Please select the best answer.

1. _____refers to the overall manner in which a person thinks, feels, and behaves.
   a. Emotion
   b. Personality
   c. An external locus of control
   d. Motivation

2. Which of the following theorists argued that unconscious forces were the main focus of personality?
   a. Abraham Maslow
   b. Raymond Cattell
   c. Sigmund Freud
   d. BF Skinner

3. When Nancy was five years old, she found her sister floating face down in the family swimming pool. She was highly traumatized by the event. As a young adult, however, she does not seem aware that she was the one to actually find her sister. According to the psychoanalytic theory, this information would likely be located in the _____.
   a. Ego
   b. Unconscious
   c. Superego
   d. Conscious

4. Sixteen-year-old Evan is referred to as a perfectionist by his friends and family. Neither his parents nor his teachers put pressure on him because they all know Evan seems to be the most critical of himself. According to Freud, Evan likely _____.
   a. Has yet to resolve the Oedipus complex
   b. Has a strong superego
   c. Has a fixation that occurred during the oral stage
   d. Has a strong id

5. The _____ is to the pleasure principle as the _____ is to the reality principle.
   a. Superego; conscious
   b. Ego ideal; conscience
   c. Id; ego
   d. Superego; ego
6. Helena is a college student who was raped. Since the rape, she has been leaving the light on in her dorm room at night and sleeping with a satin blanket like the one she had as a child. What type of defense mechanism is Helena using to cope with the feelings she is experiencing as a result of the rape?
   a. Denial
   b. Rationalization
   c. Sublimination
   d. Regression

7. Identification with the same sex parent occurs during the _____ stage of psychosexual development.
   a. Latency
   b. Phallic
   c. Oral
   d. Anal

8. Which of the following theorists is considered a neo-Freudian?
   a. Alfred Adler
   b. Carl Jung
   c. Karen Horney
   d. All of the above are considered neo-Freudians

9. According to Carl Jung, the idea that all humans everywhere care for their young would be found within the _____.
   a. Ideal of the internal locus of control
   b. Ego functioning
   c. Collective unconscious
   d. Notion of reciprocal determinism

10. The idea that the environment, behaviors, and cognitive factors all play a mutual role in the development of personality is referred to as _____.
    a. Unconditional positive regard
    b. Loci of control
    c. Reciprocal determinism
    d. Successful resolution of the Oedipus complex

11. Merrisa believes that getting a good job after college is all about the connections someone has in addition to being at the right place at the right time. Merrisa also believes that if a person doesn’t get the job he/she wants, it just was not meant to be. Merrisa is demonstrating _____.
    a. An internal locus of control
    b. Unconditional positive regard
    c. An external locus of control
    d. High self-efficacy
12. Christina believes firmly that if she wants good things to come her way, she must work for them to the extent that she can. For this reason, she is volunteering her time at the local food bank. In addition, she is studying extra hard in school in an effort to be admitted into the prestigious social work program she is interested in attending. Christina is demonstrating ______.
   a. An internal locus of control
   b. Unconditional positive regard
   c. An external locus of control
   d. High self-efficacy

13. Creating an environment where someone is accepted and not judged, no matter what, exemplifies ______.
   a. Reciprocal determinism
   b. Conditions of worth
   c. An internal locus of control
   d. Unconditional positive regard

14. Byron has been described as a “nervous Nellie” and “worry wart” by those who know him. Byron would likely score _____ on the _____ factor of the five-factor theory.
   a. Low; extroversion
   b. High; neuroticism
   c. Low; conscientiousness
   d. High; sociability

15. Andre was given ten cards to look at by his therapist and was asked what they might be. Although it was clear to Andre that the stimuli were actually symmetrical inkblots, he was able to think of many responses to each card. Andre was likely given the ______.
   a. MMPI
   b. TAT
   c. NEO-PI
   d. Rorschach

16. Based on the findings of the National Institute of Mental Health (NIMH), which of the following disorders was the most common in the US?
   a. Obsessive-compulsive disorder
   b. Panic disorder
   c. Schizophrenia
   d. Major depressive disorder

17. Norah has been exhausted, tense, and anxious for the last year now. She worries about work when she is at home. She worries about what is going on at home while she is at work. Even when she is out with her friends, she worries. In fact, her friends have stopped asking her to go out because all she does is worry. Additionally, Norah suffers dizziness and nausea most of the time. What disorder seems to fit Norah’s symptoms best?
   a. Panic disorder
   b. Major depressive disorder
   c. Generalized anxiety disorder
   d. Conversion disorder
18. When anxiety occurs in brief but very intense episodes that usually consist of a pounding heart, sensations of choking, shaking, and feelings of impending death, a diagnosis of _____ may potentially be made.
   a. Dissociative amnesia  
   b. Obsessive-compulsive disorder  
   c. Generalized anxiety disorder  
   d. Panic disorder

19. A(n)_____ is an unwanted, intrusive, and often unpleasant thought that causes an increase in anxiety.
   a. Compulsion  
   b. Phobia  
   c. Obsession  
   d. Panic attack

20. An irresistible urge to perform a behavior or action that serves to reduce anxiety is referred to a(n)_____.
   a. Compulsion  
   b. Delusion  
   c. Manic episode  
   d. Obsession

21. Tracey lost her mother in a tragic auto accident last week. She has experienced sadness, tearfulness, and problems sleeping since the accident. She also has no desire to go out with her friends for the time being. Tracy likely _____.
   a. Has developed an anxiety disorder  
   b. Has major depressive disorder  
   c. Has bipolar disorder  
   d. Is showing a normal reaction to the death of a loved one

22. Milo has been feeling very down for the last month or so. However, he cannot quite trace back to what may have caused this feeling to begin with. Aside from feeling sad, he cannot seem to eat or sleep as he normally does. He has never felt this way before and it is beginning to scare him because he is starting to feel as if there is nothing he can do to stop feeling this way. Which diagnosis currently seems to BEST fit Milo’s symptoms?
   a. Bipolar disorder  
   b. Generalized anxiety disorder  
   c. Major depressive disorder  
   d. Paranoid schizophrenia

23. Lila recovered from an episode of depression about four months ago. Now, however, she is beginning to feel incredibly energetic, elated, and hyperactive. Her friends are starting to get worried because she has been talking repeatedly about taking her life savings and investing it into a bread and bagel company. Lila may likely meet the criteria for _____.
   a. Bipolar disorder  
   b. Generalized anxiety disorder  
   c. Major depressive disorder  
   d. Paranoid schizophrenia
24. Emmit has recently been diagnosed with a psychological disorder. He was brought to the hospital by his roommates because he seemed convinced that he was Jesus and tried baptizing friends who came to their apartment. Emmit was displaying ______.
   a. A delusion of grandeur
   b. A hallucination
   c. A delusion of persecution
   d. Inappropriate affect

25. Julia has been noticing that she has periods of lost time in her day. She was called by her boss on Wednesday to ask why she had not shown up for work on Tuesday. Julia was sure she had gone to work on Monday, but she actually did not realize it was Wednesday already. She had no recollection of Tuesday at all. In addition, she has noticed clothes in her closet that she cannot remember purchasing. The entire situation is really starting to scare her. Which of the following diagnoses BEST fits this situation?
   a. Major depressive disorder
   b. Bipolar disorder
   c. Schizophrenia
   d. Dissociative identity disorder

26. When an individual has an inflated sense of self-esteem, seeks out admiration from others, and generally does not have the ability to put himself or herself into others’ shoes and experience what they are experiencing, the individual likely has ______.
   a. Antisocial personality disorder
   b. Narcissistic personality disorder
   c. Schizoid personality disorder
   d. Histrionic personality disorder

27. Brian comes across as charming and sincere. Because of that, he was able to meet and eventually marry Gloria, a successful real estate agent. About a year after the wedding, however, he began making terribly mean comments to her. He also became manipulative and irresponsible and could not seem to hold down a job. Unbeknownst to Gloria, he was stealing money from their bank account and putting it into a bank account of his own. While he certainly did not feel guilty for doing this, he wanted to be charming long enough to accumulate a large amount of money. Which of the personality disorders best describes Brian?
   a. Narcissistic personality disorder
   b. Dependent personality disorder
   c. Schizoid personality disorder
   d. Antisocial personality disorder

28. Toby is an anxious guy. While he wants to be around others, he has an intense fear of being judged by them. He fears he will just not measure up and will end up being rejected. Because of this, he has few friends and spends most of his time alone. Which personality disorder BEST describes Toby?
   a. Schizoid personality disorder
   b. Avoidant personality disorder
   c. Dependent personality disorder
   d. Histrionic personality disorder
29. Joyce has a history of unstable relationships. She often gets angry at others around her but at the same time fears others will abandon her. When they do leave her, she cuts herself and threatens to end her life. Joyce seemingly meets the criteria for _____.
   a. Narcissistic personality disorder
   b. Antisocial personality disorder
   c. Borderline personality disorder
   d. Dissociative identity disorders

30. Sheila, who has a tendency to hold grudges, has developed a basic sense of mistrust of others over the years. Even when a person is simply being nice, she seems determined to figure out that individual’s hidden agenda. Sheila likely has _____.
   a. Schizoid personality disorder
   b. Histrionic personality disorder
   c. Paranoid personality disorder
   d. Borderline personality disorder

31. Jaycee attends therapy once per week. Her therapist instructs her to say whatever comes to mind without censoring it, no matter how silly or troublesome it may sound. Jaycee’s therapist is utilizing _____.
   a. Unconditional positive regard
   b. Free association
   c. Systematic desensitization
   d. Transference

32. Freud’s view that there is pertinent information in what is NOT being said is referred to as _____.
   a. Resistance
   b. Genuineness
   c. Free association
   d. Transference

33. ____ developed person-centered therapy, which is based on the ____ school of thought.
   a. Sigmund Freud; psychoanalytic
   b. Aaron Beck; cognitive
   c. Carl Rogers; humanistic
   d. Fritz Perls; behavioral

34. Zoe’s therapist notices that Zoe changes the topic whenever her mother is brought up. Additionally, when her mother is brought up, Zoe is always late to her next therapy session. Zoe is demonstrating the phenomenon Freud referred to as _____.
   a. Transference
   b. Free association
   c. Aversion therapy
   d. Resistance
35. _____ is utilized when appropriate and desirable behaviors earn tokens which can later be exchanged for rewards.
   a. Systematic desensitization
   b. A token economy
   c. Participant modeling
   d. Rational-emotive therapy

36. When driving down the highway, Carla could not help but notice the young looking teenager who seemed to be driving in a reckless manner. She immediately assumed that he was one of those defiant, careless, and irresponsible teens who really did not deserve a license. Carla just made a(n)_____.
   a. Situational attribution
   b. Impression attribution
   c. Conformity attribution
   d. Personal/Dispositional attribution

37. When driving down the highway, Giovanni could not help but notice the young looking teenager who seemed to driving in a reckless manner. He immediately wondered if she was in an emergency or if something important was going on to make her drive like that. Giovanni just made a(n)_____.
   a. Conformity attribution
   b. Personal/Dispositional attribution
   c. Situational attribution
   d. Impression attribution

38. Jamika was given a music CD as a gift. Although it was from a genre of music that she thought she would never like, she is realizing that the more she listens to it, the more she actually likes it. In fact, it is quickly becoming one of her favorite CDs. Which of the following is influencing her preference for this CD?
   a. The matching hypothesis
   b. The halo effect
   c. The proximity effect
   d. The mere-exposure effect

39. _____ refers to following specific directives from a person in a position of authority.
   a. Conformity
   b. Social facilitation
   c. Compliance
   d. Obedience

40. When an individual gives in to a friend’s wishes or requests, he or she is said to be demonstrating ______.
   a. Compliance
   b. The halo effect
   c. Conformity
   d. Social facilitation
41. Jonas works for the local charity. His job is to raise as much money as he can by calling people on the phone and telling them about the charity. Jonas is also a psychology student and has just learned of the compliance techniques that could help him raise more money for his charity. He decides to call and ask for just $5. When the person agrees, he tells of all of the work the charity does and how the charity is run mostly by donations from others. After that, he asks that the person gives $15 as opposed to $5. He is delighted when many of the folks agree to the larger amount. Jonas is using _____.
   a. The social norms to get people to conform
   b. The low-ball technique
   c. The door-in-the-face technique
   d. The foot-in-the-door technique

42. Salvatore wanted to borrow $25 from his mom. Because he was not sure if she would agree, he decided to get creative and asked for $100. Just as he expected, she replied, “You want to borrow $100? Not a chance.” He came back with, “Okay, mom, how about just $25?” He was thrilled when she agreed. Salvatore just utilized which of the following compliance techniques?
   a. The foot-in-the-door technique
   b. The reverse-psychology technique
   c. The door-in-the-face technique
   d. The overestimation technique

43. When an individual, who is part of a larger group, chooses to put forth less effort than other group members, _____ occurs.
   a. Cognitive dissonance
   b. Social loafing
   c. Conformity
   d. Compliance

44. When she is not at the bar, Jayla preaches to everyone about the dangers of smoking. However, she does smoke an occasional cigarette when she is at the bar with her friends although at those times, she feels somewhat frustrated by her own smoking behavior. Jayla is likely experiencing _____ when she smokes.
   a. Groupthink
   b. Cognitive dissonance
   c. Social facilitation
   d. Compliance

45. Which of the following is NOT a way that people use to reduce cognitive dissonance?
   a. Explaining away the inconsistency
   b. Ignoring the dissonance
   c. Changing the behavior
   d. Changing the attitude
46. When an individual purposely tries to change your view on something or change your behavior, he/she is utilizing _____.
   a. Obedience
   b. Social roles
   c. Persuasion
   d. The behavioral view of change

47. The bystander effect suggests that as the number of individuals _____, the likelihood that someone will help _____.
   a. Decreases; decreases
   b. Decreases; remains the same
   c. Increases; decreases
   d. Increases; increases

48. What can explain the bystander effect phenomenon?
   a. Audience effects
   b. Aggression
   c. The matching hypothesis
   d. The diffusion of responsibility

49. Devin holds the viewpoint that a female physician will not be as effective as a male physician because females are too emotional in nature. Devin’s way of thinking about this situation can best be described as _____.
   a. Prejudiced
   b. Ethnoracial
   c. An example of in-group cognitions
   d. Discriminatory

50. Alice is looking at a stack of applications for the open position she has at her bakery. She called all of the applicants acting as if she was asking an important question about their application. Really, however, she wanted to know who had an accent so she could put those applications in the ‘no’ pile. Alice just engaged in _____.
   a. Prejudice
   b. Aggression
   c. Discrimination
   d. stereotyping