

Chapter 1 Part 1--Introducing Psychology and Research Methods

Student: _____

1. Which of the following is/are reason(s) given by your text for studying psychology?
 - A. Psychology is an ever-changing field and an element of many different aspects of one's life.
 - B. Psychology is an essential part of one's education.
 - C. Psychology can help you better understand yourself and others.
 - D. All of these are reasons for studying psychology.
2. Psychology will help you
 - A. better understand yourself and others.
 - B. learn to manipulate others.
 - C. find the answers to all of life's questions.
 - D. do all of these.
3. Psychology is involved in
 - A. therapy, emotion, and intelligence.
 - B. aging, wisdom, sexuality, and death.
 - C. persuasion, creativity, and intelligence.
 - D. all of these.
4. Psychologists use critical thinking and scientific investigation to achieve the goals of describing, understanding, _____, and _____ human behavior.
 - A. diagnosing; prescribing
 - B. predicting; controlling
 - C. perfecting; curing
 - D. manipulating; preserving
5. 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.
6. All psychologists
 - A. do 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.
7. The word *psychology* comes from the roots psyche and logos, which mean respectively
 - A. knowledge or study and brain.
 - B. knowledge or study and mind.
 - C. mind and knowledge or study.
 - D. brain and science.

8. Psychology is BEST defined as the
- A. empirical study of the mind.
 - B. study of individual differences in human behavior.
 - C. scientific study of the behavior and mental processes.
 - D. study of the relationship between mind and body.
9. Psychology is
- 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.
10. 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.
11. Behavior is
- 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. only those things that a person does in front of others.
12. Covert behavior is
- A. anything a person does.
 - B. only those things a person does which you can see.
 - C. only those things which can be recorded by a camera.
 - D. only those things which are not observable by others.
13. Overt behavior is
- A. anything a person does.
 - B. only those things a person does which cannot be seen by others.
 - C. only those things that can be observed.
 - D. hidden, private, internal thoughts.
14. 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
15. 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

16. 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
17. 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
18. Psychological research
- A. tends to discover and validate what we already know from everyday experiences.
 - B. has proven that almost all common-sense beliefs are valid and useful for predicting human behavior.
 - C. uses the empirical approach.
 - D. includes all of these characteristics.
19. Psychological research found which of the following common-sense beliefs to be TRUE?
- A. Most humans use only 10 percent of their potential brainpower.
 - B. Personality tests reveal your basic motives, including those you may not be aware of.
 - C. Psychotherapy has its greatest success in the treatment of psychotic patients who have lost touch with reality.
 - D. None of these beliefs were found to be true.
20. Psychological research found which of the following common-sense beliefs to be FALSE?
- A. Babies love their mothers because 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 statements were found to be FALSE.
21. Although accepted as true by a large number of college students, psychological research has found which of the following common-sense beliefs to be FALSE?
- A. To change people's behavior toward members of ethnic minority groups, we must first change their attitudes.
 - B. Most humans use only 10 percent of their brainpower.
 - C. The more motivated you are, the better you will do at solving a complex problem.
 - D. All of these statements were found to be FALSE.
22. Information gained from direct observation defines
- A. introspective data.
 - B. empirical evidence.
 - C. a scientific hypothesis.
 - D. subjective data.

23. Empirical evidence is information that psychologists gather by
- A. making inferences based on previous experiences.
 - B. direct observation.
 - C. forming hypotheses based on previous experiences.
 - D. reliance on knowledgeable authorities in the field.
24. 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. research what other experts think on the subject.
25. 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.
26. When a scientist wants to find out if there is empirical evidence, they utilize *data*, which is defined as
- A. reported facts.
 - B. deduced facts.
 - C. observed facts.
 - D. inferred facts.
27. Which of the following statements has empirical evidence shown to be TRUE?
- A. Most humans use only 10 percent of their brainpower.
 - B. The more motivated you are the better you will be at solving a complex problem.
 - C. As the temperature rises in Los Angeles, the crime rate rises.
 - D. Hostile actions, such as fist fights, are more likely when the temperature is very high.
28. Psychology is different than fields such as history, law, and business because of the reliance on
- A. anecdotal evidence.
 - B. the scientific method to study behavior.
 - C. the common sense of past generations.
 - D. direct philosophic inquiry.
29. 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.
30. 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.

31. 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 are true.
32. 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.
33. 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.
34. Which of the following statements concerning the study of psychology is TRUE?
- A. The use of the EEG showed that some people never dream.
 - B. To conduct psychological research, one must systematically gather data.
 - C. The research method is rarely used in psychological research.
 - D. Ethical concerns in psychological research are rarely an issue.
35. "I seek to understand the principles whereby a person's ability to think, speak, perceive, and learn changes as they go through their life span." This statement identifies one as a ____ psychologist.
- A. physiological
 - B. social
 - C. developmental
 - D. sensory and perceptual
36. If you read an article comparing the value of breastfeeding versus formula feeding on the physical growth of infants, the psychologist who would have written this article is probably a(n)
- A. comparative psychologist.
 - B. developmental psychologist.
 - C. social psychologist.
 - D. gender psychologist.
37. A psychologist who studies memory improvements made between children three years of age and children 12 years of age would probably be a(n) ____ psychologist.
- A. evolutionary
 - B. comparative
 - C. developmental
 - D. gender

38. If you were to walk into a laboratory where the effects of intense punishment on a rat's ability to form a discrimination was being studied, you would be in the lab of a ____ psychologist.
- A. physiological
 - B. developmental
 - C. learning
 - D. social
39. If you are having a hard time toilet training your young, healthy puppy, you would be most likely to obtain helpful information from a(n) ____ psychologist.
- A. animal
 - B. developmental
 - C. eclectic
 - D. learning
40. Token economies within institutions that utilize tangible rewards for appropriate behaviors and a loss of privileges for inappropriate behaviors would be an important area of study for
- A. comparative psychologists.
 - B. learning theorists.
 - C. biopsychologists.
 - D. psychologists investigating sensation and perception.
41. The study of what motivates some of us to do well in school or on the job would fall in the area of ____ research.
- A. cognitive
 - B. learning
 - C. perception
 - D. personality
42. The differences in persons exhibiting Type A and Type B behaviors would be of most interest to
- A. comparative psychologists.
 - B. learning theorists.
 - C. personality theorists.
 - D. social psychologists.
43. I investigate how people come to know the world through their visual ability. I also study how people interpret this visual information in order to recognize faces. Who am I?
- A. a personality theorist
 - B. a developmental psychologist
 - C. a sensation and perception psychologist
 - D. a learning theorist
44. A ____ psychologist might explore how we recognize someone's voice over the telephone through our interpretation of the pitch.
- A. personality
 - B. comparative
 - C. learning
 - D. sensation and perception

45. The study of similarities and differences in the behavior of different species is called
- A. biology.
 - B. comparative psychology.
 - C. environmental psychology.
 - D. differential psychology.
46. Who among the following would most likely study the behavior of gorillas and the communication abilities of porpoises?
- A. developmental psychologist
 - B. comparative psychologist
 - C. environmental psychologist
 - D. forensic psychologist
47. Comparative psychologists are primarily interested in
- A. stimulus-response connections.
 - B. animal behavior.
 - C. the comparison of functional and behavioral psychology.
 - D. the comparison of different types of psychotherapy.
48. Dr. Causey is interested in how the effects of dopamine levels impact schizophrenia and Parkinson's disease. Dr. Causey is most likely a
- A. cognitive psychologist.
 - B. biopsychologist.
 - C. social psychologist.
 - D. forensic psychologist.
49. Brain mechanisms involved in hunger and thirst would most likely be studied by a
- A. personality theorist.
 - B. sensory psychologist.
 - C. learning theorist.
 - D. biopsychologist.
50. ____ psychologists are primarily interested in how individuals remember, reason, and solve problems.
- A. Comparative
 - B. Sensation and perception
 - C. Developmental
 - D. Cognitive
51. Samantha is investigating the differences in the critical thinking and decision-making skills of people in different occupations. Samantha is most likely a
- A. cognitive psychologist.
 - B. developmental psychologist.
 - C. psychologist studying sensation and perception.
 - D. learning theorist.
52. A(n) ____ psychologist is studying how exposure to different kinds of play (e.g., with dolls versus blocks) affects the development of boys versus girls.
- A. gender
 - B. comparative
 - C. learning
 - D. evolutionary

53. A characteristic feature of research carried out by social psychologists is that it
- A. is concerned with the effects of age and psychological growth.
 - B. includes topics such as arousal, EEG, biochemistry, and neurons.
 - C. includes topics such as attitudes, conformity, leadership, and prejudice.
 - D. is concerned with the design of machines to be used by people.
54. Which area in psychology would be most likely to study the phenomena of friendships and peer influences?
- A. social
 - B. comparative
 - C. physiological
 - D. school
55. After a football game, several well-respected citizens of the community participate in tearing down the goal posts. This uncharacteristic behavior that occurs in groups would be of primary interest to
- A. comparative psychologists.
 - B. developmental psychologists.
 - C. social psychologists.
 - D. cognitive psychologists.
56. A psychologist who studies family dynamics and their effects on behavior of individuals in different ethnic groups would probably be a ____ psychologist.
- A. learning
 - B. cultural
 - C. developmental
 - D. cognitive
57. Eastern societies emphasize the importance of cooperation over individuality. The reverse tends to be true in Western societies. These findings would be of primary interest to which group of psychologists?
- A. cultural psychologists
 - B. learning theorists
 - C. forensic psychologists
 - D. comparative psychologists
58. Jeremy is a psychologist working with a team of archeologists. By working with this team, he hopes to piece together the changes that have occurred in human parenting since the dawn of time. Jeremy is most likely which type of psychologist?
- A. social psychologist
 - B. forensic psychologist
 - C. evolutionary psychologist
 - D. environmental psychologist
59. A(n) ____ psychologist may study how human species went from eating with their fingers to using utensils.
- A. learning
 - B. evolutionary
 - C. social
 - D. comparative

60. A ____ psychologist applies psychological principles to legal issues.
- A. forensic
 - B. cognitive
 - C. personality
 - D. comparative
61. If you are interested in researching the reliability of eyewitness testimony, you are most likely a(n) ____ psychologist applying psychological principles to legal issues.
- A. forensic
 - B. eclectic
 - C. personality
 - D. comparative
62. Janie is a psychologist that works for the Court TV network analyzing the televised court proceedings and providing commentary for the viewers. Jamie is most likely a(n)
- A. comparative psychologist.
 - B. personality psychologist.
 - C. forensic psychologist.
 - D. eclectic psychologist.
63. Animals are used in psychological research because
- A. psychologists are interested in the behavior of any living thing.
 - B. animal models often can be applied to human behavior.
 - C. the study of animals can benefit both animals and humans.
 - D. all of these reasons apply.
64. 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 fallacy.
 - B. animal model.
 - C. zoophilic design.
 - D. model that will yield inaccurate results.
65. 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 fallacy.
 - B. animal model.
 - C. inaccurate design.
 - D. correlational study.
66. 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.
67. 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.

68. 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.
69. 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
70. *Why* questions refer to which of psychology's goals?
- A. description
 - B. understanding
 - C. preservation
 - D. control
71. 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.
72. Research on "bystander apathy" reveals that people often fail to help when other possible helpers are nearby because of a "diffusion of responsibility." Explaining this perplexing problem meets which goal of psychology?
- A. description
 - B. prediction
 - C. understanding
 - D. control
73. 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
74. 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

75. An industrial psychologist uses psychometric tests and interviews to select the best candidate for a specialized task. The psychologist's work directly expresses which goal of psychology?
- A. description
 - B. understanding
 - C. prediction
 - D. control
76. 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
77. 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.
78. ____ is a frequently questioned and misunderstood goal of psychology because it ____.
- A. Control; appears to threaten personal freedom
 - B. Description; does not explain anything
 - C. Understanding; often refers to constructs we cannot see
 - D. Prediction; stereotypes people
79. A psychologist uses systematic desensitization to assist a student in overcoming test anxiety. This illustrates the goal of
- A. description.
 - B. prediction.
 - C. understanding.
 - D. control.
80. 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.
81. 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?

82. An engineering psychologist helps redesign an airplane to make it safer to fly. The psychologist's work reflects which of psychology's goals?
- A. understanding
 - B. control
 - C. prediction
 - D. description
83. Critical thinking in psychology most often takes the form of collecting empirical evidence as guided by
- A. the scientific method.
 - B. common sense.
 - C. conventional wisdom.
 - D. the opinions of experts in the field.
84. Critical thinking encompasses all of the following EXCEPT
- A. collecting empirical evidence.
 - B. the evaluation of evidence.
 - C. an open mind.
 - D. a reliance on common sense and conventional wisdom.
85. Critical thinking is built on which of the following principles?
- A. empirical testing
 - B. a willingness to actively evaluate ideas
 - C. an open mind
 - D. all of these
86. ____ is an ability to evaluate, compare, analyze, critique, synthesize, and reflect on information.
- A. Critical thinking
 - B. Transductive thinking
 - C. Deductive thinking
 - D. Creative thinking
87. 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.
88. Critical thinkers
- 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.
89. 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?

90. Critical thinking includes which of the following questions?
- A. Who did the test? How good is the evidence?
 - B. What test of this claim has been made?
 - C. What was the nature and quality of the tests?
 - D. all of these
91. 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.
92. 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.
93. Pseudopsychologies
- A. give the appearance of science but are actually false.
 - B. have changed greatly over time as their followers seek new evidence.
 - C. have followers who are skeptical critics of their own theories.
 - D. are characterized by all of these.
94. Pseudopsychologies
- 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.
95. Which of the following is considered by the text to be a pseudo-psychology?
- A. cognitive psychology
 - B. behaviorism
 - C. Gestalt psychology
 - D. astrology
96. Which of the following is NOT identified by the text as a pseudo-psychology?
- A. psychoanalysis
 - B. palmistry
 - C. phrenology
 - D. astrology
97. The German anatomy teacher Franz Gall popularized the pseudo-psychology known as
- A. palmistry.
 - B. phrenology.
 - C. graphology.
 - D. astrology.

98. To assess clients' abilities, a phrenologist would want to
- A. read their handwriting.
 - B. study their palms.
 - C. examine their skulls.
 - D. record their EEGs.
99. ____ is the out-dated theory that personality is revealed by the bumps on the skull.
- A. Palmistry
 - B. Phrenology
 - C. Phenomenology
 - D. Graphology
100. Jane goes to a phrenologist. What can she expect from this pseudo-psychologist?
- A. He will predict her future by "reading" 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.
101. The fortune teller who studies your palm carefully before announcing that great fortune lies in your immediate future is practicing ____ psychology.
- A. applied
 - B. commonsense
 - C. pseudo-
 - D. forensic
102. To assess clients' abilities, a graphologist would want to
- A. read their handwriting.
 - B. examine their skulls.
 - C. study their palms.
 - D. record their EEGs.
103. 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.
104. 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.
105. 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 components of her dreams.

106. According to the text, 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.

107. Objections to astrology as a science would include which of the following?

- A. Few astrologers have tried to apply 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.

108. A tendency to believe flattering descriptions of oneself is called

- A. the Barnum effect.
- B. the astrologer's dilemma.
- C. the fallacy of positive instance.
- D. uncritical acceptance.

109. Systems such as astrology and graphology enjoy wide popularity because of

- A. uncritical acceptance.
- B. their scientific basis.
- C. the new focus on the stars and planets as a result of space exploration.
- D. their cost.

110. 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.

111. 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 P.T. Barnum effect.
- B. the fallacy of positive instances.
- C. the astrologer's dilemma.
- D. uncritical acceptance.

112. 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 Sid's 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.

113. Lindsay's friend answered a magazine ad that claimed that her personality could be analyzed by using her birth sign and a computer. 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 can't be done by computers.
 - D. consider that her friend may have been taken in by the fallacy of positive instances.
114. The more general the predictions a fortune teller or palmist makes, the more believable are the results. This fact has been called the
- A. Guilford effect.
 - B. phrenologist's fallacy.
 - C. P.T. Barnum effect.
 - D. Franz Gall's fallacy.
115. With respect to astrology, palmistry, and phrenology, it can be said that
- A. all are pseudo-psychologies.
 - B. none is subject to the P.T. 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.
116. If one reads all 12 of the daily horoscopes found in newspapers for several days, one will find that predictions made are so general that they will fit events as well as a specific sign. This illustrates the
- A. Guilford effect.
 - B. phrenologist's fallacy.
 - C. Barnum effect.
 - D. Gall fallacy.
117. Which of the following statements is FALSE?
- A. Pseudopsychologies 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 pseudopsychology of graphology has been used to determine who is hired, given bank credit, or selected for juries.
118. 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 for collecting data (observed facts).
119. 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.

120. Which of the following statements concerning common sense is TRUE?
- A. Common sense has no value.
 - B. Personal observation usually provides all the information we need to know about a phenomenon.
 - C. Common sense is systematic.
 - D. Common sense often provides vague and inconsistent pieces of information.
121. Collection of observable evidence, precise definition, and repeatable results all form the basis for
- A. empirical analysis.
 - B. the scientific method.
 - C. theory formulation.
 - D. hypothesis generation.
122. Among other things, the scientific method is based on
- A. careful collection of evidence.
 - B. accurate description and measurement.
 - C. repeatable results.
 - D. all of these.
123. ____ is a form of critical thinking based on careful collection of evidence, accurate description and measurement, precise definition, controlled observation, and repeatable results.
- A. Intuitive thinking
 - B. Conventional wisdom
 - C. The scientific method
 - D. Common sense
124. 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
125. 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
126. Which of the following is part of the scientific method?
- A. defining a problem
 - B. anecdotal analysis
 - C. analysis building
 - D. survey definition
127. The six steps of the scientific method include observation, defining a problem, proposing a hypothesis, and
- A. testing the hypothesis.
 - B. publishing the results.
 - C. theory building.
 - D. all of these.

128. A scientific explanation that remains tentative until it has been adequately tested is called a(n)
- A. theory.
 - B. law.
 - C. hypothesis.
 - D. experiment.
129. An educated guess about what is controlling some behavior is called a(n)
- A. experimental control.
 - B. hypothesis.
 - C. experimental variable.
 - D. theory.
130. In order to determine the cause of behavior, the questions we ask must be
- A. tentative.
 - B. testable.
 - C. based on theory.
 - D. novel.
131. 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. hypothesis
 - C. operational definition
 - D. relative certainty
132. The story of Clever Hans, the mathematical horse, illustrates the use of controlled observation to test a series of
- A. hypotheses.
 - B. theories.
 - C. axioms.
 - D. learning strategies.
133. Which of the following could serve as an experimental hypothesis?
- A. Although 25% of U.S. drivers say that they use the seatbelts in their cars, only 14% 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. None of these.
134. A set of exact procedures that represent particular variables is called a(n)
- A. abstract definition.
 - B. operational definition.
 - C. case study.
 - D. theory.
135. 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.

136. Three research assistants were assigned the task of counting the number of times a particular student exhibited any 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.
137. Using the scientific method, researchers were able to prove that Clever Hans
- A. could solve even the most difficult math problem.
 - B. could not answer the math question if his owner was out of the room.
 - C. could not answer the math question if he could not see the questioner.
 - D. could only solve simple math problems.
138. The results of carefully controlled observations of Clever Hans and his ability to solve math problems showed
- A. he could do math.
 - B. he could add, but he could not subtract.
 - C. he was cued by the questioner looking up or down.
 - D. none of these could be determined by observation.
139. In order to summarize or organize a series of observations in some meaningful way, psychologists may develop
- A. hypotheses.
 - B. experiments.
 - C. surveys.
 - D. theories.
140. If there were no 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.
141. Theory formulation 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.
142. 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.

143. ____ is important in psychological research in order to disseminate results to the scientific community.
- A. Theory building
 - B. Hypothesis testing
 - C. Publishing
 - D. Application
144. Which of the following statements is/are TRUE?
- A. Scientific information must always be publicly available.
 - 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.
145. 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. discussion
 - C. introduction
 - D. results
146. 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. introduction
 - B. method
 - C. results
 - D. discussion
147. 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. method
 - C. introduction
 - D. results
148. The specific procedures used to gather data are described in which section of a research report?
- A. introduction
 - B. abstract
 - C. method
 - D. discussion
149. 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. introduction
 - B. method
 - C. results
 - D. all of these

150. The implications of the study and proposals for future research would be found in which section of a research report?
- A. introduction
 - B. method
 - C. results
 - D. discussion
151. An industrial-organizational psychologist has been asked to identify the ways in which high-stress and low-stress game designers are different. This psychologist carefully questions game designers about how much stress they experience. These interviews would constitute which step in the scientific method?
- A. observation
 - B. testing the hypothesis
 - C. theory building
 - D. defining a problem
152. 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
153. 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. proposing a hypothesis
 - B. observation
 - C. theory building
 - D. defining a problem
154. 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.
155. 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.
156. The first psychological laboratory in Leipzig, Germany, 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 develops.

157. 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
158. Wundt observed stimuli of various kinds and then used a process called ____ to probe his reactions to the stimuli.
- A. analytical logic
 - B. reduction division
 - C. transduction
 - D. introspection
159. Of the following, who used introspection as a scientific technique for investigating consciousness?
- A. B.F. Skinner
 - B. Ivan Pavlov
 - C. John Watson
 - D. Wilhelm Wundt
160. ____ carried Wundt's ideas to the United States and called these ideas ____.
- A. Freud; structuralism
 - B. Titchener; functionalism
 - C. Freud; introspection
 - D. Titchener; structuralism
161. 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.
162. 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.
163. 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.
164. 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.

165. William James wrote *Principles of Psychology* and founded
- A. structuralism.
 - B. functionalism.
 - C. behaviorism.
 - D. humanism.
166. _____, an American scholar, broadened psychology to include animal behavior, religious experience, abnormal behavior and wrote *Principles of Psychology*, which helped establish the field as a separate discipline.
- A. William James
 - B. B.F. Skinner
 - C. Edward Titchener
 - D. John Watson
167. The concept of natural selection was adapted to the study of human behavior by which of the early psychologists?
- A. William James
 - B. Wilhelm Wundt
 - C. Edward Titchener
 - D. John Watson
168. The functionalists were interested in how thoughts, feelings, perceptions, and habits help people and animals
- A. form meaningful Gestalts.
 - B. introspect.
 - C. adapt and survive.
 - D. form connections between stimuli and responses.
169. 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.
170. 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.
171. Which pair of persons had the most similar ideas?
- A. Titchener-----Skinner
 - B. James-----Darwin
 - C. Watson-----Rogers
 - D. Wertheimer-----Maslow

172. ____ 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
173. ____ is the school of psychology that emphasizes the study of overt, observable behavior.
- A. Gestalt psychology
 - B. Behaviorism
 - C. Structuralism
 - D. Functionalism
174. ____ 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
175. According to John Watson, introspection was
- A. a valid method of research.
 - B. unscientific.
 - C. the cornerstone of behaviorism.
 - D. the study of the mind in use.
176. 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
177. Pavlov's contribution to behaviorism lies in his discovery of
- A. the conditioned response.
 - B. self-observation.
 - C. conscious experience.
 - D. unconscious motivation.
178. With its emphasis on stimuli and responses, ____ helped make psychology a natural science, rather than a branch of philosophy.
- A. behaviorism
 - B. functionalism
 - C. structuralism
 - D. psychoanalysis
179. Stimuli, responses, conditioning, and learning are key concepts in the thinking of
- A. behaviorists.
 - B. functionalists.
 - C. structuralists.
 - D. psychoanalysts.

180. Skinner's contribution to behaviorism lies in his insistence that
- A. your actions are controlled 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.
181. 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
182. Which of the following is a FALSE statement concerning B.F. Skinner?
- A. He is known for classically conditioning dogs to salivate to bells.
 - B. He developed a 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.
183. 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.
184. Strict behaviorists were criticized for overlooking the role that ____ plays in our lives.
- A. reward
 - B. thinking
 - C. punishment
 - D. stimuli
185. 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.
186. 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

187. ____ is the proper use of reward, punishment, and conditioning to change problems, such as overeating, unrealistic fears, or temper tantrums.
- A. Psychoanalysis
 - B. Gestalt psychotherapy
 - C. Self-actualization
 - D. Behavior therapy
188. 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.
189. Max Wertheimer is associated with which one of the following schools of thought?
- A. Gestalt psychology
 - B. behaviorism
 - C. psychoanalysis
 - D. functionalism
190. 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
191. 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.
192. Which school of thought in psychology emphasizes the study of thinking, learning, and perception in whole units, not by analysis into parts?
- A. behaviorism
 - B. psychoanalytic psychology
 - C. structuralism
 - D. Gestalt psychology
193. "The whole is greater than the sum of its parts" is the motto of the
- A. Gestalt psychologists.
 - B. behaviorists.
 - C. structuralists.
 - D. psychoanalysts.

194. 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
195. The founder of psychoanalytic psychology was
- A. Carl Rogers.
 - B. Wilhelm Wundt.
 - C. Sigmund Freud.
 - D. William James.
196. 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.
197. 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.
 - D. the fact that no thoughts, emotions, or actions are pre-determined.
198. The idea that threatening thoughts are sometimes repressed would be of most interest to a
- A. structuralist.
 - B. psychoanalyst.
 - C. humanist.
 - D. Gestaltist.
199. Contributions of the psychoanalytic school 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.
200. Freud stressed the role of ____ in shaping our personalities.
- A. the structure of the mind
 - B. the function of our behaviors
 - C. our history of rewards and punishments
 - D. the unconscious
201. The psychoanalytic school of thought emphasizes the role of ____ in development.
- A. external rewards and punishments
 - B. unconscious impulses, desires, and conflicts
 - C. subjective experiences, potentials, and ideals
 - D. physiology, genetics, biochemistry, and evolution

202. According to Freud, unconscious thoughts are often revealed by
- A. introspection.
 - B. confession.
 - C. stimulus-response connections.
 - D. slips of the tongue.
203. According to Freud, unconscious thoughts are often revealed by
- A. dreams.
 - B. emotions.
 - C. slips of the tongue.
 - D. all of these.
204. 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.
205. Sigmund Freud's approach to psychotherapy is known as
- A. Gestalt therapy.
 - B. psychoanalysis.
 - C. behavior modification.
 - D. client-centered therapy.
206. 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.
207. 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. psychoanalytic psychology
 - C. behaviorism
 - D. Gestalt psychology
208. 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.

209. 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.
210. Which of the following would be considered a Neo-Freudian?
- A. Otto Rank
 - B. Anna Freud
 - C. Karen Horney
 - D. all of these
211. Which of the following would NOT be considered a Neo-Freudian?
- A. Abraham Maslow
 - B. Alfred Adler
 - C. Erik Erikson
 - D. Carl Jung
212. 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.
213. 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.
214. 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
215. Carl Rogers and Abraham Maslow belong to which school of thought in psychology?
- A. humanistic
 - B. psychoanalytic
 - C. behaviorist
 - D. Gestalt

216. 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.

217. 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. Gestaltists
- C. humanists
- D. structuralists

218. 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 in the personality
- C. emphasis on conditioned responses
- D. emphasis on the importance of subjective factors, such as one's self-image

219. 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

220. According to the ____ view, the need for love, self-esteem, belonging, self-expression, and creativity are as important as biological needs.

- A. psychodynamic
- B. behaviorist
- C. humanistic
- D. cognitive

221. 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

222. 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.

223. ____ 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
224. 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.
225. 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.
226. 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.
227. Maslow proposed the 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.
228. 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 feel a part of a higher spiritual order
 - C. the need to develop one's potential fully
 - D. the need for power
229. 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

230. The first psychology course was taught by

- A. E.B. Titchener.
- B. John Watson.
- C. William James.
- D. B.F. Skinner.

231. The first American psychology textbook was written by

- A. E.B. Titchener.
- B. John Watson.
- C. Carl Rogers.
- D. John Dewey.

232. 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.

233. 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.

234. According to your psychology text, which of the following statements is FALSE concerning women and psychology?

- A. By 1906 in America, about one psychologist in 10 was a woman.
- B. In recent years about 40% of the college graduates with a major in psychology are women.
- C. In 1905 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.

235. 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

236. Who conducted pioneering work on memory and was the first female president of the APA in 1905?

- A. Anna Freud
- B. Christina Ladd-Franklin
- C. Mary Calkins
- D. Margaret Washburn

237. ____ wrote an influential textbook on animal behavior, titled *The Animal Mind*.

- A. Mary Calkins
- B. Anna Freud
- C. Christine Ladd-Franklin
- D. Margaret Washburn

238. _____ studied color vision and was ranked among the 50 most important psychologists in America in 1906.
- A. Mary Calkins
 - B. Anna Freud
 - C. Christine Ladd-Franklin
 - D. Margaret Washburn
239. Which of the following statements is/are TRUE regarding contemporary trends in psychology?
- 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.
240. 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.
241. 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.
242. You discuss your feelings of loneliness with the 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.
243. 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.
244. Which of the following is NOT one of the three broad perspectives that shape modern psychology?
- A. biological
 - B. therapeutic
 - C. psychological
 - D. sociocultural

245. The ____ perspective seeks to explain behavior in terms of brain processes, evolution, and genetics.
- A. sociocultural
 - B. behavioristic
 - C. psychological
 - D. biological
246. According to the ____ view, human and animal behavior is the result of internal physical mechanisms.
- A. biopsychological
 - B. behavioristic
 - C. psychodynamic
 - D. humanistic
247. 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 mechanisms.
248. 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.
249. The ____ view is considered reductionistic and mechanistic and seeks to explain behavior through the activity of genetics, the endocrine system, and one's physiology.
- A. behavioristic
 - B. biopsychological
 - C. psychodynamic
 - D. humanistic
250. 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

Chapter 1 Part 1--Introducing Psychology and Research Methods

Key

1. Which of the following is/are reason(s) given by your text for studying psychology?
 - A. Psychology is an ever-changing field and an element of many different aspects of one's life.
 - B. Psychology is an essential part of one's education.
 - C. Psychology can help you better understand yourself and others.
 - D. All of these are reasons for studying psychology.**
2. Psychology will help you
 - A. better understand yourself and others.**
 - B. learn to manipulate others.
 - C. find the answers to all of life's questions.
 - D. do all of these.
3. Psychology is involved in
 - A. therapy, emotion, and intelligence.
 - B. aging, wisdom, sexuality, and death.
 - C. persuasion, creativity, and intelligence.
 - D. all of these.**
4. Psychologists use critical thinking and scientific investigation to achieve the goals of describing, understanding, ____, and ____ human behavior.
 - A. diagnosing; prescribing
 - B. predicting; controlling**
 - C. perfecting; curing
 - D. manipulating; preserving
5. 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.**
6. All psychologists
 - A. do 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.**
7. The word *psychology* comes from the roots psyche and logos, which mean respectively
 - A. knowledge or study and brain.
 - B. knowledge or study and mind.
 - C. mind and knowledge or study.**
 - D. brain and science.

8. Psychology is BEST defined as the
- A. empirical study of the mind.
 - B. study of individual differences in human behavior.
 - C.** scientific study of the behavior and mental processes.
 - D. study of the relationship between mind and body.
9. Psychology is
- 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.
10. 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.
11. Behavior is
- 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. only those things that a person does in front of others.
12. Covert behavior is
- A. anything a person does.
 - B. only those things a person does which you can see.
 - C. only those things which can be recorded by a camera.
 - D.** only those things which are not observable by others.
13. Overt behavior is
- A. anything a person does.
 - B. only those things a person does which cannot be seen by others.
 - C.** only those things that can be observed.
 - D. hidden, private, internal thoughts.
14. 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
15. 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

16. 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
17. 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
18. Psychological research
- A. tends to discover and validate what we already know from everyday experiences.
 - B. has proven that almost all common-sense beliefs are valid and useful for predicting human behavior.
 - C. uses the empirical approach.
 - D. includes all of these characteristics.
19. Psychological research found which of the following common-sense beliefs to be TRUE?
- A. Most humans use only 10 percent of their potential brainpower.
 - B. Personality tests reveal your basic motives, including those you may not be aware of.
 - C. Psychotherapy has its greatest success in the treatment of psychotic patients who have lost touch with reality.
 - D. None of these beliefs were found to be true.
20. Psychological research found which of the following common-sense beliefs to be FALSE?
- A. Babies love their mothers because 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 statements were found to be FALSE.
21. Although accepted as true by a large number of college students, psychological research has found which of the following common-sense beliefs to be FALSE?
- A. To change people's behavior toward members of ethnic minority groups, we must first change their attitudes.
 - B. Most humans use only 10 percent of their brainpower.
 - C. The more motivated you are, the better you will do at solving a complex problem.
 - D. All of these statements were found to be FALSE.
22. Information gained from direct observation defines
- A. introspective data.
 - B. empirical evidence.
 - C. a scientific hypothesis.
 - D. subjective data.

23. Empirical evidence is information that psychologists gather by
- A. making inferences based on previous experiences.
 - B. direct observation.**
 - C. forming hypotheses based on previous experiences.
 - D. reliance on knowledgeable authorities in the field.
24. 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. research what other experts think on the subject.
25. 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.**
26. When a scientist wants to find out if there is empirical evidence, they utilize *data*, which is defined as
- A. reported facts.
 - B. deduced facts.
 - C. observed facts.**
 - D. inferred facts.
27. Which of the following statements has empirical evidence shown to be TRUE?
- A. Most humans use only 10 percent of their brainpower.
 - B. The more motivated you are the better you will be at solving a complex problem.
 - C. As the temperature rises in Los Angeles, the crime rate rises.**
 - D. Hostile actions, such as fist fights, are more likely when the temperature is very high.
28. Psychology is different than fields such as history, law, and business because of the reliance on
- A. anecdotal evidence.
 - B. the scientific method to study behavior.**
 - C. the common sense of past generations.
 - D. direct philosophic inquiry.
29. 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.
30. 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.

31. 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 are true.
32. 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.
33. 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.
34. Which of the following statements concerning the study of psychology is TRUE?
- A. The use of the EEG showed that some people never dream.
 - B.** To conduct psychological research, one must systematically gather data.
 - C. The research method is rarely used in psychological research.
 - D. Ethical concerns in psychological research are rarely an issue.
35. "I seek to understand the principles whereby a person's ability to think, speak, perceive, and learn changes as they go through their life span." This statement identifies one as a ____ psychologist.
- A. physiological
 - B. social
 - C.** developmental
 - D. sensory and perceptual
36. If you read an article comparing the value of breastfeeding versus formula feeding on the physical growth of infants, the psychologist who would have written this article is probably a(n)
- A. comparative psychologist.
 - B.** developmental psychologist.
 - C. social psychologist.
 - D. gender psychologist.
37. A psychologist who studies memory improvements made between children three years of age and children 12 years of age would probably be a(n) ____ psychologist.
- A. evolutionary
 - B. comparative
 - C.** developmental
 - D. gender

38. If you were to walk into a laboratory where the effects of intense punishment on a rat's ability to form a discrimination was being studied, you would be in the lab of a ____ psychologist.
- A. physiological
 - B. developmental
 - C. learning**
 - D. social
39. If you are having a hard time toilet training your young, healthy puppy, you would be most likely to obtain helpful information from a(n) ____ psychologist.
- A. animal
 - B. developmental
 - C. eclectic
 - D. learning**
40. Token economies within institutions that utilize tangible rewards for appropriate behaviors and a loss of privileges for inappropriate behaviors would be an important area of study for
- A. comparative psychologists.
 - B. learning theorists.**
 - C. biopsychologists.
 - D. psychologists investigating sensation and perception.
41. The study of what motivates some of us to do well in school or on the job would fall in the area of ____ research.
- A. cognitive
 - B. learning
 - C. perception
 - D. personality**
42. The differences in persons exhibiting Type A and Type B behaviors would be of most interest to
- A. comparative psychologists.
 - B. learning theorists.
 - C. personality theorists.**
 - D. social psychologists.
43. I investigate how people come to know the world through their visual ability. I also study how people interpret this visual information in order to recognize faces. Who am I?
- A. a personality theorist
 - B. a developmental psychologist
 - C. a sensation and perception psychologist**
 - D. a learning theorist
44. A ____ psychologist might explore how we recognize someone's voice over the telephone through our interpretation of the pitch.
- A. personality
 - B. comparative
 - C. learning
 - D. sensation and perception**

45. The study of similarities and differences in the behavior of different species is called
- A. biology.
 - B. comparative psychology.**
 - C. environmental psychology.
 - D. differential psychology.
46. Who among the following would most likely study the behavior of gorillas and the communication abilities of porpoises?
- A. developmental psychologist
 - B. comparative psychologist**
 - C. environmental psychologist
 - D. forensic psychologist
47. Comparative psychologists are primarily interested in
- A. stimulus-response connections.
 - B. animal behavior.**
 - C. the comparison of functional and behavioral psychology.
 - D. the comparison of different types of psychotherapy.
48. Dr. Causey is interested in how the effects of dopamine levels impact schizophrenia and Parkinson's disease. Dr. Causey is most likely a
- A. cognitive psychologist.
 - B. biopsychologist.**
 - C. social psychologist.
 - D. forensic psychologist.
49. Brain mechanisms involved in hunger and thirst would most likely be studied by a
- A. personality theorist.
 - B. sensory psychologist.
 - C. learning theorist.
 - D. biopsychologist.**
50. ____ psychologists are primarily interested in how individuals remember, reason, and solve problems.
- A. Comparative
 - B. Sensation and perception
 - C. Developmental
 - D. Cognitive**
51. Samantha is investigating the differences in the critical thinking and decision-making skills of people in different occupations. Samantha is most likely a
- A. cognitive psychologist.**
 - B. developmental psychologist.
 - C. psychologist studying sensation and perception.
 - D. learning theorist.

52. A(n) ____ psychologist is studying how exposure to different kinds of play (e.g., with dolls versus blocks) affects the development of boys versus girls.
- A. gender
 - B. comparative
 - C. learning
 - D. evolutionary
53. A characteristic feature of research carried out by social psychologists is that it
- A. is concerned with the effects of age and psychological growth.
 - B. includes topics such as arousal, EEG, biochemistry, and neurons.
 - C. includes topics such as attitudes, conformity, leadership, and prejudice.
 - D. is concerned with the design of machines to be used by people.
54. Which area in psychology would be most likely to study the phenomena of friendships and peer influences?
- A. social
 - B. comparative
 - C. physiological
 - D. school
55. After a football game, several well-respected citizens of the community participate in tearing down the goal posts. This uncharacteristic behavior that occurs in groups would be of primary interest to
- A. comparative psychologists.
 - B. developmental psychologists.
 - C. social psychologists.
 - D. cognitive psychologists.
56. A psychologist who studies family dynamics and their effects on behavior of individuals in different ethnic groups would probably be a ____ psychologist.
- A. learning
 - B. cultural
 - C. developmental
 - D. cognitive
57. Eastern societies emphasize the importance of cooperation over individuality. The reverse tends to be true in Western societies. These findings would be of primary interest to which group of psychologists?
- A. cultural psychologists
 - B. learning theorists
 - C. forensic psychologists
 - D. comparative psychologists
58. Jeremy is a psychologist working with a team of archeologists. By working with this team, he hopes to piece together the changes that have occurred in human parenting since the dawn of time. Jeremy is most likely which type of psychologist?
- A. social psychologist
 - B. forensic psychologist
 - C. evolutionary psychologist
 - D. environmental psychologist

59. A(n) _____ psychologist may study how human species went from eating with their fingers to using utensils.
- A. learning
 - B. evolutionary**
 - C. social
 - D. comparative
60. A _____ psychologist applies psychological principles to legal issues.
- A. forensic**
 - B. cognitive
 - C. personality
 - D. comparative
61. If you are interested in researching the reliability of eyewitness testimony, you are most likely a(n) _____ psychologist applying psychological principles to legal issues.
- A. forensic**
 - B. eclectic
 - C. personality
 - D. comparative
62. Janie is a psychologist that works for the Court TV network analyzing the televised court proceedings and providing commentary for the viewers. Jamie is most likely a(n) _____
- A. comparative psychologist.
 - B. personality psychologist.
 - C. forensic psychologist.**
 - D. eclectic psychologist.
63. Animals are used in psychological research because _____
- A. psychologists are interested in the behavior of any living thing.
 - B. animal models often can be applied to human behavior.
 - C. the study of animals can benefit both animals and humans.
 - D. all of these reasons apply.**
64. 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 fallacy.
 - B. animal model.**
 - C. zoophilic design.
 - D. model that will yield inaccurate results.
65. 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 fallacy.
 - B. animal model.**
 - C. inaccurate design.
 - D. correlational study.

66. 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.
67. 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.
68. 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.
69. 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
70. *Why* questions refer to which of psychology's goals?
- A. description
 - B.** understanding
 - C. preservation
 - D. control
71. 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.
72. Research on "bystander apathy" reveals that people often fail to help when other possible helpers are nearby because of a "diffusion of responsibility." Explaining this perplexing problem meets which goal of psychology?
- A. description
 - B. prediction
 - C.** understanding
 - D. control

73. 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
74. 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
75. An industrial psychologist uses psychometric tests and interviews to select the best candidate for a specialized task. The psychologist's work directly expresses which goal of psychology?
- A. description
 - B. understanding
 - C. prediction
 - D. control
76. 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
77. 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.
78. ____ is a frequently questioned and misunderstood goal of psychology because it ____.
- A. Control; appears to threaten personal freedom
 - B. Description; does not explain anything
 - C. Understanding; often refers to constructs we cannot see
 - D. Prediction; stereotypes people
79. A psychologist uses systematic desensitization to assist a student in overcoming test anxiety. This illustrates the goal of
- A. description.
 - B. prediction.
 - C. understanding.
 - D. control.

80. 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.**
81. 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?
82. An engineering psychologist helps redesign an airplane to make it safer to fly. The psychologist's work reflects which of psychology's goals?
- A. understanding
 - B. control**
 - C. prediction
 - D. description
83. Critical thinking in psychology most often takes the form of collecting empirical evidence as guided by
- A. the scientific method.**
 - B. common sense.
 - C. conventional wisdom.
 - D. the opinions of experts in the field.
84. Critical thinking encompasses all of the following EXCEPT
- A. collecting empirical evidence.
 - B. the evaluation of evidence.
 - C. an open mind.
 - D. a reliance on common sense and conventional wisdom.**
85. Critical thinking is built on which of the following principles?
- A. empirical testing
 - B. a willingness to actively evaluate ideas
 - C. an open mind
 - D. all of these**
86. ____ is an ability to evaluate, compare, analyze, critique, synthesize, and reflect on information.
- A. Critical thinking**
 - B. Transductive thinking
 - C. Deductive thinking
 - D. Creative thinking

87. 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.**
88. Critical thinkers
- 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.
89. 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?
90. Critical thinking includes which of the following questions?
- A. Who did the test? How good is the evidence?
 - B. What test of this claim has been made?
 - C. What was the nature and quality of the tests?
 - D. all of these**
91. 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.
92. 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.
93. Pseudopsychologies
- A. give the appearance of science but are actually false.**
 - B. have changed greatly over time as their followers seek new evidence.
 - C. have followers who are skeptical critics of their own theories.
 - D. are characterized by all of these.

94. Pseudopsychologies
- 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.
95. Which of the following is considered by the text to be a pseudo-psychology?
- A. cognitive psychology
 - B. behaviorism
 - C. Gestalt psychology
 - D.** astrology
96. Which of the following is NOT identified by the text as a pseudo-psychology?
- A.** psychoanalysis
 - B. palmistry
 - C. phrenology
 - D. astrology
97. The German anatomy teacher Franz Gall popularized the pseudo-psychology known as
- A. palmistry.
 - B.** phrenology.
 - C. graphology.
 - D. astrology.
98. To assess clients' abilities, a phrenologist would want to
- A. read their handwriting.
 - B. study their palms.
 - C.** examine their skulls.
 - D. record their EEGs.
99. ____ is the out-dated theory that personality is revealed by the bumps on the skull.
- A. Palmistry
 - B.** Phrenology
 - C. Phenomenology
 - D. Graphology
100. Jane goes to a phrenologist. What can she expect from this pseudo-psychologist?
- A. He will predict her future by "reading" 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.
101. The fortune teller who studies your palm carefully before announcing that great fortune lies in your immediate future is practicing ____ psychology.
- A. applied
 - B. commonsense
 - C.** pseudo-
 - D. forensic

102. To assess clients' abilities, a graphologist would want to
- A. read their handwriting.
 - B. examine their skulls.
 - C. study their palms.
 - D. record their EEGs.
103. 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.
104. 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.
105. 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 components of her dreams.
106. According to the text, 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.
107. Objections to astrology as a science would include which of the following?
- A. Few astrologers have tried to apply 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.
108. A tendency to believe flattering descriptions of oneself is called
- A. the Barnum effect.
 - B. the astrologer's dilemma.
 - C. the fallacy of positive instance.
 - D. uncritical acceptance.

109. Systems such as astrology and graphology enjoy wide popularity because of
- A. uncritical acceptance.
 - B. their scientific basis.
 - C. the new focus on the stars and planets as a result of space exploration.
 - D. their cost.
110. 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.
111. 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 P.T. Barnum effect.
 - B. the fallacy of positive instances.
 - C. the astrologer's dilemma.
 - D. uncritical acceptance.
112. 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 Sid's 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.
113. Lindsay's friend answered a magazine ad that claimed that her personality could be analyzed by using her birth sign and a computer. 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 can't be done by computers.
 - D. consider that her friend may have been taken in by the fallacy of positive instances.
114. The more general the predictions a fortune teller or palmist makes, the more believable are the results. This fact has been called the
- A. Guilford effect.
 - B. phrenologist's fallacy.
 - C. P.T. Barnum effect.
 - D. Franz Gall's fallacy.
115. With respect to astrology, palmistry, and phrenology, it can be said that
- A. all are pseudo-psychologies.
 - B. none is subject to the P.T. 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.

116. If one reads all 12 of the daily horoscopes found in newspapers for several days, one will find that predictions made are so general that they will fit events as well as a specific sign. This illustrates the
- A. Guilford effect.
 - B. phrenologist's fallacy.
 - C. Barnum effect.**
 - D. Gall fallacy.
117. Which of the following statements is FALSE?
- A. Pseudopsychologies 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 pseudopsychology of graphology has been used to determine who is hired, given bank credit, or selected for juries.
118. 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 for collecting data (observed facts).
119. 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.
120. Which of the following statements concerning common sense is TRUE?
- A. Common sense has no value.
 - B. Personal observation usually provides all the information we need to know about a phenomenon.
 - C. Common sense is systematic.
 - D. Common sense often provides vague and inconsistent pieces of information.**
121. Collection of observable evidence, precise definition, and repeatable results all form the basis for
- A. empirical analysis.
 - B. the scientific method.**
 - C. theory formulation.
 - D. hypothesis generation.
122. Among other things, the scientific method is based on
- A. careful collection of evidence.
 - B. accurate description and measurement.
 - C. repeatable results.
 - D. all of these.**
123. ____ is a form of critical thinking based on careful collection of evidence, accurate description and measurement, precise definition, controlled observation, and repeatable results.
- A. Intuitive thinking
 - B. Conventional wisdom
 - C. The scientific method**
 - D. Common sense

124. 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
125. 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**
126. Which of the following is part of the scientific method?
- A. defining a problem**
 - B. anecdotal analysis
 - C. analysis building
 - D. survey definition
127. The six steps of the scientific method include observation, defining a problem, proposing a hypothesis, and
- A. testing the hypothesis.
 - B. publishing the results.
 - C. theory building.
 - D. all of these.**
128. A scientific explanation that remains tentative until it has been adequately tested is called a(n)
- A. theory.
 - B. law.
 - C. hypothesis.**
 - D. experiment.
129. An educated guess about what is controlling some behavior is called a(n)
- A. experimental control.
 - B. hypothesis.**
 - C. experimental variable.
 - D. theory.
130. In order to determine the cause of behavior, the questions we ask must be
- A. tentative.
 - B. testable.**
 - C. based on theory.
 - D. novel.
131. 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. hypothesis**
 - C. operational definition
 - D. relative certainty

132. The story of Clever Hans, the mathematical horse, illustrates the use of controlled observation to test a series of
- A. hypotheses.
 - B. theories.
 - C. axioms.
 - D. learning strategies.
133. Which of the following could serve as an experimental hypothesis?
- A. Although 25% of U.S. drivers say that they use the seatbelts in their cars, only 14% 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. None of these.
134. A set of exact procedures that represent particular variables is called a(n)
- A. abstract definition.
 - B. operational definition.
 - C. case study.
 - D. theory.
135. 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.
136. Three research assistants were assigned the task of counting the number of times a particular student exhibited any 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.
137. Using the scientific method, researchers were able to prove that Clever Hans
- A. could solve even the most difficult math problem.
 - B. could not answer the math question if his owner was out of the room.
 - C. could not answer the math question if he could not see the questioner.
 - D. could only solve simple math problems.
138. The results of carefully controlled observations of Clever Hans and his ability to solve math problems showed
- A. he could do math.
 - B. he could add, but he could not subtract.
 - C. he was cued by the questioner looking up or down.
 - D. none of these could be determined by observation.

139. In order to summarize or organize a series of observations in some meaningful way, psychologists may develop
- A. hypotheses.
 - B. experiments.
 - C. surveys.
 - D. theories.**
140. If there were no 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.
141. Theory formulation 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.**
142. 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.**
143. _____ is important in psychological research in order to disseminate results to the scientific community.
- A. Theory building
 - B. Hypothesis testing
 - C. Publishing**
 - D. Application
144. Which of the following statements is/are TRUE?
- A. Scientific information must always be publicly available.
 - 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.**
145. 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. discussion
 - C. introduction
 - D. results

146. 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. introduction
 - B. method
 - C. results
 - D. discussion
147. 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. method
 - C. introduction
 - D. results
148. The specific procedures used to gather data are described in which section of a research report?
- A. introduction
 - B. abstract
 - C. method
 - D. discussion
149. 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. introduction
 - B. method
 - C. results
 - D. all of these
150. The implications of the study and proposals for future research would be found in which section of a research report?
- A. introduction
 - B. method
 - C. results
 - D. discussion
151. An industrial-organizational psychologist has been asked to identify the ways in which high-stress and low-stress game designers are different. This psychologist carefully questions game designers about how much stress they experience. These interviews would constitute which step in the scientific method?
- A. observation
 - B. testing the hypothesis
 - C. theory building
 - D. defining a problem

152. 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
153. 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. proposing a hypothesis
 - B. observation
 - C. theory building
 - D. defining a problem
154. 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.
155. 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.
156. The first psychological laboratory in Leipzig, Germany, 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 develops.
157. 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
158. Wundt observed stimuli of various kinds and then used a process called ____ to probe his reactions to the stimuli.
- A. analytical logic
 - B. reduction division
 - C. transduction
 - D. introspection

159. Of the following, who used introspection as a scientific technique for investigating consciousness?
- A. B.F. Skinner
 - B. Ivan Pavlov
 - C. John Watson
 - D. Wilhelm Wundt**
160. ____ carried Wundt's ideas to the United States and called these ideas ____.
- A. Freud; structuralism
 - B. Titchener; functionalism
 - C. Freud; introspection
 - D. Titchener; structuralism**
161. 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.
162. 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.**
163. 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.
164. 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.**
165. William James wrote *Principles of Psychology* and founded
- A. structuralism.
 - B. functionalism.**
 - C. behaviorism.
 - D. humanism.
166. ____, an American scholar, broadened psychology to include animal behavior, religious experience, abnormal behavior and wrote *Principles of Psychology*, which helped establish the field as a separate discipline.
- A. William James**
 - B. B.F. Skinner
 - C. Edward Titchener
 - D. John Watson

167. The concept of natural selection was adapted to the study of human behavior by which of the early psychologists?
- A. William James
 - B. Wilhelm Wundt
 - C. Edward Titchener
 - D. John Watson
168. The functionalists were interested in how thoughts, feelings, perceptions, and habits help people and animals
- A. form meaningful Gestalts.
 - B. introspect.
 - C. adapt and survive.
 - D. form connections between stimuli and responses.
169. 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.
170. 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.
171. Which pair of persons had the most similar ideas?
- A. Titchener-----Skinner
 - B. James-----Darwin
 - C. Watson-----Rogers
 - D. Wertheimer-----Maslow
172. ____ 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
173. ____ is the school of psychology that emphasizes the study of overt, observable behavior.
- A. Gestalt psychology
 - B. Behaviorism
 - C. Structuralism
 - D. Functionalism
174. ____ 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

175. According to John Watson, introspection was
- A. a valid method of research.
 - B. unscientific.**
 - C. the cornerstone of behaviorism.
 - D. the study of the mind in use.
176. 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**
177. Pavlov's contribution to behaviorism lies in his discovery of
- A. the conditioned response.**
 - B. self-observation.
 - C. conscious experience.
 - D. unconscious motivation.
178. With its emphasis on stimuli and responses, ____ helped make psychology a natural science, rather than a branch of philosophy.
- A. behaviorism**
 - B. functionalism
 - C. structuralism
 - D. psychoanalysis
179. Stimuli, responses, conditioning, and learning are key concepts in the thinking of
- A. behaviorists.**
 - B. functionalists.
 - C. structuralists.
 - D. psychoanalysts.
180. Skinner's contribution to behaviorism lies in his insistence that
- A. your actions are controlled 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.
181. 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
182. Which of the following is a FALSE statement concerning B.F. Skinner?
- A. He is known for classically conditioning dogs to salivate to bells.**
 - B. He developed a 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.

183. 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.
184. Strict behaviorists were criticized for overlooking the role that ____ plays in our lives.
- A. reward
 - B. thinking
 - C. punishment
 - D. stimuli
185. 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.
186. 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
187. ____ is the proper use of reward, punishment, and conditioning to change problems, such as overeating, unrealistic fears, or temper tantrums.
- A. Psychoanalysis
 - B. Gestalt psychotherapy
 - C. Self-actualization
 - D. Behavior therapy
188. 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.
189. Max Wertheimer is associated with which one of the following schools of thought?
- A. Gestalt psychology
 - B. behaviorism
 - C. psychoanalysis
 - D. functionalism

190. 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
191. 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.
192. Which school of thought in psychology emphasizes the study of thinking, learning, and perception in whole units, not by analysis into parts?
- A. behaviorism
 - B. psychoanalytic psychology
 - C. structuralism
 - D. Gestalt psychology**
193. "The whole is greater than the sum of its parts" is the motto of the
- A. Gestalt psychologists.**
 - B. behaviorists.
 - C. structuralists.
 - D. psychoanalysts.
194. 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
195. The founder of psychoanalytic psychology was
- A. Carl Rogers.
 - B. Wilhelm Wundt.
 - C. Sigmund Freud.**
 - D. William James.
196. 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.

197. 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.
 - D. the fact that no thoughts, emotions, or actions are pre-determined.
198. The idea that threatening thoughts are sometimes repressed would be of most interest to a
- A. structuralist.
 - B.** psychoanalyst.
 - C. humanist.
 - D. Gestaltist.
199. Contributions of the psychoanalytic school 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.
200. Freud stressed the role of ____ in shaping our personalities.
- A. the structure of the mind
 - B. the function of our behaviors
 - C. our history of rewards and punishments
 - D.** the unconscious
201. The psychoanalytic school of thought emphasizes the role of ____ in development.
- A. external rewards and punishments
 - B.** unconscious impulses, desires, and conflicts
 - C. subjective experiences, potentials, and ideals
 - D. physiology, genetics, biochemistry, and evolution
202. According to Freud, unconscious thoughts are often revealed by
- A. introspection.
 - B. confession.
 - C. stimulus-response connections.
 - D.** slips of the tongue.
203. According to Freud, unconscious thoughts are often revealed by
- A. dreams.
 - B. emotions.
 - C. slips of the tongue.
 - D.** all of these.
204. 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.

205. Sigmund Freud's approach to psychotherapy is known as
- A. Gestalt therapy.
 - B. psychoanalysis.**
 - C. behavior modification.
 - D. client-centered therapy.
206. 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.
207. 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. psychoanalytic psychology**
 - C. behaviorism
 - D. Gestalt psychology
208. 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.
209. 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.
210. Which of the following would be considered a Neo-Freudian?
- A. Otto Rank
 - B. Anna Freud
 - C. Karen Horney
 - D. all of these**
211. Which of the following would NOT be considered a Neo-Freudian?
- A. Abraham Maslow**
 - B. Alfred Adler
 - C. Erik Erikson
 - D. Carl Jung

212. 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.
213. 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.
214. 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
215. Carl Rogers and Abraham Maslow belong to which school of thought in psychology?
- A. humanistic
 - B. psychoanalytic
 - C. behaviorist
 - D. Gestalt
216. 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.
217. 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. Gestaltists
 - C. humanists
 - D. structuralists
218. 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 in the personality
 - C. emphasis on conditioned responses
 - D. emphasis on the importance of subjective factors, such as one's self-image

219. 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
220. According to the ____ view, the need for love, self-esteem, belonging, self-expression, and creativity are as important as biological needs.
- A. psychodynamic
 - B. behaviorist
 - C. humanistic
 - D. cognitive
221. 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
222. 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.
223. ____ 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
224. 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.
225. 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.

226. 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.**
227. Maslow proposed the 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.**
228. 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 feel a part of a higher spiritual order
 - C. the need to develop one's potential fully**
 - D. the need for power
229. 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
230. The first psychology course was taught by
- A. E.B. Titchener.
 - B. John Watson.
 - C. William James.**
 - D. B.F. Skinner.
231. The first American psychology textbook was written by
- A. E.B. Titchener.
 - B. John Watson.
 - C. Carl Rogers.
 - D. John Dewey.**
232. 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.
233. 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.

234. According to your psychology text, which of the following statements is FALSE concerning women and psychology?
- A. By 1906 in America, about one psychologist in 10 was a woman.
 - B.** In recent years about 40% of the college graduates with a major in psychology are women.
 - C. In 1905 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.
235. 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
236. Who conducted pioneering work on memory and was the first female president of the APA in 1905?
- A. Anna Freud
 - B. Christina Ladd-Franklin
 - C.** Mary Calkins
 - D. Margaret Washburn
237. ____ wrote an influential textbook on animal behavior, titled *The Animal Mind*.
- A. Mary Calkins
 - B. Anna Freud
 - C. Christine Ladd-Franklin
 - D.** Margaret Washburn
238. ____ studied color vision and was ranked among the 50 most important psychologists in America in 1906.
- A. Mary Calkins
 - B. Anna Freud
 - C.** Christine Ladd-Franklin
 - D. Margaret Washburn
239. Which of the following statements is/are TRUE regarding contemporary trends in psychology?
- 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.
240. 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.
241. 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.

242. You discuss your feelings of loneliness with the 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.
243. 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.**
244. Which of the following is NOT one of the three broad perspectives that shape modern psychology?
- A. biological
 - B. therapeutic**
 - C. psychological
 - D. sociocultural
245. The ____ perspective seeks to explain behavior in terms of brain processes, evolution, and genetics.
- A. sociocultural
 - B. behavioristic
 - C. psychological
 - D. biological**
246. According to the ____ view, human and animal behavior is the result of internal physical mechanisms.
- A. biopsychological**
 - B. behavioristic
 - C. psychodynamic
 - D. humanistic
247. 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 mechanisms.**
248. 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.

249. The ____ view is considered reductionistic and mechanistic and seeks to explain behavior through the activity of genetics, the endocrine system, and one's physiology.
- A. behavioristic
 - B. biopsychological**
 - C. psychodynamic
 - D. humanistic
250. 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**