1. Persistence is a characteristic of motivation that is demonstrated by the:
   A) production of behavior toward a goal.
   B) continued efforts in working toward a particular goal despite distractions or obstacles.
   C) strength of efforts in responding toward a goal.
   D) timing of behavior toward a particular goal.

2. Emotionally, how do men and women differ?
   A) Women are more emotionally expressive than men.
   B) Men are more emotionally expressive than women.
   C) Men experience emotions more intensely than women.
   D) Women experience emotions more intensely than men.

3. In the 1920s, physiologist Walter Cannon criticized the James-Lange theory of emotion by noting that:
   A) physiological reactions are very similar for different emotions.
   B) our emotional reaction to a stimulus often occurs much faster than our physiological reaction to a stimulus.
   C) people who are paralyzed because of a spinal cord injury (blocking messages from the sympathetic nervous system), they still have their capacity to feel emotions.
   D) All of the above

4. Emotion is considered _____, while mood is considered _____.
   A) intense and short lived; general, pervasive, and longer lasting
   B) physiologically arousing; psychologically depressing
   C) general, pervasive, and longer lasting; intense and short lived
   D) psychologically arousing; physiologically depressing

5. Babette enjoys playing the harp although her peers make fun of her, she does not get paid to play, and she will not get a scholarship for harp-playing. She is ________ motivated to play the harp.
   A) externally
   B) magically
   C) intrinsically
   D) extrinsically

6. Many celebrities in the popular media seem to be ________ motivated as they engage in attention-seeking behaviors to please others and to gain more material goods, bling, and money.
   A) mentally
   B) extrinsically
   C) intrinsically
   D) magically

7. According to Maslow's humanistic theory of motivation, what needs must be met before people can strive for the realization of their personal potential and creative abilities?
   A) homeostasis
   B) recognize and deal with unconscious psychological conflicts
   C) basic needs and psychological needs
   D) people must learn to suppress their basic needs, such as for food and water
8. Most emotion researchers agree that the 6 basic emotions are:
   A) greed, lust, spite, and revenge.
   B) sadness, happiness, disgust, fear, surprise, and anger.
   C) regret, fear, guilt, contentment, rage, resentment, pity, and joy.
   D) pleasure, displeasure, arousal, and serenity.

9. In contrasting one type of motivation with the other, _______ motivation is when you push yourself to prove to yourself you can do something, while _______ motivation is when you push yourself to excel and outperform others.
   A) internal, external
   B) competence, achievement
   C) good, bad
   D) competence, competitive

10. Deci and Ryan developed the Self-Determination Theory of motivation. They identified three innate and universal psychological needs, which are:
    A) material goods, physical health, and good music
    B) autonomy, respect, and rewards
    C) autonomy, dependence, and sleep
    D) autonomy, competence, and relatedness

11. Motivation is defined as:
    A) forces that act on or within an organism to initiate and direct behavior. The "why" of behavior.
    B) an impulse that activates behavior to reduce a need and restore homeostasis.
    C) full use and exploitation of talents, capacities, and potentialities.
    D) a distinct psychological state that involves subjective experience, physical arousal, and a behavioral expression or response.

12. The theory that emotions arise from the perception and interpretation of bodily changes is called the _______ theory of emotion. These theorists suggested that you feel afraid BECAUSE you are running away from something.
    A) James-Lange
    B) two-factor
    C) Cannon-Bard
    D) cognitive-mediational

13. One example of misattribution of the source of our emotional state is _______, which refers to a situation when physiological arousal caused by one event is transferred to a new stimulus. For example, if you are excited (physiologically aroused) in a large crowd celebrating New Year's Eve in Times Square, and suddenly the guy next to you seems more interesting and attractive.
    A) Law of Attraction
    B) Self-effacing
    C) Excitation Transfer
    D) Manhattan Transfer
14. Tomkins' research studied this hypothesis, which basically suggests that if you mold your facial muscles to mimic an emotional state, you activate the associated emotion, i.e., "putting on a smile can trigger a happy response." Tomkins' idea is called the:
   A) Glass is half full notion.
   B) Optimistic bent
   C) American solution
   D) Facial Feedback hypothesis

15. Damasio has researched how most self-regulatory actions and decisions are affected by bodily reactions called __________, which provide clues to how we are feeling about a particular situation.
   A) Butterfly Effect
   B) Amygdala
   C) Somatic Markers
   D) Ruminations

16. According to Mischel and Metcalf, the most successful strategy to ________ involves turning hot cognitions (which focus on the rewarding, pleasurable aspects of objects) into cold cognitions (which focus on conceptual, symbolic aspects of objects, making them less desirable): (remember the children who were offered marshmallows?)
   A) Adhere to your Lenten promises
   B) Decrease prejudice
   C) Increase motivation
   D) Delay Gratification

17. _____ is defined as a negative attitude toward people who belong to a specific group.
   A) Not feeling the love
   B) Prejudice
   C) The rule of reciprocity
   D) Deindividuation

18. The common tendency in individualistic cultures to attribute the behavior of others to internal, personal characteristics, while ignoring or underestimating the effects of external, situational factors is called:
   A) stereotyping.
   B) prejudice.
   C) altruism.
   D) the fundamental attribution error.

19. Social psychologists say people have a strong tendency to perceive others in terms of two basic social categories: The group we belong to is called the _____ and the group we don't belong to is called the _____.
   A) prosocial group; altruistic group
   B) in-group; out-group
   C) social loafers; social facilitators
   D) bystanders; conformists
20. Person perception is an active and subjective process that always occurs in some interpersonal context. Every interpersonal context involves:
   A) the characteristics of the individual you are attempting to size up.
   B) your own characteristics as the perceiver.
   C) the specific situation in which the process occurs.
   D) all of the above factors.

21. The "rules," or expectations, for appropriate behavior in a particular social situation are called:
   A) self-serving standards.
   B) stereotypical standards.
   C) social norms.
   D) social facilitation norms.

22. On Halloween, a group of normally law-abiding teenagers wearing masks and costumes committed acts of vandalism. The reason for this atypical behavior is probably due to a reduction in self-awareness and inhibitions that occur when a person is part of a group whose members feel anonymous. This is called:
   A) deindividuation.
   B) the actor-observer discrepancy.
   C) social loafing.
   D) prosocial behavior.

23. Harrison is a handsome young man. Other people are most likely to perceive him as being:
   A) more intelligent, happier, and better adjusted than other people.
   B) less socially competent than unattractive people.
   C) more lonely, less popular, and more anxious in social situations than other people.
   D) much the same as less attractive people.

24. Mrs. Lovejoy thinks that all Catholic school girls are polite, well-mannered, and wealthy. Her attitude is an example of:
   A) the rule of reciprocity
   B) stereotyped thinking.
   C) prosocial thinking.
   D) cognitive dissonance.

25. Applying the Bystander Effect, which of the following was NOT one of the factors that seemed to play a role in explaining why no one helped Kitty Genovese? (She was the woman who was attacked by her assailant three times before she was fatally injured in the third attack.)
   A) Each bystander thought that he or she was the only witness to the crime that was occurring.
   B) Some of the bystanders weren't sure what the situation was—maybe a lovers' quarrel or a domestic dispute.
   C) The bystanders knew other people were witnessing the crime and figured someone else would help her.
   D) Some of the bystanders may have felt that it was too dangerous to try to help Kitty Genovese.

26. Social loafing refers to the:
   A) tendency to expend less effort on a task when it is a group effort.
   B) tendency for the presence of other people to enhance individual performance.
   C) tendency to expend more effort on a task when it is a group effort.
   D) reduction of self-awareness and inhibitions when a person is part of a group whose members feel anonymous.
27. When behaviors lead to negative outcomes, the ______ notes that if it is our own behavior, we attribute the negative outcome to external, situational factors (I tripped because the sidewalk is uneven). But if it is others' behavior, we attribute the negative outcome to internal, personal causes (that person tripped because he is clumsy).
   A) deindividuation
   B) the actor-observer discrepancy
   C) cognitive dissonance.
   D) diffusion of responsibility.

28. Milgram, along with other researchers, identified several aspects of his original obedience experiment that had a strong impact on the subjects' willingness to obey the experimenter. Which of the following is NOT a condition that encourages obedience?
   A) the gradual, repetitive escalation of the task
   B) the physical and psychological separation from the learner
   C) seeing others defy orders or offer a dissenting opinion
   D) a previously well-established mental framework to obey

29. The branch of psychology that studies how people think, feel, and behave in social situations is called:
   A) cognitive psychology.
   B) personality psychology.
   C) developmental psychology.
   D) social psychology.

30. Remember Solomon Asch's line comparison study. Which of the following factors is NOT something that will make you more likely to conform to the group's norms?
   A) Someone else has already expressed a different idea or opinion.
   B) You are strongly attracted to the group and want to be a member of it.
   C) You are facing a unanimous majority of four or five people.
   D) You must give your response in front of the group.

31. Psychological research has consistently shown that having a sense of control over a stressful situation ____ the impact of stressors and ____ feelings of anxiety and depression.
   A) increases; increases
   B) reduces; increases
   C) increases; reduces
   D) reduces; decreases

32. The Hypothalamic-Pituitary-Adrenal Axis refers to a complex chain of responses in the body related to what type of event?
   A) something pleasurable
   B) something stressful or an immediate threat
   C) cardiac
   D) something mundane or boring
33. In terms of daily hassles, what gender differences have been found?
   A) Daily hassles for men are most commonly related to financial and job-related issues, while daily hassles for women are most commonly due to family demands and interpersonal conflict.
   B) Women's daily hassles are more commonly related to money problems, while men's daily hassles are more commonly due to interpersonal conflict.
   C) There are no significant gender differences in either the frequency or cause of daily hassles.
   D) Men are more likely to cope with daily hassles by becoming tearful, while women are more likely to respond to daily hassles by withdrawing from others.

34. When faced with a problem or situation we cannot change, our best approach is primarily aimed at reducing or regulating our emotional response to the situation. This approach is called:
   A) Drinking
   B) Whimsical
   C) Emotion-focused coping
   D) Problem-focused coping

35. The “stress contagion effect” refers to which of the following phenomena?
   A) people (especially women) become upset about negative life events that happen to other people that they care about
   B) people (especially women) deal with stress by using a coping strategy called distancing
   C) people under stress are less likely to catch infectious diseases
   D) people deal with stress through positive reappraisal

36. _____ is primarily aimed at directly changing or managing a threatening or harmful stressor (or problem).
   A) Problem-focused coping
   B) Denial
   C) Emotion-focused coping
   D) Escape-avoidance

37. The definition of _________ is when we adjust our behavior, attitudes, or beliefs to group norms in response to real or imagined group pressure.
   A) social facilitation
   B) bystander effect
   C) superego
   D) conformity

38. Helping another person with no expectation of personal reward or benefit is the definition of:
   A) attribution.
   B) ethnocentrism.
   C) altruism.
   D) persuasion.
39. When people experience an uncomfortable mental state due to a contradiction between two attitudes or between an attitude and a behavior, they are said to be experiencing: (Remember the people who ate fried grasshoppers in the study even when the researcher was rude?)
   A) the actor-observer discrepancy.
   B) cognitive dissonance
   C) self-serving bias
   D) deindividuation.

40. Sharif's experiment at Robber's Cave provided insights about:
   A) middle-class boys
   B) robbers and thieves
   C) how working together on cooperative tasks can reduce prejudice between groups
   D) children's experiences of sleep-away camp.

41. Stress can INDIRECTLY undermine health and physical well-being by:
   A) causing muscle contractions and elevating blood pressure.
   B) disrupting immune system functioning.
   C) activating the fight-or-flight response.
   D) making people more likely to engage in unhealthy behaviors.

42. The resources provided by other people in times of need, including emotional, tangible, and informational support, are referred to as:
   A) social contagion.
   B) social support.
   C) the general adaptation syndrome.
   D) problem-focused coping support.

43. _____ is a pattern of behavioral, psychological, and physiological responses to events that match or exceed a person's resources or ability to cope.
   A) Conflict
   B) Stress
   C) Dissonance
   D) Appraisal

44. Whenever Caleb gets stressed out or upset, he tends to drink excessively in order to "drown his sorrows." Caleb is using a maladaptive form of an emotion-focused coping strategy called:
   A) positive reappraisal.
   B) distancing.
   C) escape-avoidance.
   D) confrontive.

45. The DIRECT effects of stress include:
   A) Lower immunity, increased illness
   B) Cardiovascular disease
   C) Depression and other psychological disorders
   D) All of the Above
46. _________ is a model of health that integrates the effects of biological, psychological / behavioral, and social factors on health and illness.
   A) Psychodynamic model
   B) Wegnaer's model of Better Living
   C) The Biopsychosocial model
   D) The Bandura model

47. A _________ is the tendency to behave in ways that confirm our own or others' expectations of us. For example, teachers' expectations of students can impact how the student performs.
   A) Self-attribution
   B) Self-fulfilling prophecy
   C) Selfie
   D) Self-esteem

48. The more effort we have to put forth in order to do something or to join a group, the more likely we are to inflate the importance of doing that activity or joining that group (think of fraternity hazing and how the more these guys are humiliated, the more they convince themselves it is worth it). The Social Psychology term for this is:
   A) Placing blame
   B) Effortful Behavior
   C) Escape-Avoidance
   D) Justifying Effort

49. This interdisciplinary area of study integrates research on health and psychology to promote health and well-being.
   A) Health Psychology
   B) Social Psychology
   C) Emotion-Focused Psychology
   D) School Psychology

50. The General Adaptation Syndrome involves a consistent pattern of bodily responses to stress that consists of three stages:
   A) Alarm, Panic, Withdrawal
   B) Panic, Withdrawal, Breakdown
   C) Denial, Resistance, Avoidance
   D) Alarm, Resistance, Exhaustion
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