

**EXAM #3**  
**PSY 101 April 17, 2001**

**I agree to adhere to the rules stated in the Vanderbilt Honor Code.**

1. People are most likely to seek social comparison when:
  - a. decisions are easy and obvious in order to confirm their choices
  - b. **decisions are difficult and a situation is not fully understood**
  - c. a situation is well understood and social consensus is needed
  - d. they have sufficient time to gather information
  - e. all other solutions to a problem have been tried
  
2. Cognitive dissonance is an internal state that is the result of:
  - a. disorientation due to strong emotion
  - b. lack of unanimity in group judgments
  - c. **perceived inconsistencies among one's own behavior, beliefs, and feelings**
  - d. conflict between conscious and unconscious motives
  - e. conflict between cognition and heuristics
  
3. When making attributions for the behavior of others, people tend to:
  - a. make accurate attributions
  - b. overestimate both situational and dispositional factors
  - c. overestimate situational and underestimate dispositional factors
  - d. underestimate both situational and dispositional factors
  - e. **underestimate situational and overestimate dispositional factors**
  
4. If you are listening to an argument on an issue that is very important to you, the aspect of the communication most likely to persuade you is:
  - a. **the logic of the arguments**
  - b. the speaker's credibility
  - c. the speaker's likability
  - d. the number of arguments offered
  - e. how many times the speaker looks you in the eye
  
5. In an experiment by Schachter and Singer, research participants were injected with a drug that produced autonomic arousal. The study found that the emotion experienced by these participants:
  - a. **depended on the situation at the time of the arousal, and could be positive, negative, or absent**
  - b. was always anxiety, regardless of the situation in which arousal occurred
  - c. was nonexistent; participants reported no experience of emotion solely as a result of autonomic arousal
  - d. tended to be positive or euphoric in the absence of specific cues suggesting any other emotional state
  - e. was consistent with whatever emotion was displayed by the experimenter

6. Across cultures, there is much agreement of facial expressions for
- all emotions
  - most emotions, but not love or disgust**
  - most emotions, but not anger or surprise
  - all positive emotions, but not negative emotions
  - all negative emotions, but not positive emotions
7. A bowler who makes a strike is most likely to smile:
- the moment the ball leaves her hand
  - the moment the first pin goes down
  - the moment she realizes she's made a strike
  - when she turns to face others**
  - when her friends congratulate her afterwards
8. In the New York Longitudinal Study on temperament, Thomas and Chess followed children from infancy through young adulthood. They found
- easy children demonstrated a temperament cluster including high intensity, positive mood, and a positive approach to novelty
  - easy and difficult children were at near equal risk of developing emotional and behavioral problems by the time they reached puberty
  - relatively stable traits could be identified at around 5 to 6 years of age
  - girls fret more than boys and are picked up more often
  - stable dimensions of temperament such as susceptibility to emotional stimulation, strength of emotional response, and adaptability to change**
9. Which best describes the relationship between performance and level of arousal as found in the Yerkes and Dodson study?
- positive relationship: performance increases with higher levels of arousal
  - negative relationship: performance decreases with higher levels of arousal
  - U-shaped curve: performance increases at low and high levels of arousal
  - inverted U shaped curve: performance decreases at low and high levels of arousal**
  - no relationship
10. Dr. Ray finds that a recently hatched chick follows him around the lab all of the time. This following behavior is most likely due to:
- the effects of prenatal sex hormones
  - incentive behavior
  - the contact comfort that Dr. Ray provides
  - imprinting**
  - attachment
11. The major factor(s) involved in shaping our personalities are
- genetic factors and shared environments
  - genetic factors and unshared environments**
  - genetic factors only
  - shared environments only
  - unshared environments only

12. Evidence on the effects of birth order show that
- first born are more unconventional than middle children
  - middle born are more conscientious than first born
  - middle born are more sociable than first born**
  - later born are more sociable than middle born
  - later born acquire better language skills than first born
13. Joan's parents believe that parents know best. They expect Joan to obey all parental rules without question, and are quick to impose stern punishments if she does not. Joan's parents are using the child-rearing style called:
- autocratic**
  - permissive
  - authoritative-reciprocal
  - arbitrary
  - means-ends
14. In the Life Space Video, a study by Kurt Lewin was described in which boys were placed into groups with different leadership styles. One of the major findings was
- the boys in the 'autocratic' group displayed greater motivation than those in other groups
  - the boys in the 'democratic' group always accomplished more than those in other groups
  - the boys in the 'laissez-faire' group displayed greater creativity than those in other groups
  - the boys in the 'laissez-faire' group became hostile and aggressive
  - each boy's behavior tended to change as he moved from group to group**
15. When a young child is forced through harsh threats and punishment to behave in a certain manner, she will probably:
- not comply with the pressure she's under
  - understand the behavior better than a child who is asked to do it rather than being forced
  - both comply with the pressure and internalize the behavior as valuable
  - automatically rebel against the pressure she's under
  - not internalize the behavior as valuable**
16. The group of behavior patterns that a culture defines as appropriate for each sex is known as:
- gender identity
  - gender role**
  - sexual orientation
  - sex type
  - gender type
17. Erik Erikson believes that all humans go through a series of major \_\_\_\_\_ during which they confront themselves and the new demands put on them by their personal and social settings.
- transformations
  - regressions
  - crises**
  - relationships

e. schisms

18. Some charities send out fundraising letters with a small gift (like address labels) enclosed. Their strategy seems to rely on:
- social validation
  - the door-in-the-face technique
  - the reciprocal-concession effect
  - the reciprocity principle**
  - the law of effect
19. The idea that opposites attract seems to be:
- generally true
  - true with respect to beliefs, but not for personality characteristics
  - true with respect to personality characteristics, but not for beliefs or opinions
  - true with respect to personality characteristics, but not for social status or religion
  - generally untrue**
20. According to your book, most psychologists agree that there are at least two crude categories of love:
- emotional and instrumental
  - passionate and compassionate
  - romantic and companionate**
  - amative and erotic
  - Platonic and Erotic
21. Stanley Milgram's experiment where the research participant acted as a "teacher" and thought he administered a shock to a "learner" was designed to investigate:
- the effects of punishment on speed of learning
  - the effects of situational factors upon obedience**
  - learned responses to uncontrollable shock
  - emotional reactions to increasing punishment
  - the effects of classical conditioning
22. In the Life Space Video, a study was described in which participants were placed in the role of a 'prisoner' or a 'guard'. After only 6 days,
- the prisoners revolted against the guards in retaliation of severe abuse and humiliation
  - the prisoners and guards became friends rather than playing their appropriate roles
  - the guards could not continue the experiment because they disliked playing the role of strict disciplinarians
  - the prisoners quit because they could no longer continue to perform boring, meaningless tasks
  - the experimenters stopped the experiment because both groups became too engrossed in their roles**
23. Deindividuation:
- is most likely under conditions of anonymity**
  - leads to an increased sense of responsibility
  - tightens inhibitions on impulses
  - seems to be a laboratory phenomenon that does not exist in the real world

- e. will never occur when more than 3 people are together

24. Zajonc's theory of social facilitation effects assumes that the presence of others:

- a. increases the variability of the performer's responses
- b. **enhances highly dominant responses**
- c. increases the strength of relatively weak (nondominant) responses
- d. increases the performer's concentration
- e. decreases the performer's concentration

25. In a 'jigsaw' classroom

- a. students are first assigned to groups and then report back to the class
- b. students change groups for math, reading, language and social studies to work with many different students
- c. **students are first assigned to expert groups and then to new groups to share their expertise**
- d. all learning materials are presented as puzzles and games to increase social interaction
- e. learning centers are located throughout the classroom and students move from center to center throughout the day

26. In a study by Rosenthal, teachers were told that a subgroup of their students excelled on a test that predicts future achievement. The teachers' behavior toward these students changed in what way?

- a. **teachers taught them more material because these students were perceived as able to learn more**
- b. teachers called on them less frequently because these students were perceived as knowing more
- c. teachers accepted less accurate answers because these students were expected to improve on their own
- d. teachers gave them less praise because more was expected from these students
- e. **teachers subjectively gave them higher grades because these students were perceived to be smarter**

27. A study concerning Affirmative Action on race and college performance found that although entering grades and scores were higher for whites than African Americans

- a. African Americans had better grades during college
- b. African Americans had a higher graduation rate
- c. **African Americans received more post graduate degrees**
- d. African Americans got through medical school faster
- e. African Americans did not surpass whites in any of these accomplishments

28. According to the articles on prejudice handed out and discussed in class, the easiest issue concerning prejudice to solve and deal with is

- a. **the bigotry of those who feel they are superior to those who are different from themselves**
- b. the subtle assumptions that creep into our consciousness that we are often unwilling to admit
- c. the widening gap between blacks and whites because of ignorance and shame
- d. the fear we feel due to shared experiences of everyday life
- e. the discomfort felt by whites and blacks in public discussions of racial issues

29. One evening in a predominantly white neighborhood, an older white male in a tie and coat and a younger black male in a tie and coat are walking towards each other. According to Garry Trudeau's 'Street Calculus', what would occur?
- the white male would calculate that the black male is an acceptable risk, but the black male would calculate that the white male is not an acceptable risk
  - the black male would calculate that the white male is an acceptable risk, but the white male would calculate that the black male is not an acceptable risk**
  - both men would calculate that the other man is an acceptable risk
  - both men would calculate that the other man is not an acceptable risk
  - they would not even notice each other
30. Five people watch a movie and rate it as a poor movie. Each is subsequently paid to write a 5 star glowing review. According to the Balance Theory, which of the following is more likely to give the highest rating for the movie 6 months later?
- the one who received \$5 to write the glowing review**
  - the one who received \$25 to write the glowing review
  - the one who received \$50 to write the glowing review
  - the one who received \$75 to write the glowing review
  - the one who received \$100 to write the glowing review
31. According to the lectures, the behavior evidenced in bystander non-intervention is largely due to
- cognitive dissonance
  - emotional blunting
  - prejudice
  - diffusion of responsibility**
  - non-reciprocation
32. Hysterical symptoms are psychogenic, which means that:
- the cause of the disorder can be eliminated through hypnosis
  - they are a type of psychosis
  - they are a result of cultural values
  - they are resistant to psychodynamic therapy
  - they are a product of psychological rather than organic damage**
33. Which of the following types of evidence was not used by Freud to test psychoanalytic theory?
- slips of the tongue
  - dreams
  - free associations
  - experimental data**
  - defense mechanisms

34. Freedom of choice is a hallmark of which of the following therapeutic approaches?
- a. behaviorism
  - b. **humanism**
  - c. social learning
  - d. psychodynamic
  - e. cognitive-behavioral
35. According to your textbook, which of the following is true of the sociocultural view of human personality?
- a. **Western conceptions of human individuality and the self may not apply to people from other cultures**
  - b. intrapsychic conflict in personality development is inevitable and universal as evidenced by the results of numerous cross-cultural studies
  - c. a Freudian slip is indicative of psychic conflict, regardless of the language in which it occurs
  - d. all people contain the same basic elements of personality, despite their distinct cultures
  - e. there are generally no differences between people of different cultures
36. In a memory task, anxiety-provoking words are recalled \_\_\_\_\_ neutral words.
- a. more readily than
  - b. **less readily than**
  - c. as readily as
  - d. instead of
  - e. 8 times faster than
37. According to your textbook, Neo-Freudians depart from Sigmund Freud's psychoanalytic theory in that they place greater emphasis on:
- a. the biological sources of childhood frustrations
  - b. the importance of sexual repression in creating neuroses
  - c. the universal nature of the Oedipal conflict
  - d. **the role of social factors in developing inner conflicts**
  - e. the importance of the anal period during development
38. A somatogenic mental disorder is one that:
- a. results from conflict between the parents
  - b. has a psychological origin
  - c. **has an organic origin**
  - d. results from a psychologically traumatic event
  - e. originates in the brain stem
39. Diagnostic criteria in the DSM-IV emphasize:
- a. the underlying causes of the disorder, like the defense mechanisms used to ward off anxiety
  - b. the remote causes of the disorder, like genetic predispositions
  - c. **descriptions of the specific, observable symptoms of various disorders**
  - d. psychoanalytic underpinnings of various disorders
  - e. only somatic symptoms of the disorder



40. Schizophrenia, literally translated, means:

- a. multiple personality
- b. cleft mind
- c. crazy mind
- d. mixed brain
- e. **split mind**

41. The diathesis-stress model has been a useful way of conceptualizing a number of mental disorders. What does “diathesis” refer to in this model?

- a. **predispositions**
- b. economic pressures
- c. environmental conditions
- d. defense mechanisms to reduce anxiety
- e. age at onset and the related prognosis

42. The dopamine hypothesis is based on the idea that schizophrenia results from:

- a. the production of an abnormal brain chemical called dopamine
- b. **the overactivity of neurons sensitive to the neurotransmitter dopamine**
- c. an inability to produce enough of the neurotransmitter dopamine
- d. the inhibition of brain activity caused by dopamine
- e. in-utero exposure to the neurotransmitter dopamine

43. According to the lectures, research on the prevention of schizophrenia focuses on the identification of

- a. children at high risk from abusive family situations who have experienced severe early trauma which causes schizophrenia
- b. specific gene combinations that cause schizophrenia and are carried by schizophrenogenic mothers
- c. specific gene combinations that cause schizophrenia and are carried by schizophrenogenic fathers
- d. **precursors to schizophrenia and the viral infection in the fetus which predisposes an individual to schizophrenia**
- e. youth who have taken psychedelic drugs which enhance the probability of psychotic episodes

44. Which statement about suicide is most ACCURATE?

- a. if someone talks about committing suicide, they probably will not
- b. **more suicides are committed during the fall and winter**
- c. people who commit suicide are clinically depressed
- d. suicide is a cry for attention
- e. those who commit suicide have made a clear and definite choice that it is the best action to take

45. Generalized anxiety disorders, unlike phobias, characteristically involve:
- episodes of irrational panic
  - displacement
  - constant and pervasive anxiety**
  - unpleasant physiological arousal
  - unconscious obsessions
46. An individual on a diet is often confronted with
- a simple approach conflict
  - a simple avoidance conflict
  - an approach-approach conflict
  - an avoidance-avoidance conflict
  - an approach-avoidance conflict**
47. According to Dr. Ray, one of the most effective treatments for Post Traumatic Stress Disorder is
- rest and relaxation
  - cortisol
  - extreme exercise
  - talking about it**
  - complete removal from the traumatic situation and any reminder of it
48. Jane is generally able to see reality with clarity, but often misinterprets interpersonal affairs. She tends to avoid relationships or ends them abruptly. She is grossly underemployed because often she quits her jobs suddenly. She has typical symptoms of
- an anxiety disorder**
  - depression
  - a bi-polar disorder
  - schizophrenia
  - normal to neurotic individuals
49. When evaluating drug therapies, a method of controlling for spontaneous improvements might be:
- to carry out a longitudinal study on all of the participants
  - to administer before and after tests with many participants
  - to use a comparison group of untreated participants that has the same diagnosis**
  - to simultaneously give each subject a placebo along with the medication
  - to use a cross-sectional study where one age group gets the drug while the other age group receives a placebo
50. Classical psychoanalysis is based on the idea that neurotic symptoms will disappear when:
- subconscious conflicts are uncovered and resolved**
  - new adaptive behaviors are learned
  - childhood events prior to age three to four are remembered
  - the patient learns to view his impulses as unacceptable

- e. the patient mends his relationship with his parents

51. What is the basic goal of the client in systematic desensitization?
- to learn to face his fear regardless of how scared it makes him feel
  - to systematically overcome a fear by coming in contact with it every day
  - to form a series of visual images of successful personal experiences that can be used during a fear-evoking situation
  - to learn to repress his fear reaction every time he is exposed to the stimulus
  - to associate a state of relaxation with fear-evoking stimuli of gradually increasing arousal value**
52. Cognitive therapists focus on \_\_\_\_\_, while humanist therapists focus on \_\_\_\_\_.
- thinking; feeling**
  - feeling; thinking
  - emotions; interpersonal relationships
  - behavior; feeling
  - thinking; subconscious conflicts
53. The following statement best summarizes our current knowledge about the effectiveness of different therapies:
- only therapies that deal with the underlying cause of the problem can be effective
  - clients who come to a therapist with a hostile attitude are less likely to be helped than those who come with a positive attitude
  - the differences in the effectiveness of various psychotherapies is very slight or nonexistent**
  - therapies that force the client to confront personal problems are most effective
  - therapies that force the client to confront personal problems are least effective
54. One trend in today's health care models, in contrast to the past, is to
- focus on fighting disease rather than building health
  - emphasize environmental factors rather than behavioral factors involved in health
  - attribute the cause of illness to an interaction between the pathogen and its host**
  - regard the patient as a passive recipient of treatment and healing which is determined by the physician
  - view the belief system of the patient as irrelevant and unimportant in the healing process
55. The factor(s) which determine(s) whether an individual will become ill when infected is (are)
- the presence of a pathogen
  - the presence of predisposing genes and a pathogen
  - the presence of beliefs and environmental factors
  - the presence of predisposing genes, beliefs, lifestyle, and environmental factors**
  - the presence of predisposing genes, beliefs, lifestyle and environmental factors, plus a pathogen**
56. During the first half of this century, the death rate due to infectious diseases dropped dramatically, basically, because of
- great strides in bio-medical understanding, leading to new treatments

- b. an awareness of the need for and the ability to provide clean water
- c. **a rise in hope and a decline in despair and hopelessness**
- d. a new emphasis on nutrition
- e. the increase in the availability of health care services

57. Psychoneuroimmunology:

- a. examines the effect of the immune system on psychological well-being
- b. became obsolete with Selye's work on the General Adaptation Syndrome (GAS)
- c. explores the effect of the immune system on brain structure
- d. **looks at psychological factors that enhance or inhibit immune functioning**
- e. examines the relationship between psychological factors and their associated activation regions in the brain

58. Two patients with the same illness and the same levels of symptoms:

- a. will experience roughly the same progression through the disease as long as their stress levels are about equal
- b. will receive the same DSM-IV classification
- c. **may have very different experiences with the disease because of differences in personality traits or coping styles**
- d. probably have about the same amount of stress in their lives
- e. most likely got the disease from the same source

59. An individual with many coping skills and few, or simple, life demands will evidence

- a. depression
- b. anxiety and worry about accomplishing everything
- c. happiness and satisfaction
- d. a hustling approach toward accomplishing their goals
- e. **hostility and anger leading to acting out behavior**

60. An individual has a higher probability of displaying symptoms of an upper respiratory infection if the individual has a high rating on

- a. perceived stress alone
- b. unhappiness
- c. anxiety about the self
- d. **number of stressful life events**
- e. perceived stress and negative affect

61. Bulimia nervosa differs from anorexia nervosa in that:

- a. only people with bulimia engage in purging
- b. anorexia is more common among college students than is bulimia
- c. bulimia produces no physical symptoms
- d. bulimia is more common among women than is anorexia
- e. **people with bulimia tend to maintain normal weight**

62. Mental disorders:

- a. **may affect a patient's willingness to undergo treatment for a physical illness**
- b. decrease the likelihood of somatization
- c. other than hypochondriasis have no bearing on the diagnosis and treatment of physical illnesses
- d. are unrelated to the perception of physical symptoms
- e. are only diagnosed by the DSM-IV when they are accompanied by somatic complaints

63. As discussed in class, insanity is

- a. a medical term for those who are mentally ill and are a danger to themselves
- b. a medical term for those who are mentally ill and are a danger to others
- c. a medical term for those who are mentally ill and are a danger to themselves or to others
- d. a medical term for those who are mentally ill and whose functioning is impaired significantly, but not necessarily a danger to anyone
- e. **not a medical term, but a legal one**

64. The Type A behavior pattern discussed in your book:

- a. is marked by a relaxed demeanor
- b. **is associated with higher rates of coronary heart disease**
- c. consists of an invariable package of traits
- d. leads to decreased cholesterol deposits on artery walls
- e. is related to an increase in divorce rates

65. According to your book, surgical patients tend to recover best:

- a. when they are distracted from thinking about the procedure in the days prior to surgery
- b. when they don't know enough to expect postsurgical pain
- c. **when the surgical procedures and patients' likely responses are fully explained in advance**
- d. when they don't remember anything about the procedure because of the anesthesia
- e. when they are not overwhelmed by too many family members following the surgery

66. Which statement concerning stress and anxiety is most ACCURATE?

- a. stress leads to anxiety, anxiety leads to symptoms to reduce anxiety, and the best treatment is to stop those symptoms
- b. **anxiety is normal unless overgeneralized or disruptive to your performance**
- c. anxiety is never normal and needs to be reduced immediately in all cases
- d. although anxiety changes the way you feel, it has no immediate impact on the brain
- e. although anxiety changes the way you feel it has no immediate impact on physiological changes leading to illness

67. Which of these ways help us succeed rather than fail to control behavior?

- a. unclear goals
- b. **short-term goals**
- c. multiple controllers
- d. inconsistent reinforcement
- e. diverse values

68. Which of the following would be the least helpful to a group that wants to control its members?

- a. identifying individuals who are not members of a group
- b. identifying individuals who are unhappy and disillusioned
- c. isolating members from others who are not members
- d. **offering many diverse and interesting activities**
- e. eliminating as many options as possible

69. According to Robert Cialdino at Arizona State University, in which situation is the purchase of a product least likely?

- a. **it is abundant**
- b. it is recommended by experts
- c. a token gift is given as a prior commitment
- d. consensus touts it as 'the fastest selling product'
- e. it is recommended by friends

70. As discussed in class, when instant coffee was not an immediate best seller, a motivational psychologist conducted a study to find a way to help sell the product. He asked a large group of housewives

- a. to describe why they purchase coffee
- b. to describe why they would not purchase instant coffee
- c. to choose between two shopping lists, one listing 1 LB of coffee and the other listing a jar of instant coffee and then discussed with them why they chose the list
- d. what kinds of packaging and colors they preferred
- e. **to describe the personality of someone who might purchase items on a shopping list with or without instant coffee**