm.
 - D. record your brain waves with an EEG.
81. Jay pays \$5.00 to have a personality profile made through an analysis of his handwriting. Jay has just wasted his money on the pseudo-psychology known as
- A. graphology.**
 - B. dyslexia.
 - C. phrenology.
 - D. palmistry.
82. Which of the following statements is FALSE regarding graphology?
- A. Graphologists score close to zero on tests of accuracy in rating personality.
 - B. Graphologists do no better than untrained college students in rating personality and job performance.
 - C. A graphological society concluded that handwriting analysis should not be used to select people for jobs.
 - D. Graphology cannot be used to detect forgeries.**
83. Rose is using an astrology program on her computer. By using this pseudo-psychology computer program, she is trying to
- A. explain her personality by having the program analyze a scanned copy of her handwriting.
 - B. explain how her life is influenced by the position of the stars and planets at her birth.**
 - C. predict when the next lunar eclipse will occur so she can view it with her telescope.
 - D. analyze the latent content of her dreams.

84. According to your textbook, astrology
- A. has repeatedly been shown to have no scientific validity.
 - B. has scientific validity if you correct for planetary drift.
 - C. is a useful guide for making personal decisions.
 - D. is only valid in very specific and unusual situations.
85. Objections to astrology as a science would include which of the following?
- A. Few astrologer have tried to apply the scientific method to their work.
 - B. Compatibility claims based on couples' signs have not been upheld by research.
 - C. Astrologer predictions have not been found to be more accurate than would be expected by chance.
 - D. All of these are objections to astrology as a science.
86. A tendency to believe flattering descriptions of oneself is called
- A. the Barnum effect.
 - B. the astrologer's dilemma.
 - C. the fallacy of positive instances.
 - D. uncritical acceptance.
87. Systems, such as astrology and graphology, enjoy wide popularity because of their
- A. uncritical acceptance.
 - B. scientific basis.
 - C. accuracy in predicting people's future behavior.
 - D. cost.
88. An elderly lady is greatly impressed by an astrologer who describes her as physically vigorous, innovative, and artistically creative. Her reaction to this flattering description is an example of
- A. uncritical acceptance.
 - B. the fallacy of positive instances.
 - C. the Gall effect.
 - D. the confusion of cause and effect.
89. When a person remembers or notices only things that confirm his or her expectations and forgets the rest, he or she is experiencing
- A. the Barnum Effect.
 - B. the fallacy of positive instances.
 - C. the astrologer's dilemma.
 - D. uncritical acceptance.
90. Sid believes his dreams forecast the future. He describes all the dreams that came true in the last month. His friend Joey asks him about all the times his dreams did not come true. Sid's tendency to remember the times his dreams came true and forget the times they did not is known as
- A. the fallacy of positive instances.
 - B. the Barnum Effect.
 - C. the observer effect.
 - D. critical thinking.

91. Lindsay's friend answered a magazine ad that claimed that her personality could be analyzed by a computer using her birth sign. She tells Lindsay that her computer-generated profile was very accurate and that Lindsay should send in her money and her birthdate to the company. Lindsay should
- A. write the company and request the names of satisfied customers in her area.
 - B. find a good phrenologist instead.
 - C. know that good astrological readings cannot be done by computers.
 - D.** consider that her friend may have been taken in by the fallacy of positive instances.
92. The more general the prediction a fortune teller or palmist makes, the more believable are the results. This fact has been called the
- A. Guilford effect.
 - B. phenologist's fallacy.
 - C.** the Barnum effect.
 - D. the Gall fallacy.
93. With respect to astrology, palmistry, and phrenology, it can be said that
- A.** all are pseudo-psychologies.
 - B. none is subject to the Barnum effect.
 - C. they rarely appear to work due to the fallacy of positive instances.
 - D. astrology is the only system with a scientific basis.
94. If one reads all 12 of the daily horoscopes found in newspapers for several days, one will find that the predictions made are so general that they will fit events that happen everyday as well as being applicable to anybody regardless of their sign. This illustrates the
- A. Guilford effect.
 - B. phenologist's fallacy.
 - C.** Barnum effect.
 - D. Gall fallacy.
95. In a comparison of pseudo-psychologies and valid psychological principles, which of the following statements is FALSE?
- A.** Pseudo-psychologies are more of a nuisance and rarely do any harm.
 - B. Valid psychological principles are based on observation and evidence, not opinions.
 - C. Astrology's popularity shows that many people have difficulty separating valid psychology from systems that seem valid but are not.
 - D. The pseudo-psychology of graphology has been used to determine who is hired, given bank credit, or selected for juries.
96. _____ is based on a careful collection of observable evidence, precise definitions, and repeatable results.
- A. Empirical analysis
 - B.** The scientific method
 - C. Theoretical projection
 - D. A common-sense statement
97. Among other things, the scientific method is based on
- A. a careful collection of evidence.
 - B. accurate descriptions and measurements.
 - C. repeatable results.
 - D.** all of these.

98. _____ is a form of critical thinking based on a careful collection of evidence, accurate descriptions and measurements, precise definitions, controlled observations, and repeatable results.
- A. Intuitive thinking
 - B. Conventional wisdom
 - C. The scientific method**
 - D. Common sense
99. Which of the following is NOT one of the six elements of the scientific method?
- A. observation
 - B. common sense**
 - C. proposing a hypothesis
 - D. theory formulation
100. Which of the following is NOT one of the six elements of the scientific method?
- A. defining a problem
 - B. gathering evidence
 - C. publishing results
 - D. critiquing previous research**
101. Which of the following is part of the scientific method?
- A. defining a problem**
 - B. anecdotal analysis
 - C. analysis building
 - D. survey definition
102. The six steps of the scientific method include observation, defining a problem, proposing a hypothesis, testing they hypothesis, publishing the results, and
- A. cost-benefit analysis.
 - B. anecdotal analysis.
 - C. theory building.**
 - D. consensus review.
103. A scientific explanation that remains tentative until it has been adequately tested is called a(n)
- A. theory.
 - B. law.
 - C. hypothesis.**
 - D. experiment.
104. An educated guess about what is controlling some behavior is called a(n)
- A. experimental control.
 - B. hypothesis.**
 - C. experimental variable.
 - D. theory.
105. In order to determine the cause of behavior, the questions we ask must be
- A. tentative.
 - B. testable.**
 - C. based on theory.
 - D. novel.

106. Your best friend passes you in the school hallway and glares at you without speaking. You think, "Now, why did she do that?" One possible explanation could be that she saw you flirting with her boyfriend. Within the framework of the scientific method, that possible explanation for your friend's behavior would be considered a(n)_____, which will remain tentative until it has been tested.
- A. theory
 - B. operational definition
 - C. hypothesis**
 - D. relative certainty
107. An industrial-organizational psychologist has been asked to identify the ways in which high-stress and low-stress game designers are different. After questioning the game designers about how much stress they experience, she comes up with the tentative explanation that low-stress game designers feel they have more control over their work. This tentative explanation would constitute which step in the scientific method?
- A. theory building
 - B. operationally defining the problem
 - C. proposing a hypothesis**
 - D. gathering evidence through observations
108. Which of the following could serve as an experimental hypothesis?
- A. Although 25 percent of U.S. drivers say they wear their seatbelts, only 14 percent really do.
 - B. A case history of multiple personality appeared to be caused by traumatic childhood experiences.
 - C. College women who are anxious tend to want to wait together.**
 - D. All of these could serve as experimental hypotheses.
109. A(n)_____ states the exact procedures used to represent a concept.
- A. abstract definition
 - B. operational definition**
 - C. case study
 - D. theory
110. In order to permit scientific study, covert behaviors are
- A. estimated.
 - B. not included in the analysis.
 - C. prevented from interfering with the experiment.
 - D. operationally defined in terms of overt behavior.**
111. The researcher stated that in his experiment, "frustration is described as any interruption of the subject before he or she finishes the timed puzzle." This description is considered to be a(n)
- A. estimated value.
 - B. theoretical element.
 - C. operational definition.**
 - D. hypothesis.

112. Three research assistants were assigned the task of counting the number of times a particular student exhibited inattentive behaviors during a 30-minute math class. The first research assistant counted five inattentive behaviors, the second recorded eight, and the third observed only two. Assuming the three research assistants are equally accurate in what they observed, the most likely explanation for this discrepancy in recordings would be that the inattentive behavior
- A. was not the correct hypothesis.
 - B. was not observed for a long enough period of time.
 - C.** was not operationally defined.
 - D. would require at least five observers for an accurate count.
113. When the researchers used an electronically activated recorder to track people's conversations and count the number of words spoken in a day by women and men, they were _____ of whether women talk more than men.
- A.** gathering evidence to test the hypothesis
 - B. building a theory
 - C. validating the common-sense statement
 - D. proposing a hypothesis
114. A system of ideas designed to interrelate concepts and facts in a way that summarizes existing data and predicts future observations is known as a(n)
- A. hypothesis.
 - B.** theory.
 - C. common-sense statement.
 - D. operational definition.
115. In order to interrelate concepts and facts and organize a series of observations in a meaningful way, psychologists may develop
- A. hypotheses.
 - B.** theories.
 - C. surveys.
 - D. replications.
116. If there were not theories in psychology, the situation might be characterized as
- A. lacking a consistent methodology for doing research.
 - B.** an overwhelming collection of disconnected facts.
 - C. a rich array of theoretical notions regarding behavior but with few facts to support them.
 - D. a single, unitary approach to understanding behavior.
117. Theory building is important in psychology because it
- A. prevents excessive reliance on empiricism.
 - B. reduces the need for hypothesis testing.
 - C. relies heavily on naturalistic observation.
 - D.** provides explanations and guides future research.
118. Four developmental psychologists have been conducting separate research into the patterns of language development of deaf children. They meet in Chicago to discuss, summarize, and, hopefully, interrelate their conclusions from their published works and propose future research on this topic. Within the framework of the scientific method, these psychologists would most likely be
- A. proposing a hypothesis.
 - B. hypothesis testing.
 - C. operationally defining terms.
 - D.** theory building.

119. An industrial-organizational psychologist conducts an experiment to determine whether having control over difficult tasks reduces stress for game designers and finds this explanation to be true. Drawing on the results of similar experiments, this psychologist creates a _____ to explain why having control over a task helps reduce stress.
- A. hypothesis
 - B. testable observation
 - C. theory**
 - D. law
120. _____ is important in psychological research in order to disseminate results to the scientific community.
- A. Theory building
 - B. Hypothesis testing
 - C. Publishing**
 - D. Application
121. Which of the following statements is/are TRUE regarding the scientific information gained from psychological studies?
- A. Scientific information must be publicly available so other researchers can replicate the research.
 - B. The results of psychological studies are usually published in professional journals.
 - C. A research report consists of an abstract, introduction, method, results, and discussion sections.
 - D. All of these statements are true.**
122. Research reports begin with a very brief summary of the study and its findings. This is known as the _____.
- A. abstract.**
 - B. introduction.
 - C. method.
 - D. discussion review.
123. Kelly is writing a paper on conformity for her psychology class. In order to find the research articles she needs for the paper, the first step for her would be to get an overview of each of the articles that come up in her computer search. She should first read which part of each article?
- A. abstract**
 - B. introduction
 - C. method
 - D. discussion review
124. Which section of a research report provides background information by reviewing prior studies on the same or related topics to the current one being investigated?
- A. results
 - B. introduction**
 - C. method
 - D. discussion
125. In which section of their research report in *Science* did Mehl and his colleagues describe their research question regarding whether women talk more than men and then provide background information on this topic by reviewing prior studies on this subject?
- A. results
 - B. introduction**
 - C. method
 - D. discussion

126. A psychologist wishes to repeat an experiment in a rural school that was originally conducted in an urban school setting. In order to repeat the specific procedures used to gather the data, this psychologist should pay close attention to which section of the original research report?
- A. discussion
 - B. introduction
 - C. method**
 - D. results
127. The specific procedures used to gather data are described in which section of a research report?
- A. discussion
 - B. introduction
 - C. method**
 - D. results
128. In a journal article, the researcher reported that statistically significant differences were found between the two groups in the study. This outcome from the investigation would be found in which section(s) of the research article?
- A. results**
 - B. introduction
 - C. method
 - D. all of these
129. The implications of the study and proposals for future research would be found in which section of a research report?
- A. results
 - B. introduction
 - C. method
 - D. discussion**
130. Psychology's history as a science began in
- A. 1848 at Harvard University.
 - B. 1879 in Leipzig, Germany.**
 - C. 1895 in Vienna, Austria.
 - D. 1905 in Paris, France.
131. Psychology became a science in 1879 when psychologists began to
- A. avoid deductive thinking.
 - B. understand the relationship between humans and animals.
 - C. use computers to record the behaviors of organisms.
 - D. make observations, perform experiments, and seek information.**
132. The father of psychology and founder of the first psychological laboratory was
- A. Wilhelm Wundt.**
 - B. Sigmund Freud.
 - C. John B. Watson.
 - D. B.F. Skinner.

133. The first psychological laboratory was set up in order to
- A. break down conscious experiences, such as sensations.
 - B. study how the use of reinforcement and punishment alter behaviors.
 - C. understand the unconscious conflicts individuals experience.
 - D. understand how language and intelligence develop.
134. Wundt systematically observed and measured _____, which consist of physical energy that affect people and evoke a response.
- A. archetypes
 - B. metacomponents
 - C. stimuli
 - D. precipitants
135. Wundt observed stimuli of various kinds and then used a process called _____ to probe his reactions to these stimuli.
- A. analytical logic
 - B. reduction division
 - C. transduction
 - D. introspection
136. Which of the following used introspection as a scientific technique for investigating consciousness?
- A. B. F. Skinner
 - B. Ivan Pavlov
 - C. John Watson
 - D. Wilhelm Wundt
137. _____ carried Wundt's ideas to the United States and called these ideas _____.
- A. Freud; introspection
 - B. Pavlov; functionalism
 - C. Watson; humanism
 - D. Titchener; structuralism
138. E.B. Titchener is known for
- A. developing psychoanalysis.
 - B. working with animals using behavioral principles.
 - C. bringing structuralism to America.
 - D. developing the Gestalt principles of perception.
139. The structuralist school of psychology
- A. used introspection to analyze conscious experience.
 - B. relied heavily on the concept of natural selection.
 - C. was concerned with experiences as wholes.
 - D. used dream analysis to reveal the unconscious.
140. In their attempts to analyze consciousness into its elements, the structuralists used a method called
- A. conditioning.
 - B. Gestalt synthesis.
 - C. natural selection.
 - D. introspection.

141. Which of the following statements regarding the process of introspection is/are TRUE?
- A. People rarely disagreed regarding the perceptions they obtain during introspection.
 - B. Introspection was the main technique utilized by the functionalists.
 - C.** Introspection is still used today as one source of insight in studies of hypnosis, meditation, problem solving, and moods.
 - D. All of these statements are true.
142. A shortcoming of structuralism was its inability to
- A. define the subject matter of psychology.
 - B. explore controversial issues.
 - C. study humans as well as animals.
 - D.** provide a means for resolving disagreements regarding introspection.
143. William James wrote *Principles of Psychology* and founded
- A. structuralism.
 - B.** functionalism.
 - C. behaviorism.
 - D. humanism.
144. _____, an American scholar, broadened psychology to include animal behavior, religious experience, and abnormal behavior and helped to establish psychology as a separate discipline with his first book, *Principles of Psychology*.
- A.** William James.
 - B. B.F. Skinner.
 - C. Edward Titchener.
 - D. John Watson.
145. The concept of natural selection was adapted to the study of human behavior by which of the early psychologists?
- A. John Watson
 - B. Carl Rogers
 - C. Edward Titchener
 - D.** William James
146. The functionalists were interested in how thoughts, feelings, perceptions, and habits help people and animals
- A. form meaningful Gestalts.
 - B. introspect and experience the phi phenomenon.
 - C.** adapt to their environment.
 - D. form connections between stimuli and responses.
147. William James regarded consciousness as
- A. connections between stimuli and responses.
 - B.** an ever-changing flow of images and sensations.
 - C. being overshadowed by the unconscious mind.
 - D. a set of building blocks to be analyzed through introspection.

148. The functionalists primarily followed the principles of
- A. economics and the law of supply and demand.
 - B. physics and the laws of gravity.
 - C. biology and natural selection.**
 - D. chemistry and the table of elements.
149. Which pair of persons had the most similar ideas?
- A. Titchener-----Skinner
 - B. James-----Darwin**
 - C. Watson-----Rogers
 - D. Wertheimer-----Maslow
150. Which school of thought brought the study of animals to psychology and also promoted educational psychology and industrial psychology?
- A. structuralism
 - B. functionalism**
 - C. humanistic psychology
 - D. Gestalt psychology
151. _____ is the school of thought in psychology that emphasizes the study of overt, observable behavior.
- A. Gestalt psychology
 - B. Behaviorism**
 - C. Structuralism
 - D. Functionalism
152. _____ realized that he could study the overt behavior of animals by simply observing the relationship between stimuli and an animal's responses.
- A. John B. Watson**
 - B. Wilhelm Wundt
 - C. Abraham Maslow
 - D. Max Wertheimer
153. According to John B. Watson, introspection was
- A. a valid method of research.
 - B. unscientific.**
 - C. the cornerstone of behaviorism.
 - D. the study of the mind in use.
154. According to John B. Watson, psychology is the study of
- A. the mind.
 - B. conscious experience.
 - C. mental states.
 - D. behavior.**
155. Who said, "Give me a dozen healthy infants...and I'll guarantee to take any one at random and train him to become any type of specialist I might select..."?
- A. William James
 - B. Ivan Pavlov
 - C. Sigmund Freud
 - D. John Watson**

156. Pavlov's contribution to behaviorism lies in his discovery of
- A. the conditioned response.
 - B. self-observation.
 - C. conscious experience.
 - D. unconscious motivation.
157. To explain most behavior, John B. Watson adopted the concept of conditioning developed by
- A. Max Wertheimer.
 - B. Abraham Maslow.
 - C. Ivan Pavlov.
 - D. E. B. Titchener.
158. Stimuli, responses, conditioning, and learning are key concepts in the thinking of
- A. behaviorists.
 - B. Gestalt psychologists.
 - C. structuralists.
 - D. psychoanalysts.
159. With its emphasis on stimuli and responses, which school of thought helped make psychology a natural science, rather than a branch of philosophy?
- A. behaviorism
 - B. Gestalt psychology
 - C. humanistic psychology
 - D. psychoanalysis
160. The idea that a behavior is controlled by rewards and punishments is most closely associated with
- A. Abraham Maslow.
 - B. B.F. Skinner.
 - C. Wilhelm Wundt.
 - D. William James.
161. Skinner's contribution to behaviorism lies in his insistence that
- A. behavior is shaped and maintained by rewards and punishments.
 - B. behavior is only partially conscious.
 - C. the whole is more than the sum of its parts.
 - D. self-actualization is the primary determinant of behavior.
162. Which psychologist advanced the theory that a "designed culture" based on positive reinforcement could encourage desirable behavior?
- A. William James
 - B. B.F. Skinner
 - C. Max Wertheimer
 - D. Carl Rogers
163. Which of the following is a FALSE statement concerning B. F. Skinner's work?
- A. He is known for developing the theory of classical conditioning through experiments in which he conditioned dogs to salivate to bells.
 - B. He developed an operant conditioning chamber that bears his name.
 - C. He believed that misguided rewards lead to destructive actions that create problems, such as overpopulation, pollution, and war.
 - D. He disliked the use of punishment because it does not teach correct responses.

164. Skinner's view of psychology has led to some criticism of his tendency to
- A. believe mental events, such as thinking, are not needed to explain behavior.
 - B. rely too heavily on introspection.
 - C. favor punishment over reinforcement as a means of controlling behavior.
 - D. ignore the impact of behaviorism on psychological thought.
165. Radical behaviorists were criticized for ignoring the role that _____ play(s) in our lives.
- A. rewards
 - B.** thinking
 - C. punishments
 - D. stimuli
166. _____ is the proper use of rewards, punishments, and conditioning to change problems, such as overeating, unrealistic fears, and temper tantrums.
- A. Psychoanalysis
 - B. Gestalt psychology
 - C. Self-actualization
 - D.** Behavior therapy
167. The psychological view that combines thinking (and the expectation of the reward) with learning theory is known as
- A. psychobehaviorism.
 - B.** cognitive behaviorism.
 - C. cognitive functionalism.
 - D. Gestalt psychology.
168. Patrick borrows his mother's car keys and tries to start the car as he has seen his parents do so often. Their neighbor, who is a psychologist, explained that Patrick modeled his parents' driving behavior because he had the expectation of being rewarded with the fun of driving. This explanation best fits which psychological viewpoint?
- A. psychobehaviorism
 - B. Gestalt psychology
 - C. psychoanalysis
 - D.** cognitive behaviorism
169. Which school of thought would explain that you go to different music websites because you have the expectation that you will find music selections that you will enjoy on these sites?
- A. humanistic psychology
 - B. structuralism
 - C.** cognitive behaviorism
 - D. psychoanalysis.
170. Which of the following is a FALSE statement concerning Gestalt Psychology?
- A. Gestalt Psychology's motto is "The whole is greater than the sum of its parts."
 - B. Gestalt Psychology was founded by Max Wertheimer.
 - C. Gestalt Psychology has greatly influenced studies of perception and personality.
 - D.** Gestalt Psychology explains behavior in terms of stimuli and responses.

171. _____ emphasizes the study of thinking, learning, and perception in whole units, not by analysis into parts.
- A. Behaviorism
 - B. Comparative psychology
 - C. Structuralism
 - D. Gestalt psychology**
172. The “whole is greater than the sum of its parts” is the slogan of the
- A. Gestalt psychologists.**
 - B. behaviorists.
 - C. structuralists.
 - D. psychoanalysts.
173. Max Wertheimer is associated with which one of the following schools of thought?
- A. Gestalt psychology**
 - B. behaviorism
 - C. psychoanalysis
 - D. functionalism
174. Of the following, who is associated with the Gestalt school of psychology?
- A. Ivan Pavlov
 - B. B.F. Skinner
 - C. Max Wertheimer**
 - D. John Watson
175. A Gestalt psychologist might
- A. recommend rewarding yourself with a movie instead of a candy bar.
 - B. suggest that you explore patterns in your behavior as a whole rather than analyzing each individual action.**
 - C. examine each individual element of your behavior.
 - D. recommend all of these.
176. When we see a painting by George Seurat, the famous French impressionist, we tend to experience it as a rendering of a lovely landscape rather than as the series of separate, differently colored dots of which the painting is actually composed. This phenomenon illustrates which school of thought in psychology?
- A. Structuralism
 - B. Behaviorism
 - C. Gestalt psychology**
 - D. Psychodynamic psychology
177. The founder of psychoanalytic psychology was
- A. Carl Rogers.
 - B. Wilhelm Wundt.
 - C. Sigmund Freud.**
 - D. William James.

178. As used by Freud, the *unconscious* refers to
- A. those things we choose to forget.
 - B.** the area of the mind that lies outside of personal awareness.
 - C. the tip of the iceberg.
 - D. all of these.
179. Repression refers to
- A. thoughts held out of awareness because they are unimportant.
 - B.** thoughts held out of awareness because they are threatening.
 - C. forgetfulness or thoughts held out of awareness unintentionally.
 - D. the fact that no thoughts, emotions, and actions are predetermined.
180. Contributions of Freud include
- A. the insistence that all thoughts, desires, and actions are determined.
 - B. the development of the method of psychotherapy called psychoanalysis.
 - C. emphasis on the importance of childhood experiences in personality development.
 - D.** all of these.
181. Freud stressed the role of _____ in shaping our personalities.
- A. self-actualization
 - B. conditioned responses
 - C. rewards and punishments
 - D.** unconscious conflicts
182. According to Freud, unconscious thoughts are often revealed by
- A.** dreams, emotions, and slips of the tongue.
 - B. self-actualization and peak experiences.
 - C. stimulus-response connections.
 - D. behaviors conditioned through reinforcement and punishment.
183. Psychoanalysis
- A. was the first talking therapy.
 - B. explores unconscious conflicts and emotional problems.
 - C. was created by Sigmund Freud.
 - D.** is characterized by all of these.
184. Sigmund Freud's approach to psychotherapy is known as
- A. Gestalt therapy.
 - B.** psychoanalysis.
 - C. behavior modification.
 - D. client-centered therapy.
185. Sigmund Freud's approach to psychotherapy is known as
- A. Gestalt therapy.
 - B.** psychoanalysis.
 - C. behavior modification.
 - D. client-centered therapy.

186. Freud's legacy is evident in various psychodynamic theories, which emphasize
- A. internal motives, conflicts, and unconscious forces.
 - B. free will and self-determination.
 - C. that the whole of one's personality is greater than the sum of its parts.
 - D. the use of rewards and punishments to shape behavior.
187. Which of the following statements concerning psychodynamic psychology is TRUE?
- A. Freud's theories were very involved and extensive, but they ended up contributing very little to our understanding of human behavior.
 - B. Freud's theories remain influential today and are largely unchanged from their first conceptualizations.
 - C. Almost immediately, many of Freud's students broke away from his theories in order to modify and change them.
 - D. Psychodynamic psychology focuses on observable behaviors.
188. Which of the following would be considered a Neo-Freudian?
- A. Otto Rank
 - B. Anna Freud
 - C. Karen Horney
 - D. all of these
189. Which of the following would NOT be considered a Neo-Freudian?
- A. Abraham Maslow
 - B. Alfred Adler
 - C. Erik Erikson
 - D. Carl Jung
190. Alfred Adler, Karen Horney, Carl Jung, Otto Rank, and Erik Erikson would be considered
- A. Gestalt psychologists.
 - B. Neo-Freudians.
 - C. Cognitive behaviorists.
 - D. Functionalists.
191. Which of the following statements concerning psychodynamic psychology is TRUE?
- A. Freud's theories involved learned behaviors resulting from stimulus-response connections.
 - B. Psychoanalytic psychology focuses on external sources of motivation and conscious forces.
 - C. Neo-Freudians revised parts of Freud's theory, often placing less emphasis on sex and aggression and more on social motives and relationships.
 - D. None of these statements are true.
192. You see a psychologist and tell her that you are feeling depressed. The psychologist talks to you about your past and attempts to link your present situation with unconscious patterns developed in your childhood as you interacted with your parents. The psychologist would probably belong to which school of psychology?
- A. humanistic psychology
 - B. psychodynamic psychology
 - C. behaviorism
 - D. Gestalt psychology

193. After your traumatic breakup with your girlfriend, you are having trouble remembering her phone number, her birthday, and other bits of information concerning your two-year relationship. A friend tells you that you are experiencing repression and these bits of information have been pushed into your unconscious mind. Your friend is interpreting your situation based on the theories of
- A. Max Wertheimer.
 - B. Sigmund Freud.**
 - C. Abraham Maslow.
 - D. Carl Rogers.
194. Humanistic psychologists rejected psychoanalytic theory and behaviorism because they deemed both of these viewpoints to be
- A. unscientific.
 - B. too subjective.
 - C. too deterministic.**
 - D. characterized by all of these.
195. Which of the following would be considered humanistic psychologists?
- A. B.F. Skinner and John B. Watson
 - B. Wilhelm Wundt and E.B. Titchener
 - C. Max Wertheimer and William James
 - D. Abraham Maslow and Carl Rogers**
196. Carl Rogers and Abraham Maslow belong to which school of thought in psychology?
- A. humanistic psychology**
 - B. psychoanalytical psychology
 - C. behaviorism
 - D. Gestalt psychology
197. Humanistic theories emphasize
- A. internal motives, conflicts, and unconscious forces.
 - B. free will and self-determination.**
 - C. that stimulus and response connections determine behavior.
 - D. the use of rewards and punishments to shape behavior.
198. Initially, the _____ were less interested in treating psychology as a science and stressed more subjective factors, such as one's self-image. Today, most do research to test their ideas, just as other psychologists.
- A. behaviorists
 - B. functionalists
 - C. humanists**
 - D. structuralists
199. Which school of thought in psychology emphasizes free will and self-determination and stimulated interest in the psychological needs of love and belonging, self-esteem, and self-actualization?
- A. humanistic psychology**
 - B. behaviorism
 - C. psychoanalytic psychology
 - D. functionalism

200. Which of the following is characteristic of a humanistic approach to the study of behavior?
- A. reliance on animal research
 - B. interest in unconscious forces and conflicts within the personality
 - C. emphasis on conditioned responses
 - D.** emphasis on the importance of subjective factors, such as one's self-image
201. According to the _____ view, the need for love, self-esteem, belonging, self-expression, creativity, and spirituality are as important as biological needs.
- A. psychodynamic
 - B. behavioral
 - C.** humanistic
 - D. cognitive
202. _____ refers to appraising yourself as good or bad, while _____ is the mental perspective that you use to interpret events.
- A. Self-actualization; self-reinforcement
 - B. Self-evaluation; self-actualization
 - C.** Self-evaluation; frame of reference
 - D. Frame of reference; self-reinforcement
203. Frame of reference is
- A. another name for one's self-image.
 - B. one's image of others.
 - C.** a mental perspective used for evaluating events.
 - D. a determinist perspective that is involved in shaping one's personality.
204. Karen sees herself as attractive, extroverted, and dependable. According to the humanistic approach, Karen's description of herself would be referred to as
- A. her superego.
 - B.** her self-image.
 - C. a self-reinforcement.
 - D. a self-actualization.
205. Barry goes to a psychologist who will try to understand Barry's frame of reference in interpreting the world and to improve Barry's self-image. Barry's psychologist is most likely utilizing the _____ approach to therapy.
- A.** humanistic
 - B. behaviorist
 - C. psychoanalytical
 - D. functionalist
206. Humanists seek to understand
- A. the role of rewards in controlling behavior.
 - B.** how people perceive themselves and experience the world.
 - C. how childhood experiences influence adult behavior.
 - D. the role of dreams in determining behavior.

207. Maslow proposed a need to develop one's potential and be the best one can be, which he called
- A. self-image.
 - B. self-concept.
 - C. self-esteem.
 - D.** self-actualization.
208. Which of the following best describes Maslow's concept of self-actualization?
- A. the need to protect one's self-image through self-deception
 - B. the need to have a higher self-esteem
 - C.** the need to develop one's potential fully
 - D. the need for power
209. The process of fully developing one's personal potential and becoming the best person one can become is known as
- A. introspection.
 - B. determinism.
 - C. conditioning.
 - D.** self-actualization.
210. You see a psychologist and tell her that you are feeling depressed. She talks to you about the goals you have for yourself, about your image of yourself, and about the choices that you can make in your life so that you can realize your potential. This psychologist would probably belong to the _____ school of psychology.
- A.** humanistic
 - B. psychodynamic
 - C. behavioristic
 - D. Gestalt
211. The first psychology course was taught by
- A. E.B. Titchener.
 - B. John Watson.
 - C.** William James.
 - D. B.F. Skinner
212. The first American psychology textbook was written by
- A. E.B. Titchener.
 - B. John Watson.
 - C. Carl Rogers.
 - D.** John Dewey.
213. Which of the following notable events in psychology occurred FIRST?
- A.** The American Psychological Association was founded.
 - B. Sigmund Freud published *The Interpretation of Dreams*.
 - C. Carl Rogers published *Counseling and Psychotherapy*.
 - D. Ivan Pavlov reports his research on conditioned reflexes.
214. Which of the following notable events in psychology occurred LAST?
- A. The American Psychological Association was founded.
 - B. Sigmund Freud published *The Interpretation of Dreams*.
 - C.** Carl Rogers published *Counseling and Psychotherapy*.
 - D. The first American psychology lab was founded at Johns Hopkins.

215. According to your psychology textbook, which of the following statements is TRUE regarding women in psychology?
- A. By 1906 in America, only one psychologist in 50 was a woman.
 - B.** In recent years nearly 75 percent of the college graduates with a major in psychology are women.
 - C. It was not until 1956 that a woman became president of the American Psychological Association for the first time.
 - D. Carol Gilligan was the first woman to be awarded a Ph.D. in psychology in 1894.
216. According to your psychology textbook, which of the following statements is FALSE regarding women in psychology?
- A. By 1906 in America, about one psychologist in 10 was a woman.
 - B. In recent years nearly 75 percent of the college graduates with a major in psychology are women.
 - C.** It was not until 1945 that a woman became president of the American Psychological Association for the first time.
 - D. Margaret Washburn was the first woman to be awarded a Ph.D. in psychology in 1894.
217. Which of the following matches concerning women in psychology is CORRECT?
- A.** Margaret Washburn-----first woman to be awarded a Ph.D. in psychology.
 - B. Christine Ladd-Franklin----first woman president of the American Psychological Association.
 - C. Mary Calkins-----wrote a textbook on animal behavior entitled *The Animal Mind*.
 - D. Anna Freud-----studied color vision.
218. Who conducted pioneering work on memory and was the first female president of the APA in 1905?
- A. Margaret Washburn
 - B. Christine Ladd-Franklin
 - C.** Mary Calkins
 - D. Anna Freud
219. _____ wrote an influential textbook on animal behavior entitled *The Animal Mind*.
- A.** Margaret Washburn
 - B. Christine Ladd-Franklin
 - C. Mary Calkins
 - D. Anna Freud
220. _____ studied color vision and was ranked among the 50 most important psychologists in America in 1906.
- A. Margaret Washburn
 - B.** Christine Ladd-Franklin
 - C. Mary Calkins
 - D. Anna Freud
221. Regarding contemporary trends in psychology, which of the following statements is/are TRUE?
- A. Structuralism has disappeared entirely.
 - B. Functionalism and Gestalt psychology have blended into newer, broader perspectives.
 - C. Today, many psychologists are eclectic.
 - D.** All of these statements are true.

222. The eclectic approach
- A. stresses the Gestalt perspective.
 - B. emphasizes the biological functioning of the brain and nervous system.
 - C.** embraces a variety of theoretical views.
 - D. has disappeared entirely as a perspective in psychology.
223. A psychologist who is “eclectic” can best be described as
- A. rejecting determinism in favor of free will.
 - B. cognitive rather than behavioral.
 - C.** drawing from many psychological approaches.
 - D. preferring pseudo-psychological approaches.
224. Eclectic psychologists are known for
- A. treating only minor adjustment problems.
 - B.** drawing on a variety of theoretical views.
 - C. working in many different mental health settings.
 - D. stressing the role of the unconscious.
225. You discuss your feelings of loneliness with a psychologist, who responds by having you consider how your own behaviors contribute and reinforce your loneliness, how your early childhood relationship with your parents influences current relationships, and how your distorted self-image may inhibit you from seeking new relationships. This psychologist is most likely
- A. a humanist.
 - B.** eclectic.
 - C. a behaviorist.
 - D. Freudian.
226. When a psychologist draws and utilizes aspects from many different psychological theories and approaches, we say that the psychologist is
- A. psychoanalytic-behavioral.
 - B. a functionalist.
 - C. a structuralist.
 - D.** eclectic.
227. According to your textbook, which of the following is NOT one of the three broad perspectives that shape modern psychology?
- A. biological
 - B.** therapeutic
 - C. psychological
 - D. sociocultural
228. The _____ perspective seeks to explain behavior in terms of brain processes, evolution, and genetics.
- A. sociocultural
 - B. behavioristic
 - C. psychodynamic
 - D.** biological

229. According to the _____ view, human and animal behavior is the result of internal physical and chemical mechanisms.
- A. biopsychological
 - B. behavioristic
 - C. psychodynamic
 - D. humanistic
230. Psychologists who advocate the biopsychological view
- A. limit the scope of their study to animals.
 - B. are concerned primarily with environmental influences on behavior.
 - C. explore interactions between humans and other living things.
 - D. attempt to explain behavior in terms of physical processes.
231. Biopsychologists and others who study the brain and nervous system, such as biologists and biochemists, form the broader field of
- A. evolutionary psychology.
 - B. cognitive science.
 - C. neuroscience.
 - D. ethnology.
232. The _____ view is considered reductionistic and mechanistic and seeks to explain behavior through the activity of the genes, endocrine system, and one's physiology.
- A. behavioristic
 - B. biopsychological
 - C. psychodynamic
 - D. humanistic
233. The _____ view is considered reductionistic and mechanistic and seeks to explain behavior through the principles of natural selection.
- A. behavioristic
 - B. humanistic
 - C. psychodynamic
 - D. evolutionary
234. _____ psychologists attempt to explain our current behavior by looking back at human history to learn how natural selection and genetics have affected us.
- A. Evolutionary
 - B. Humanistic
 - C. Psychodynamic
 - D. Behavioristic
235. According to your textbook, which view of human behavior is NOT considered a part of the psychological perspective?
- A. cognitive view
 - B. humanistic view
 - C. sociocultural view
 - D. behavioristic view

236. The _____ view sees behavior as being shaped and controlled by one's environment.
- A. cognitive
 - B. humanistic
 - C. biopsychological
 - D. behavioristic**
237. The key idea in the behavioristic view is that
- A. behavior is shaped and controlled by one's environment.**
 - B. behavior is the result of clashing forces within the personality.
 - C. behavior can be understood in terms of the mental processing of information.
 - D. environment plays a very small role in controlling one's behavior.
238. Which of the following psychological approaches is matched correctly to its view of human nature?
- A. psychodynamic-----positive, philosophical view
 - B. behavioristic-----neutral, scientific, somewhat mechanistic view**
 - C. humanistic-----somewhat negative, pessimistic view
 - D. cognitive-----positive, philosophical view
239. Latoya's mother has established a reward system in which Latoya earns one gold star for each chore she completes each day. If she earns 25 stars by the end of the week, Latoya's mother will take her to play at the "fast food restaurant's" playground for two hours. Latoya's mother is using which psychological approach?
- A. psychodynamic
 - B. cognitive
 - C. humanistic
 - D. behavioristic**
240. The approach in psychology that views behavior in terms of the mental processing of information is the _____ view.
- A. cognitive**
 - B. humanistic
 - C. behavioristic
 - D. biopsychological
241. The cognitive view
- A. explains behavior in terms of information processing.
 - B. is concerned with decision-making and problem-solving.
 - C. may be perceived as a somewhat computer-like view of human nature.
 - D. is characterized by all of these statements.**
242. In describing how a person arrives at a decision, a psychology professor explains to his class that "the mind is very much like a computer and that decision-making involves input, processing, storage, and output." This professor is emphasizing which view of behavior?
- A. cognitive**
 - B. behavioristic
 - C. humanistic
 - D. psychodynamic

243. Perception, thinking, language, problem-solving, and creativity are topics of investigation for those interested in
- A. cognitive psychology.
 - B. psychodynamic psychology.
 - C. pseudopsychology.
 - D. humanistic psychology.
244. Cognitive psychologists and other researchers in cognition, such as computer scientists and linguists, form the broader field of
- A. biopsychology.
 - B. learning theory.
 - C. cognitive science.
 - D. positive psychology.
245. A psychologist whose viewpoint is psychodynamic
- A. focuses on self-image and self-actualization to explain behavior.
 - B. believes behavior is directed by unconscious forces within one's personality.
 - C. emphasizes the study of observable behavior.
 - D. emphasizes subjective factors and personal growth.
246. The major perspective in psychology that views behavior as directed by often hidden forces within one's personality is the _____ view.
- A. cognitive
 - B. humanistic
 - C. psychodynamic
 - D. biopsychological
247. Which of the following psychological approaches is matched correctly to its view of human nature?
- A. behavioristic-----positive, philosophical view
 - B. humanistic-----neutral, scientific, somewhat mechanistic view
 - C. psychodynamic-----somewhat negative, pessimistic view
 - D. cognitive-----positive, philosophical view
248. Sandra claims that Antoine's anxiety originates from unresolved sexual conflicts residing in his unconscious. Sandra's interpretation of Antoine's condition is consistent with the _____ perspective.
- A. behavioristic
 - B. humanistic
 - C. psychodynamic
 - D. cognitive
249. The _____ perspective focuses on subjective, conscious experience, human problems, potentials, and ideals and emphasizes one's self-image and self-actualization.
- A. behavioristic
 - B. humanistic
 - C. psychodynamic
 - D. cognitive

250. Taylor believes his behavior is guided by his own self-image and that he has the power to control his own fate and reach his full potential. Taylor has adopted which psychological perspective?
- A. behavioristic
 - B. cognitive
 - C. psychodynamic
 - D. humanistic**