

Name: _____

Date: _____

Psychology 101 Exam 3
Rice University, April 16, 2009

"On my honor, I have neither given nor received aid on this exam."

Part I: Multiple Choice (40 questions worth 2 points each; answer them using your Scantron form)

1. An individual's characteristic style of behaving, thinking, and feeling is called:
 - A) personality.
 - B) temperament.
 - C) reactionary style.
 - D) demeanor.

2. The technique most widely used by psychologists to collect information about someone's personality structure is:
 - A) projective tests.
 - B) the TAT.
 - C) self-report.
 - D) the Rorschach Inkblot Test.

3. Bette enjoys spending time with friends and family, and she particularly enjoys parties and social events. According to all trait theories of personality, she would likely score high on:
 - A) extraversion.
 - B) conscientiousness.
 - C) neuroticism.
 - D) orderliness.

4. Current research in personality theory has centered on the existence of _____ factors.
 - A) 16
 - B) 2
 - C) 5
 - D) 10

5. Bonnie is a good student, organized, self-disciplined, and very careful about turning her work in on time. According to the Big Five factor model of personality, Bonnie would likely score high on:
 - A) orderliness.
 - B) conscientiousness.
 - C) neuroticism.
 - D) introversion.

6. Which of the following statements about the Big Five factor model is not true?
 - A) The factors are associated with predictable patterns of behavior.
 - B) People high in conscientiousness perform well in their jobs.
 - C) People low in extraversion tend to be social and agreeable.
 - D) People's personalities tend to remain stable throughout life.

7. If you are studying for a test and friends drop by to invite you to go to a party, what might your id say to you?
 - A) "That big test is tomorrow morning and you really need to stay and study."
 - B) "You scored low on the last test because you didn't study enough."
 - C) "Your professor will really be disappointed if you make another low grade."
 - D) "You need to take a break, so let's hang out with friends for a few hours."

8. After a stressful day of classes, André was on his way home when a car cut in front of him, almost causing a collision. When he arrived home, André slammed the car door and kicked the tires. What defense mechanism is he using?
 - A) projection
 - B) displacement
 - C) rationalization
 - D) reaction formation

9. Which of the following statements about behavior is true?
 - A) We tend to behave according to our personality more often than in reaction to circumstances in which we may find ourselves.
 - B) If we know someone's personality, it is highly likely we can predict that person's behavior across a wide variety of situations.
 - C) We may not necessarily act the same across situations, but we often act similarly manner in similar situations.
 - D) Someone who cheats on tests is more likely than others to steal.

10. All of the following are physical signs of stress except:
 - A) higher levels of epinephrine and norepinephrine.
 - B) higher levels of respiration and blood pressure.
 - C) higher levels of cortisol.
 - D) higher levels of serotonin.

11. Which of the following stressors would likely cause the greatest damage to your health?
 - A) seeing a dentist or doctor
 - B) getting a speeding ticket
 - C) having two exams on the same day
 - D) living in a crowded, noisy city

12. The physiological response outlined in the general adaptation syndrome appears _____ the stressor.
 - A) in inverse proportion to
 - B) much later in time than
 - C) regardless of the identity of
 - D) with minimal effect on

13. An emotional and physiological reaction to an emergency that increases readiness for action is called a(n):
 - A) fight-or-flight response.
 - B) general adaptation syndrome.
 - C) resistance.
 - D) exhaustion.

14. A disorder characterized by chronic physiological arousal, recurrent unwanted thoughts or images of the trauma, and avoidance of things that call the traumatic event to mind is called:
 - A) panic disorder.
 - B) manic depression.
 - C) bipolar disorder.
 - D) posttraumatic stress disorder.

15. The cognitive strategy for managing stress that involves facing the stressor and working to overcome it is called:
 - A) repressive coping.
 - B) reframing.
 - C) rational coping.
 - D) cognitive dissonance.

16. If you were to become highly anxious and despondent, possibly depressed, over failure on a test, Albert Ellis might counsel you by saying any of the following except:
- A) "Let's talk about your feelings in relation to this low test grade."
 - B) "Why do you think you're a loser if you do badly on one test?"
 - C) "Where is it written that life should be fair?"
 - D) "Is it really reasonable for you to think you need to be perfect, scoring high on every test?"
17. Person-centered therapy was developed by:
- A) Fritz Perls.
 - B) Albert Ellis.
 - C) Aaron Beck.
 - D) Carl Rogers.
18. Sara, a therapist, tries to understand her clients' experience and reflect it back to them in a compassionate way. She feels this approach facilitates her clients' natural tendency toward growth. Sara is most likely a _____ therapist.
- A) cognitive
 - B) cognitive-behavioral
 - C) psychodynamic
 - D) person-centered
19. The study of drug effects on psychological states and symptoms is called:
- A) psychopharmacology.
 - B) symptopharmacology.
 - C) iatrogenic pharmacology.
 - D) medicopharmacology.
20. Medications that help reduce the experience of fear or nervousness are called:
- A) antidepressants.
 - B) antipsychotics.
 - C) antianxiety drugs.
 - D) anticonvulsive drugs.

21. Researchers attempt to overcome the effects of treatment illusions in outcome and process studies in all of the following ways except:
- A) by designing double-blind experiments.
 - B) by using a placebo treatment condition.
 - C) by specifying that both control and treatment groups always have equal numbers of males and females.
 - D) by randomly selecting participants from the same population of patients for the treatment group and the control group.
22. Pete had an unbearable fear of dogs. His therapist encouraged him to imagine a photo of a dog, then imagine seeing a dog behind a fence, then imagine holding a dog in his lap—all while engaging in exercises to relax the muscles. Pete's therapist is most likely a _____ therapist.
- A) cognitive
 - B) psychodynamic
 - C) gestalt
 - D) behavior

Answer Key

- 1. A p. 450
- 2. C p. 452
- 3. A p. 457
- 4. C p. 457
- 5. B p. 457
- 6. C p. 457-458
- 7. D p. 464
- 8. B p. 467
- 9. C p. 474-475
- 10. D p. 586
- 11. D p. 584
- 12. C p. 587
- 13. A p. 586
- 14. D p. 592
- 15. C p. 596
- 16. A p. 550-551
- 17. D p. 553
- 18. D p. 554
- 19. A p. 560
- 20. C p. 562
- 21. C p. 570-572
- 22. D p. 548

23. The co-occurrence of two or more disorders in a single individual is called:
- a. comorbidity

- b. bimorbidity
- c. covariance
- d. correlation

Ans: a (496)

24. Currently, psychologists predominantly use the _____ to diagnose mental disorders in their clients.

- a. Diagnosis Status Model
- b. Diagnostic and Statistical Manual, first edition
- c. DSM-IV-TR
- d. Diary of Mental Disorders

Ans: c (491)

25. In generalized anxiety disorder (GAD), chronic excessive worry is accompanied by all the following symptoms except:

- a. restlessness
- b. fatigue
- c. panic attacks
- d. concentration problems

Ans: c (502)

26. An irrational fear of a particular object or situation that markedly interferes with the ability to function is called a(n):

- a. obsessive-compulsive disorder
- b. specific phobia
- c. fear-related phobic disorder
- d. paranoid schizophrenic disorder

Ans: b (503)

27. Over the past year Lauren has repeatedly experienced symptoms that she believes indicate a heart attack, sending her to the emergency room, complaining of dizziness, inability to catch her breath, and heart palpitations. She tells her parents she is afraid she's going to die, although doctors have found nothing physically wrong. From her symptoms, it is likely that Lauren is experiencing:

- a. asthma attacks
- b. dissociative episodes
- c. manic episodes
- d. panic attacks

Ans: d (505)

28. In obsessive-compulsive disorder, the obsessive thoughts _____, and the compulsive behaviors are performed to _____.

- a. increase anxiety; reduce it

- b. decrease anxiety; reduce it
- c. trigger panic attacks; decrease anxiety
- d. trigger panic attacks; increase anxiety

Ans: a (507)

29. In a patient with schizophrenia, lack of emotion is a _____, whereas hallucinating is a _____.

- a. flat affect; manic expression
- b. medial symptom; positive symptom
- c. negative symptom; positive symptom
- d. negative symptom; manic expression

Ans: c (521)

30. Individuals with antisocial personality disorder (APD) are often characterized as showing all of the following except:

- a. sociopathic behavior
- b. psychopathic behavior
- c. comorbid depression
- d. having no regard for other people

Ans: c (529)

31. The frustration-aggression principle states that:

- a. people are likely to be aggressive when they are prevented from achieving their goals
- b. aggression can lead to frustration
- c. people are more likely to be aggressive if they are stressed
- d. high-density living conditions lead to both frustration and aggression

Ans: a (623)

32. Research on cooperation has often involved using:

- a. the Wason Card Selection Task
- b. the ultimatum game
- c. the prisoner's dilemma
- d. the game known as *To Help or Not to Help: That Is the Question*

Ans: c (625)

33. Even when participants are assigned at random to completely meaningless groups, it is likely they will nonetheless exhibit:

- a. group polarization within their own group
- b. negative deindividuation directed towards the other group
- c. prejudice and discrimination directed toward the other group
- d. reciprocal altruism within their own group

Ans: c (628)

34. Which of the following situations would likely cause you to be most attracted to your blind date?
- a. bungee jumping together
 - b. watching a funny movie together
 - c. doing homework together
 - d. going out to eat together

Ans: a (632-633)

35. Standards for behavior that are widely shared by members of a culture are called:
- a. principles
 - b. norms
 - c. normative influences
 - d. laws

Ans: b (642)

36. Heuristic persuasion refers to changes in attitude or beliefs brought about by appeals to:
- a. cognitive decision-making
 - b. emotion
 - c. intelligence
 - d. analytic reasoning

Ans: b (647)

37. A strategy that uses our desire for consistency to influence our behavior is called:
- a. the door-in-the-face technique
 - b. the heuristic technique
 - c. the foot-in-the-mouth technique
 - d. the foot-in-the-door technique

Ans: d (650)

38. The fundamental attribution error is described by the psychologist Lee Ross as the tendency to make _____ even when observed behavior was caused by _____.
- a. a situational attribution; disposition
 - b. attributional errors; attitudes
 - c. a dispositional attribution; the situation
 - d. correspondence errors; the actor-observer effect

Ans: c (658)

39. In Prof. Schneider's lecture on social psychology, which of the following was NOT one of the Big 3 categorization factors using in stereotyping people?
- a. weight
 - b. age
 - c. race

d. gender.

Ans: a (lecture)

40. Which is the definition of *social reality* given by Dr. Schneider?

- a. a view that there is no physical reality – that our sense of what is real is a social construction
- b. our belief of what is true based on what others have told us
- c. a view of what is true that is based on our wanting others to like us
- d. none of the above.

Ans: b (lecture)

Part II: Short answer (4 points each). Choose any 5 out of the following 7 questions. The length of your answers should range from just a short sentence or list, if that is sufficient, to a few sentences. Write your answers on the exam pages (use the back sides if needed). Be sure you are clear which five you are answering – cross out the two you are skipping if needed to clarify.

41. Sigmund Freud discussed the notion of defense mechanisms that people employ, usually without conscious intent, to deal with conflicts they experience. Name three of them along with a sentence about what each one does. **Answer: lots of possibilities here. From the lecture notes: denial, intellectualization, projection, identification, reaction formation, repression, regression, sublimation, undoing, rationalization, displacement, and sublimation.**

42. Neal Miller noted a connection between stress and internal conflict. What three types of internal conflict did he describe? Give an example of each. **Answer: approach-approach conflict, when you are attractive to two different things (two great colleges have admitted you); avoidance-avoidance conflict, where you have two choices and they are both bad (two items on menu, but both make you ill); approach-avoidance conflict, where you are facing something that has both attractive and unattractive aspects to it (you're on a diet, but the cheeseburger looks really good).**

43. The statistical technique called *factor analysis* is used in the area of personality research. What is it, and why is it used? **Answer: factor analysis is a statistical technique used in psychological research to explain the variance among people in terms of a relatively small number of underlying variables. In personality research, for example, tests are designed to measure underlying traits such as extroversion and conscientiousness. Two (or more) test items that correlate highly with each other are grouped into the same factor, while items that are uncorrelated are assigned to different factors. The goal is to find the smallest number of independent factors that explain the largest amount of variance among people. Researchers have concluded that five factors provide a very good fit for personality differences.**

44. Anxiety disorders make up a major category of psychological conditions that may benefit from treatment. Name two different types of anxiety disorders with a brief description of each. **Answer: panic disorders (full-blown sense of panic in the absence of a clear cause; includes racing heart, sweating, nausea and fear); phobias (intense, irrational fear and avoidance of specific objects or situations), generalized anxiety disorder (general, persistent, and debilitating fear and anxiety in the absence of any clear environmental trigger), post traumatic stress disorder (persistent mental re-experiencing of severe trauma coupled with efforts to avoid it and heightened arousal).**

45. In his novel *Walden Two*, Skinner claimed we could use psychological theory to build a utopian society. What was Skinner's idea here? Answer: the key idea is that people's behavior – good or bad – is the result of conditioning and reinforcement. To achieve a utopian society where everyone behaves in the ideal matter, it is essential that from birth on, people are rewarded for desirable behaviors and are not reward (or are punished) for undesirable behaviors. Walden Two was structured in such a way as to provide these reward and punishments quickly and consistently.

46. What is the key idea behind Albert Ellis's Rational-emotive therapy? Answer: the underlying premise is that some psychological disorders are the result of misconceptions, misunderstandings, and irrational thoughts and beliefs. A person experiencing depression, for example, may be convinced that she is worthless and has no friends and nothing to contribute to the world, when the reality is quite different (she does indeed have friends, she makes regular contributions, etc.) Ellis's technique focuses on confronting people with the truth about themselves - holding a mirror up so they can see themselves more accurately. The idea is that if you can alter people's thoughts and beliefs, you can relieve their symptoms by eliminating their underlying causes.

47. What did Stanley Milgram show in his famous experiment at Yale on obedience to authority? Answer: as described by Dr. Schneider in his guest lecture, the Milgram experiment had normal Yale undergraduates being directed by lab assistants to deliver what they thought were progressively intense electric shocks to test subjects (hidden to them behind a wall) whenever they answered a question incorrectly. In fact, the test subjects were not being shocked at all but rather were collaborators in the experiment. The result is that the majority of students complied with the experimenter's instructions and continued to deliver shocks beyond the level of being merely painful, up to the maximum level, which appeared to be life-threatening. The implication of this classic and chilling study is that "ordinary people" – college students – tend to conform and comply to authorities even to the level of committing inhumane acts on other people.

See you at the final exam: Thursday April 23, 9 – 12, Herzstein Amphitheatre!