

Honors College Introduction to Psychology  
PSY 218

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311 Straub  
x4917

Class: TLN 3240  
Tu, Th 15:30-16:50  
307 Chapman

Office Hours: F 10-12 & by appt.

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196 Straub  
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Lab: TLN 3241  
W 15:30  
179 Straub

Office Hours:

Text: Darley, J., Glucksberg, S., & Kinchla, R., Psychology (1986), New  
Jersey: Prentice Hall.

Readings packet at Kinko's.

1/8/87	Introduction		
1/13/87	I* <u>Emotion &amp; Motivation</u> 1:		Ch 11, 12, 16
1/14/87	Stress & Coping Lab		Goffman, Delgado
1/15/87		2:	
1/20/87		3: Human Sex	
1/21/87	Stress & Coping Lab		
1/22/87	I <u>Personality &amp; Social Development</u> 1:		Ch 13, 14, 15
1/27/87		2:	Itard
1/28/87	Personality Assessment Lab		
1/29/87		3:	
2/3/87	I Milgram Study		
2/4/87	Review Session		
2/5/87	<u>Midterm</u>		
2/10/87	<u>Social Psychology</u> 1: Aggression		Ch 19, 20
2/11/87	Aggression & Television Lab		(1/28/87 lab due)
2/12/87	I 2: Altruism		Murray,
2/17/87		3: Group Processes	Piliavin et al.
2/18/87	Influence Lab		Campbell et al.
2/19/87		4: Influence	Lefkowitz et al.
2/24/87	I 5: Deindividuation		Freedman et al.
2/25/87	Hypnosis Lab		Haney & Zimbardo
2/26/87		6: Social Policy	(2/11/87 lab due)
3/3/87	<u>Altered States</u>		Skinner; Fromn;
3/4/87	Depression Lab		Skinner & Rogers
3/5/87	<u>Psychopathology</u> 1:		Ch 5; Child
3/10/87		2:	(2/18/87 lab due)
3/11/87	Review Session		Ch 17, 18 Maher
3/12/87		3:	Rosenhan
3/17/87	FINAL EXAM 10:15 am		*I indicates class will be held at IMC.

Guidelines for Small Papers  
PSY 218 Winter 1987

General Philosophy

Above all else, separate speculation from fact and logical argument. Be precise and concise, especially when describing the exercise, but try not to let this rein in your speculations in the general discussion. The best papers lead from facts to interesting conclusions by way of clear, logical arguments which are based on clearly stated assumptions.

Outline of Paper

I. Introduction (1-3 pages)

- A. Background on paper topic based on the text, readings, and any other sources you wish to use. This should include both the theoretical and empirical underpinnings of the exercise. Be sure to explain how your study fits in with the work you review.
- B. Let the reader know:
  - 1) Why the subject is interesting and/or important.
  - 2) What prior research has been done and what one can conclude from it.
  - and 3) What problems you think there are in that work.

II. Study (1-2 pages)

- A. Procedure
  - 1) What did you do -- specifically?  
e.g.: what coding schemes, sampling procedures, etc. did you use?
- B. Results and Discussion
  - 1) State exactly what you found/observed and what you conclude from those results alone (assuming that these results are statistically reliable)

III. General Discussion (2-3 pages)

- A. What do your results imply for the larger question/issue that lies at the root of the paper?
- B. Do your results have implications for social policy?
- C. Do you have speculations about possible future research?

Grading Guidelines  
Plus Points

I. Introduction

- A. Does the introduction show a good understanding of the book/readings?
- B. Is there a logical progression from the previous work cited to the described exercise?

II. Study

- A. Could the reader duplicate what the writer did?
- B. Are the results interpreted correctly/logically?
- C. Does the writer stick to the facts and not speculate in this section?

III. General Discussion

- A. Are the writer's conclusions and speculations based on the results, previous work, and/or logical argument?

Bonus Points

- A. Does the writer show a broader understanding of the subject than is found in the text and readings?
- B. Does the writer demonstrate the ability to think/speculate logically beyond the tight confines of the study in the general discussion?

Minus Points

- A. Apparently unfounded statements/conclusions
- B. Poorly reasoned lines of argument

1. According to the lab lecture, the difference between clinical depression and normal sadness is:
  - a. intensity - clinical depression is more intense than normal sadness
  - b. duration - clinical depression lasts longer than normal sadness
  - c. impairment - clinical depression gets in the way of daily life
  - d. all of the above
2. The type of depression best treated with lithium is:
  - a. major depression
  - b. minor depression
  - c. dysthymia
  - d. bipolar disorder (manic depression)
3. In the time-sampling method of content coding:
  - a. relevant events are classified into coding categories each time they occur
  - b. each unit of time is classified into a coding category
  - c. both a and b
  - d. neither a nor b
4. According to social learning theory, aggression:
  - a. must be learned through actual social interaction with others
  - b. can be learned through observation, but models must be live
  - c. can be learned through observation of filmed models
  - d. none of the above
5. You have just finished your final exam for Honors College Intro Psych, and you are the first one done. As you turn your test in, the TA asks whether you would help her by starting two separate piles: one for tests and one for answer sheets. You agree. She then asks whether you would mind proctoring the exam for ten minutes while she goes to the computer center. You agree, but as she leaves the room, you wonder why you did. This scenario is an example of the:
  - a. Barnum effect
  - b. Door-in-the-face technique
  - c. Foot-in-the-door technique
  - d. Coercion effect
6. According to B.F. Skinner, individuals are:
  - a. free to choose their destiny
  - b. afraid of freedom and the loneliness it implies
  - c. products of their reinforcement history
  - d. subject to hidden psychodynamic forces
7. According to Eric Fromm, individuals are:
  - a. free to choose their destiny
  - b. afraid of freedom and the loneliness it implies
  - c. products of their reinforcement history
  - d. subject to hidden psychodynamic forces
8. According to Thomas Szasz, mental illness is:
  - a. a socially defined set of behaviors
  - b. a psychological and biological phenomenon
  - c. caused by genetic factor
  - d. due to a sense of normlessness in the society

9. In David Rosenhan's study "On being sane in insane places," the pseudo-patients were:
- released and diagnosed as cured
  - released and diagnosed as "in remission"
  - released and diagnosed as never having had a mental disorder
  - never recognized by doctors or patients
10. According to Brendan Maher's theory of schizophrenia, schizophrenics' processes of inference are \_\_\_\_ while their sensory functions are \_\_\_\_.
- impaired; unimpaired
  - unimpaired; impaired
  - impaired; impaired
  - unimpaired; unimpaired
11. Loss of ability to perform complex mental tasks is NOT normally caused by:
- marijuana use
  - use of LSD
  - sleep deprivation
  - alcohol use
12. The electroencephalogram (EEG) measures:
- eye movements
  - muscle tension: electrical activity of the muscles
  - brain waves: electrical activity of the brain
  - all of the above
13. Four stages of sleep are distinguished in sleep laboratories by:
- muscle movements
  - difficulty of awakening
  - eye movements
  - brain wave patterns
14. Rapid eye movement (REM) sleep is sometimes referred to as "paradoxical sleep" because:
- the brain wave pattern is similar to that of a waking person, even though the person does not respond to outside stimuli
  - the muscles are active even though the person is sleeping
  - if awakened, the person will usually claim he or she was not asleep
  - the person is very responsive to outside stimuli even though he or she is deep in sleep
15. Sleep researchers theorize that the loss of muscle tone during REM sleep:
- serves to protect the individual from taking actions related to dreams
  - is found only in people with sleep apnea
  - is unique to humans since all other mammals move about during REM sleep
  - only occurs during those REM periods when dreaming is not taking place
16. The specific feature of hypnosis that distinguishes this state from other states of consciousness is:
- suggestibility
  - lack of motor control
  - unique brain wave patterns
  - lack of attention to stimuli

17. A person in a hypnotic state who is asked to "see" a tree in an open, treeless field will typically:
- a. report seeing a tree, but will experience it as less real than a normal perception
  - b. be convinced that a tree is actually there
  - c. resist the suggestion
  - d. attempt to climb the tree if the hypnotist suggests it
18. A posthypnotic suggestion:
- a. will last forever if the hypnotist does not give instructions to end it
  - b. may lead a person to do something against his moral principles
  - c. is given during hypnosis and acted upon after the hypnotic state ends
  - d. all of the above are true
19. Because it reduces the activity of inhibition centers in the brain, alcohol is often mistakenly believed to be:
- a. a stimulant
  - b. a depressant
  - c. a hallucinogenic drug
  - d. a sedative
20. An individual is said to have developed tolerance for a drug when s/he:
- a. no longer experiences side effects
  - b. starts to experience psychoactive effects
  - c. feels no effects regardless of dosage
  - d. needs increasingly larger doses to produce the effects of the drug
21. Barbiturates are examples of \_\_\_\_\_ drugs.
- a. sedative-hypnotic
  - b. hallucinogenic
  - c. stimulant
  - d. narcotic
22. Talking incoherently to strangers in a public place would be considered abnormal according to which criterion?
- a. statistical
  - b. cultural
  - c. ideal normality
  - d. all of the above
23. The Diagnostic and Statistical Manual of Mental Disorders III (DSM III) has as its main purpose:
- a. summarizing theories about causes of mental disorders
  - b. providing for consistency of diagnosis among clinicians
  - c. listing various treatment methods and their probabilities of success
  - d. all of the above
24. Abnormal behavior is viewed differently depending on the model of personality to which one subscribes. Which of the following views abnormal behavior as evidence of conflict among the id, ego, and superego?
- a. psychoanalytic
  - b. cognitive
  - c. biological
  - d. humanistic-existential

25. Each of the following phrases summarizes a theory of abnormal behavior. Select the list of theories that matches the phrases in the proper order: interaction between stress and bodily systems; failure to fulfill personal potential; distortions in thinking about and perceiving the world.

- a. biological, humanistic-existential, cognitive
- b. psychoanalytic, cognitive, learning
- c. cognitive, humanistic-existential, learning
- d. biological, psychoanalytic, cognitive

26. Distortions and misinterpretations of experience are seen as the main causes of abnormal behavior in:

- a. cognitive models
- b. learning models
- c. psychoanalytic models
- d. humanistic-existential models

27. A classically conditioned fear can develop into a phobic reaction, according to learning theorists, when:

- a. other people ridicule the fear and it becomes intensified
- b. an avoidance response is never tested so the person does not find out that the object of fear is harmless
- c. a person is forced into contact with the object of fear and responds with a panic attack
- d. a person has a reticular activating system that is easily aroused by stressful events

28. An office worker never returned to his job one day after lunch. Three months later he was found in a different city, with a new name, a new job, and no recollection of his previous life. Which of the following BEST describes his disorder?

- a. multiple personality
- b. somnambulism
- c. amnesia
- d. fugue state

29. Somatoform disorders are characterized by:

- a. mental problems resulting from damage to the nervous system
- b. sudden changes in personality and identity
- c. rapid swings between depression and mania
- d. physical symptoms with no known physical cause

30. Affective disorders are identified as excessive, inappropriate or inadequate:

- a. thinking patterns
- b. language use
- c. expressions of emotion
- d. physical functioning

31. Seligman's model of learned helplessness has been proposed mainly as an explanation of:

- a. schizophrenia
- b. dissociative states
- c. depression
- d. personality disorders

32. Mrs. Smith says, "I lost my job because I'm incompetent at everything and always have been." If this is a typical statement from her, a cognitive theory of depression may describe this as indicating:

- a. a depressed attributional style
- b. an environmentally induced learned helplessness
- c. self-punishment due to loss of a loved object
- d. a bipolar attributional style

33. Bipolar disorders are identified as:
- alternating periods of rational and irrational thinking
  - alternating personalities
  - alternating physical and mental symptoms
  - alternating periods of depression and mania
34. Schizophrenia is a serious mental disorder involving:
- disturbances in thinking, emotion and social interaction
  - primarily emotion
  - a split personality, as if two persons inhabit the same body
  - no particular symptoms, but a withdrawal from social contact
35. R. D. Laing has theorized that schizophrenia is a sane reaction to:
- distorted perceptions caused by biochemical deficiencies
  - reinforcement by others of schizophrenic behavior
  - a hereditary pattern of perceptual mechanisms that causes a person to experience sensations differently from others
  - an insane social world
36. A pattern of repeated irresponsible behavior, lack of genuine relationships, impulsiveness and apparent remorselessness is likely to be identified as:
- obsessive compulsive disorder
  - paranoid schizophrenia
  - depersonalization disorder
  - antisocial personality disorder
37. After two months of taking sleeping pills a person notices he is taking progressively larger doses of the medication in order to fall asleep. This person is showing:
- withdrawal symptoms
  - a conversion reaction
  - tolerance
  - delay of reward gradients
38. Dreams are used in psychoanalytic therapy primarily to:
- teach relaxation techniques
  - diagnose different mental disorders since these lead to different types of dreams
  - increase awareness of unconscious impulses
  - develop the process of transference
39. A person in a series of psychoanalytic therapy sessions tells the therapist, "You don't really care about me, you just want me to become like you -- just like my mother wants me to become like her." The therapist is most likely to:
- suggest that the client could work better with another therapist
  - interpret this as transference and use the experience to learn about the client's relationship with her parents
  - suggest that the client talk to an empty chair as if her mother were really sitting there
  - challenge this statement as an example of self-defeating thinking



40. A client in a therapy session says, "Sometimes I think no one understands how I feel." A client centered psychotherapist is most likely to answer:
- a. that's not true, I understand how you feel
  - b. why is it important that everyone understands how you feel as long as you understand yourself?
  - c. when did you start feeling this way?
  - d. sometimes other people seem to be unaware of your feelings
41. The kind of therapist, among the following categories, who is most likely to directly challenge a client's seemingly irrational statements is:
- a. a client centered therapist
  - b. a psychoanalytic therapist
  - c. a group therapist
  - d. a rational-emotive therapist
42. Minor tranquilizers such as Librium and Valium are also termed \_\_\_\_ drugs.
- a. antipsychotic
  - b. antianxiety
  - c. antidepressant
  - d. MAO inhibitor
43. In systematic desensitization therapy an effort is made to associate \_\_\_\_ with a stimulus instead of \_\_\_\_.
- a. insight.....self-deception
  - b. relaxation.....anxiety
  - c. awareness.....repression
  - d. positive sentences.....negative sentences
44. A token economy program is best suited to:
- a. eliminating a habit like smoking
  - b. overcoming phobias
  - c. shaping social behaviors in severely withdrawn or retarded people
  - d. reducing feelings of anxiety
45. People experiencing depression need to learn to use the many events of each day to draw positive rather than negative conclusions about themselves. This is the CENTRAL idea of:
- a. cognitive therapy
  - b. systematic desensitization
  - c. Gestalt therapy
  - d. psychoanalytic therapy
46. A method of therapy particularly suited to clients who need to develop interpersonal skills is:
- a. group therapy
  - b. systematic desensitization
  - c. cognitive therapy
  - d. free association
47. Masters and Johnson suggest that sexual inadequacy is very often due to:
- a. lack of information about sexual techniques
  - b. lack of experience due to intercourse with only one partner
  - c. inevitable results of the aging process
  - d. excessive evaluation of one's sexual experience as a performance

48. Studies of effectiveness of psychotherapy:
- a. have found no evidence for the value of psychotherapy
  - b. have found the approaches of psychoanalysis, behavioral and humanistic therapies have similar success rates
  - c. have found drugs more effective than psychotherapy for most conditions
  - d. have found positive results or no effects, but have never found psychotherapy to have negative effects
49. Philosophically, determinism contrasts with:
- a. motivation
  - b. determinism
  - c. free will
  - d. instinct
50. Responses that return the body to a state of equilibrium are:
- a. homeostatic mechanisms
  - b. instincts
  - c. set-points
  - d. incentives
51. Animals and humans tend to maintain their weight at a certain level, according to the \_\_\_\_ theory.
- a. ventromedial
  - b. glucose
  - c. set point
  - d. food cue
52. The fat cell theory of obesity states that:
- a. overeating at any time causes the number of fat cells to increase
  - b. dieting causes a loss of fat cells, which is why dieters feel hungry
  - c. the number of fat cells in the body is set in early childhood and affects weight permanently
  - d. the number of fat cells in a person's body is set by heredity and complete at birth
53. Social experience with animals of the same species:
- a. has no effect on sexual behavior, which is instinctive
  - b. affects adult sexual behavior in male monkeys but not in female monkeys
  - c. is necessary for normal adult sexual behavior only in humans
  - d. is necessary for normal adult sexual behavior in animals such as rats and monkeys
54. Damage to the amygdala has been found to be related to \_\_\_\_ in humans.
- a. extremely aggressive behavior
  - b. hypoglycemia
  - c. interruption of maternal behavior
  - d. interference with sexual responses
55. In a series of studies on the relationship between anxiety and affiliation, Schachter (1959) found that fear \_\_\_\_ the desire to be with others.
- a. increased
  - b. decreased
  - c. reversed
  - d. had no effect on
56. Learning to program a computer because it's fun, rather than to prepare for a job or to get a good grade, is an example of:
- a. intrinsic motivation
  - b. extrinsic motivation
  - c. secondary reinforcement
  - d. affiliation motivation

57. Preschool children, in a study by Lepper, Greene and Nisbett (1973) were LESS likely to draw pictures during a free play period if:
- they had not been rewarded by the experimenter for drawing two weeks earlier
  - they had seen others get rewards for drawing
  - they had never drawn pictures before
  - they had been rewarded for drawing two weeks earlier
58. Basic facial expressions of different emotions such as anger, fear, happiness, surprise:
- are recognized as the same by people in many diverse cultures
  - are different in different cultures
  - are learned and culturally determined rather than innate
  - are missing in people blind from birth
59. Seligman's concept that organisms are more likely to associate a given emotional response with one stimulus than with another is termed:
- the opponent process
  - activation
  - acquisition probability
  - preparedness
60. The idea that bodily changes precede emotional states is central to the \_\_\_\_\_ theory of emotion.
- James-Lange
  - Cannon-Bard
  - activation
  - opponent-process
61. The Cannon-Bard theory of emotion states that:
- physiological changes precede and cause emotions
  - because physiological responses to emotions are all the same, there is only one real kind of emotion
  - physiological changes and consciousness of emotion happen at the same time and involve the same brain responses
  - physiological changes and consciousness of emotion happen at the same time through different brain responses
62. Opponent-process theory has been used to explain:
- the universality of facial expressions of emotion
  - the emotional reactions of patients with spinal cord injuries
  - the repetition of masochistic behavior
  - the persistence of phobias
63. Opponent-process theory says that an emotional experience is kept from being too extreme by:
- the tendency of the adrenals to become exhausted
  - the tendency of the sympathetic nervous system processes to be limited in time
  - the presence of other people who are not reacting
  - connection with the opposite emotion which automatically accompanies it
64. A serious problem of cross-sectional research that is less of a problem for longitudinal research is:
- subjects' dropping out during the study
  - expense and organization of research efforts over long periods of time
  - confounding of age effects and cohort effects
  - all of the above

65. A specific time in an organism's life when a particular form of behavior must take place if it is to happen at all is called a(n) \_\_\_\_ period.
- a. imprinting
  - b. critical
  - c. maturational
  - d. precocial
66. Children learn behavior appropriate to their gender through direct reinforcement, according to \_\_\_\_ theory of identification.
- a. Bandura's social learning
  - b. Erikson's psychosocial development
  - c. Freud's psychoanalytic
  - d. Piaget's cognitive development
67. Kohlberg's stage of moral reasoning in which reasons are stated in terms of reward or punishment is, according to the text:
- a. consistent with children's behavior, which is mainly motivated by reward and punishment
  - b. most typical of children with behavioral problems
  - c. not consistent with children's behavior, which shows awareness of principles as well as reward and punishment
  - d. just as typical of adults as of children
68. Individuals who attain moral reasoning abilities identified with Kohlberg's stages 5 and 6 generally do so:
- a. in early adolescence
  - b. in late adolescence
  - c. in early childhood
  - d. in early adulthood
69. Awareness of individual rights that exist independent of social contracts is typical of Kohlberg's:
- a. postconventional moral reasoning level (stages 5 and 6)
  - b. preconventional moral reasoning level (stages 1 and 2)
  - c. conventional moral reasoning level (stages 3 and 4)
  - d. cosmic moral reasoning level (stage 7)
- 
70. Which is NOT a criticism of Kohlberg's theory mentioned in the text?
- a. a developmental stage cannot be valid if not all people reach it
  - b. stages 5 and 6 are defined in ways biased toward Western cultures
  - c. it is not clear that stage 6 is more mature than stage 5
  - d. the stage concept tends to deemphasize the frequent inconsistencies in people's moral judgements
71. A major problem with longitudinal but not cross-sectional studies of aging and IQ is:
- a. subjects may tire easily
  - b. subjects become "test wise" after taking a test many times
  - c. subjects may be impatient with tests that seem irrelevant
  - d. subjects born at different times may have different educational backgrounds
72. A major problem with cross-sectional but not with longitudinal studies of aging and IQ is:
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73. Freud divided the instincts into two broad categories, \_\_\_\_ and \_\_\_\_.
- ego instincts.....id instincts
  - human instincts.....animal instincts
  - individual instincts.....group instincts
  - Eros, or life instincts.....Thanatos, or death instincts
74. The internalized moral ideals of parents and society form the portion of personality Freud called the:
- ego
  - secondary process
  - superego
  - reality principle
75. Self actualization as described by Maslow can best be described as:
- realizing potential for growth, creativity and positive relationships
  - overcoming the conflicts between ego, id and society
  - being well adjusted to society's expectations
  - being free from psychological symptoms
76. Learning theorists account for differences in individual behavior on the basis of differences in:
- psychosexual conflicts
  - reinforcement histories
  - cognitive representations of experience
  - the drive to fulfill one's potential
77. Batman on television is an adult male who is rewarded for aggressive behavior. Social learning theory suggests that the probability that boys will behave aggressively after watching Batman:
- is very high because he is adult, male, prestigious and positively reinforced
  - is low because children cannot identify with a character who is so different from themselves
  - depends on whether the boys are immediately rewarded for aggression
  - is low because Batman's behavior is portrayed as socially acceptable (fighting crime), while children's aggression is not socially acceptable
78. The idea that we seek cause and effect relationships in order to make sense of our own and others' actions is central to:
- ego psychology
  - social learning theory
  - self efficacy theory
  - personal construct theory
79. The concept of validity of a test concerns:
- whether it measures what it is intended to measure
  - whether the same scores are obtained when a person takes the test twice
  - whether two psychologists giving the test to the same client will obtain similar scores
  - all of the above
80. The freshman class of a college takes a writing aptitude test. After the school year is over their scores on the test are highly correlated with their freshman year grades. The test can be said to have high:
- predictive validity
  - test retest reliability
  - criterion reliability
  - construct validity

81. Scales like "schizophrenia" in the MMPI are based on:
- observation of behavior of "schizophrenics"
  - differences in questionnaire responses of diagnosed "schizophrenics" and people considered normal
  - Freud's theory of mental illness
  - level of anxiety in answers to questions about mental health
82. The correlation between stress and hypertension:
- is clearly established
  - is not yet established
  - is established so clearly that other causative factors can be excluded
  - is found in some studies cited in the text but not in others
83. In Selye's description of the General Adaptation Syndrome, during the stage of resistance there is increased (above normal level) activity of:
- the sweat glands
  - the adrenals
  - the heart
  - all of the above
84. The Type A pattern describes:
- the physical type prone to psychosomatic illness
  - the physical type resistant to psychosomatic illness
  - a personality type vulnerable to coronary heart disease
  - a personality type vulnerable to many kinds of psychosomatic illnesses
85. In approaching a topic such as aggression, social psychology differs from personality psychology primarily in:
- looking at interaction rather than behavior of people when they are alone
  - explaining behavior as caused by conscious rather than unconscious motivation
  - looking for influence of the current situation on behavior rather than long term individual development
  - not measuring or rating behavior but exploring an individual's thoughts or feelings
86. Attribution theories primarily deal with understanding how people:
- figure out what social groups others belong to
  - influence and are influenced by others
  - explain and interpret actions of others
  - function in small informal groups
87. Kelley's attribution theory implies that behavior similar to that of other people is more likely attributed to \_\_\_\_ while behavior different from others' is attributed to \_\_\_\_.
- the situation.....the individual
  - the individual.....the situation
  - consensus.....consistency
  - long-term causes.....immediate causes

88. The tendency to attribute behavior to the internal motivational states of the actor rather than to external stimuli or events is called:
- a. the fundamental attribution error
  - b. the formation of illusory correlations
  - c. cognitive dissonance
  - d. diffusion of responsibility
89. When a job supervisor expects some new employees to become better workers than others, and gives them more help and encouragement, the likely outcome is what social psychologists describe as a:
- a. fundamental attribution error
  - b. consensus-consistency effect
  - c. self-fulfilling prophecy
  - d. communication diffusion effect
90. The audience selection effect refers to the observation that:
- a. people generally choose to read and listen to communications that agree with their own views
  - b. speakers feel more comfortable before audiences that agree with them
  - c. people most interested in a lecture usually sit up front in the room
  - d. effective headlines are necessary to attract attention to an article or editorial
91. Cognitive dissonance theory is based on the concept that people are motivated:
- a. get the maximum rewards for their actions
  - b. not let others know what they are thinking
  - c. feel that their thoughts, feelings and behavior are consistent
  - d. appear consistent to others even if their thoughts and actions are inconsistent
92. Suppose you are required to take statistics courses to reach your goal of becoming a psychologist, and you are apprehensive because mathematics is not one of your favorite subjects. You enjoy the statistics course and revise your attitude about mathematics. The theory described in the text that best fits this sort of attitude change is:
- a. self perception
  - b. induced compliance
  - c. dissonance arousal
  - d. illusion of choice
93. Social learning theory says aggression:
- a. can be learned through observation and is maintained when reinforced
  - b. can be learned by observation and is independent of reinforcement
  - c. is learned through direct reinforcement but is emitted through imitation
  - d. depends on an almost continuous reinforcement schedule
94. Simple propinquity or nearness to another person:
- a. has been found related to liking because it gives people a chance to discover shared interests
  - b. has been found related to liking because sheer familiarity of a stimulus increases liking for it
  - c. both a and b are true
  - d. neither a nor b is true

95. The theory of relationships that stresses that each person contributes to, and receives from the other, various psychological and economic resources, is the:

- a. self-disclosure theory
- b. social exchange theory
- c. comparison level theory
- d. social comparison theory

96. On the basis of research (Latane and Darley, 1968) on bystander responses during emergencies, a person injured in a public place would have the best chance of being helped if the accident were witnessed by:

- a. a single individual alone
- b. two individuals who do not know each other
- c. three people who are together
- d. a large group of people (about 7 or 8 individuals)

97. When a person with different opinions -- a "deviant" -- is "planted" in a discussion, research (Schachter, 1951; and Newcomb, 1953) indicates that the other group members:

- a. will first make a strong attempt to convince the deviant, and then stop talking to him
- b. will continue at a steadily increasing rate to convince the deviant
- c. will address fewer remarks to the deviant than to one another, throughout the discussion
- d. will not say much to the deviant at first, but will rush to convince him toward the end of the discussion

98. Groupthink happens when:

- a. members of a group spend most of their time criticizing each other
- b. a close-knit group prevents itself from considering all sides of an issue and makes ineffective decisions
- c. a group becomes so close that its members feel secure enough to disagree with each other
- d. there is an increase in creativity caused by group interaction, leading to better solutions than the individuals could devise alone

99. Researchers on group decision making have generalized from many studies that, after group discussions, group members tend to make \_\_\_\_ decisions that individuals make who have not discussed the same issues in a group.

- a. riskier
- b. more conservative
- c. more extreme
- d. more creative

100. Social exchange theorists suggest that individuals continue in relationships because:

- a. their needs for love and belongingness are being met
- b. they have successfully resolved Erikson's "intimacy vs. isolation" stage
- c. they are receiving reasonable "payoffs" from it
- d. they have been reinforced for maintaining relationships in the past

101. Which of the following is not a type of schizophrenia?

- a. paranoid
- b. catatonic
- c. manic-depressive
- d. hebephrenic

102. \_\_\_\_ schizophrenics have the best prognosis for recovery.

- a. acute
- b. chronic
- c. catatonic
- d. undifferentiated



103. According to the double-bind theory of schizophrenia, a double bind has the following characteristics:
- a. the individual has an intense relationship with another
  - b. the other person expresses two messages when making a statement, one of which denies the other
  - c. the individual cannot comment on the contradictory messages
  - d. all of the above
  - e. none of the above
104. Genetic factors seem to be very important in \_\_\_\_ depression.
- a. unipolar
  - b. bipolar
  - c. tricyclic
  - d. undifferentiated
105. Which of the following is not a characteristic of the depressive cognitive style:
- a. conclusions drawn in the absence of sufficient evidence
  - b. conclusions drawn from only one of many elements in a situation
  - c. sweeping generalizations drawn on the basis of a single trivial event
  - d. gross errors due to misperceptions of reality
106. College students forced to listen to bursts of inescapable noise later behave like \_\_\_\_ when placed in a situation where they must learn how to escape noise.
- a. idiots
  - b. psychotic people
  - c. schizophrenics
  - d. depressed people
107. According to the research on bystander intervention, the larger the number of people watching an accident the \_\_\_\_ likely the victim will receive aid.
- a. more
  - b. less
  - c. more or less depending on the type of accident
  - d. more if the victim is a woman, less if the victim is a man
108. Altruistic behavior:
- a. cannot be hereditary, because altruistic individuals would not live as long as selfish individuals and hence would not have as many offspring
  - b. could be hereditary, because altruistic individuals might succeed in allowing other similar individuals to breed more often
  - c. is rarely observed in the animal kingdom
  - d. none of the above
109. In their "from Jerusalem to Jericho" study, Darley and Bateson demonstrated that \_\_\_\_ significantly affected the rate of helping.
- a. the personality types of the potential "good samaritan"
  - b. the task of the potential "good samaritan"
  - c. the degree of hurry that the potential "good samaritan" was in
  - d. none of the above
110. In the "door-in-the-face" effect an individual makes two requests; the first one is \_\_\_\_ and the second one is \_\_\_\_.
- a. small, larger
  - b. large, smaller
  - c. large, as large as the first
  - d. small, as small as the first

111. In Asch's studies of conformity, the degree of conformity:
- a. increased as the size of the majority increased to 5 then stayed stable despite further increases in the size of the majority
  - b. increased as the size of the majority increased in groups of up to 15
  - c. was significantly affected by increases in the size of the majority, but was substantially unaffected by the presence of an ally
  - d. none of the above
112. In studies of norms using the autokinetic effect:
- a. group norms persisted through many "generations" of subject groups
  - b. group norms were still effective one year after they were set
  - c. group norms were effective only when the subjects were tested in the groups
  - d. a and b
  - e. none of the above
113. According to the theory of cognitive dissonance, who would show more favorable attitude change?
- a. someone who agreed to write a 250 word essay against their opinions for 50 cents
  - b. someone who agreed to write a 250 word essay against their opinions for 10 dollars
  - c. someone who agreed to write a 250 word essay in favor of their opinions for 50 cents
  - d. someone who agreed to write a 250 word essay in favor of their opinions for 10 dollars
114. According to balance theory, if Jack likes Jodye, and Jodye hates Jill, Jack will probably:
- a. like Jill
  - b. hate Jill
  - c. stop seeing Jill
  - d. stop seeing Jodye
  - e. b, c, or d
115. According to subcultural theories of aggression, individuals aggress because:
- a. they belong to a subculture which is more disorganized than the larger culture
  - b. they belong to a subculture in which aggression is normative
  - c. they belong to a subculture in which the individuals suffer from anomie
  - d. of biological or psychological factors
116. Zimbardo's prison study demonstrated that:
- a. all people have innate sadistic impulses which must be restrained by societal controls
  - b. in a non-psychotic population there are individuals with sadistic and masochistic personalities
  - c. situational factors can determine whether individuals behave in a sadistic or submissive fashion
  - d. there are social norms governing the appropriate situations in which to aggress
117. In Milgram's studies of obedience in which the "learner" reported having a heart condition, about what percentage of subjects delivered the maximum shock possible?
- a. .01%
  - b. 10%
  - c. 65%
  - d. 85%

118. Deindividuation can lead individuals to be:

- a. more aggressive
- b. more likely to touch each other
- c. less restrained by social conventions
- d. all of the above
- e. none of the above

119. Ax's studies of the physiology of fear and anger demonstrated that:

- a. fear and anger cannot be distinguished physiologically
- b. fear and anger show different physiological patterns
- c. unexplained arousal can be pleasant
- d. none of the above

120. A company is being sued for discrimination. At the trial, the personnel director testifies that the employment test they use is 90% reliable. Should this bother the plaintiff (person alleging discrimination)?

- a. yes, because this means that the test is a good predictor of job performance
- b. yes, because this means that the test is a valid indicator of job skills
- c. no, because this does not mean that the test is a good predictor of job performance
- d. no, because if an applicant took the test again he or she would quite probably get a much higher score