Personality Psychology - Understanding Yourself and Others 3rd edition Twenge Test Bank

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TOTAL ASSESSMENT GUIDE

Chapter 1
Understanding Yourself and Others

Learning Objective		Remember the Facts	Understand the Concepts	Apply What You Know	Analyze It
Learning Objective 1.1	Multiple Choice	1, 6, 7, 8, 9, 16 17, 18, 19, 20, 22	2, 5, 12, 15, 23, 24	3, 10, 11, 21	4, 13, 14
	Short Answer	61	62, 63		
	Essay			72	71, 73
Learning Objective 1.2	Multiple Choice	26, 33, 39, 41	25, 29, 31, 34, 35	27, 28, 32, 36, 37 38, 40	30
	Short Answer		64	65	
	Essay			75, 76	74, 77
Learning Objective 1.3	Multiple Choice	42, 43, 44, 46, 49, 50, 52, 53, 56	45, 47, 51, 54, 57, 58	48, 59	55, 60
	Short Answer		66, 67	68, 69, 70	
	Essay			80	78, 79

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Multiple Choice Questions

1. How do psychologists define personality?
   a. a set of enduring characteristics shown by most people
   b. a person's patterns of responsiveness that vary across similar situations
   c. a person's usual pattern of behavior, feelings, and thoughts
   d. a pattern of unfolding genetic tendencies toward action
Answer: c
Difficulty Level: Easy
Topic: Defining Personality
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

2. What does the phrase "usual" mean when referring to a usual pattern of behavior?
   a. Behavior characterizes how most people respond to a given situation.
   b. A person reports that they experience the same emotions most of the time.
   c. Behavior is regulated by brain activity and genetic tendencies.
   d. A person acts consistently across time and situations.
Answer: d
Difficulty Level: Moderate
Topic: Defining Personality
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

3. Ingo has felt anxious and nervous when he's been asked to speak in public. Given that these feelings are part of his personality, what is Ingo most likely to say when he's invited to address members of the Moose Lodge at their upcoming luncheon?
   a. "I'd really rather not; thanks all the same."
   b. "Sounds great; I'm really looking forward to it!"
   c. "Would you like me to prepare notes ahead of time or speak extemporaneously?"
   d. "Sure, I'll give it a try."
Answer: a
Difficulty Level: Easy
Topic: Defining Personality
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Apply What You Know
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

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4. Personality reflects shared human tendencies, but how are these tendencies typically conceptualized?
   a. as a part of our evolutionary heritage, honed to a common point over time
   b. as individual differences that vary from person to person
   c. as internal workings of human nature that cannot be measured
   d. as core traits that are exhibited to the same degree across people
Answer: b
Difficulty Level: Difficult
Topic: Defining Personality
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Analyze It
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

5. What limitation applies to most theoretical systems of personality?
   a. Personality has proven to be impossible to measure.
   b. No personality system can capture all the unique differences among people.
   c. It has been difficult to identify a core set of personality dimensions.
   d. Personality is, by definition, an unconscious process.
Answer: b
Difficulty Level: Difficult
Topic: Defining Personality
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

6. How is personality shaped?
   a. through a combination of genetic tendencies and environmental influences
   b. through a person's conscious decision-making during the first two years of life
   c. haphazardly, through a sequence of random events a person might experience
   d. through a process of reward and punishment introduced early in life
Answer: a
Difficulty Level: Easy
Topic: Defining Personality
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

7. Where do the historical roots of personality psychology begin?
   a. the mental testing movement of the late 1800s
   b. the investigations of Sir Francis Galton
   c. ancient Greek and Roman philosophy and medicine
   d. sociological theories of the 1930s
Answer: c
Difficulty Level: Moderate
Topic: The Story of Personality Psychology
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Remember the Facts
APA Learning Objective: 1.3 Portray significant aspects of the history of psychological science.

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8. What metaphor did Plato use to describe the struggle between passion and reason?
   a. an architect designing a complex structure
   b. a chariot driver guiding two horses
   c. a bull and an ox pulling in opposite directions
   d. a still lake disrupted by ripples from a stone

Answer: b
Difficulty Level: Difficult
Topic: The Story of Personality Psychology
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Remember the Facts
APA Learning Objective: 1.3 Portray significant aspects of the history of psychological science.

9. Where do the roots of modern trait theory begin?
   a. Henry Murray's approach to understanding motivation
   b. Carl Jung's psychodynamic view of the self
   c. James Cattell's early work on mental testing
   d. Hippocrates's and Galen's idea of "humors"

Answer: d
Difficulty Level: Moderate
Topic: The Story of Personality Psychology
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Remember the Facts
APA Learning Objective: 1.3 Portray significant aspects of the history of psychological science.

10. Which example represents the assessment and measurement root of personality psychology?
    a. administering a test of extraversion to a large group of people
    b. proposing a set number of traits that define the entirety of personality
    c. developing a personality theory based on people's unconscious impulses
    d. drawing conclusions about personality dimensions based on works of fiction by great authors

Answer: a
Difficulty Level: Easy
Topic: The Story of Personality Psychology
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Apply What You Know
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

11. What question would a trait theorist be most likely to ask?
    a. "Why are thoughts and behaviors products of momentary experiences?"
    b. "What are the unconscious drives that motivate human behavior?"
    c. "How do situational constraints influence behavior?"
    d. "Which core personality dimensions determine individual differences?"

Answer: d
Difficulty Level: Moderate
Topic: The Story of Personality Psychology
Learning Objective: 1.1 Define personality, and describe its history and scope.
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12. How is the psychodynamic root of personality psychology represented?
    a. through objective quantification of terms such as *trait* or *goal*
    b. in the development of objective measures of personality traits
    c. by acknowledging unconscious mental structures that influence thought and behavior
    d. through an exhaustive catalog of needs that are expressed in human behavior
Answer: c
Difficulty Level: Moderate
Topic: The Story of Personality Psychology
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

13. Why is the study of the self important to personality psychology?
    a. The "self" is an unconscious ideal and therefore contributes to the psychodynamic approach.
    b. This area of investigation examines questions of identity.
    c. *Selves* and *traits* can be used interchangeably.
    d. The study of the self allowed personality psychology to become a quantitative science.
Answer: b
Difficulty Level: Moderate
Topic: The Story of Personality Psychology
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Analyze It
APA Learning Objective: 2.1 Exercise scientific reasoning to investigate psychological phenomena.

14. At its core, what does personality psychology deal with?
    a. how social settings determine the actions a person takes
    b. ways to apply basic scientific insights to the concerns of everyday life
    c. fundamental questions about who we are and how we got that way
    d. whether human nature is better characterized as a process of stability or a process of change
Answer: c
Difficulty Level: Moderate
Topic: Personality Psychology as a Hub Field
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Analyze It
APA Learning Objective: 2.1 Exercise scientific reasoning to investigate psychological phenomena.

15. What is meant when psychology is called a "hub" field?
    a. It is an area of study that links and unifies other areas of study.
    b. "Hub" fields attract a small number of researchers investigating a single, highly focused topic.
    c. It is a field of inquiry that is tangential to other major, more substantial fields.
    d. "Hub" fields represent areas of study that have reached a theoretical dead end.
Answer: a
Difficulty Level: Moderate
Topic: Personality Psychology as a Hub Field
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

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16. Personality psychology is considered a _____ topic because of its relationship to other areas within psychology.
    a. borderline
    b. hub
    c. marginal
    d. first-level
Answer: b
Difficulty Level: Easy
Topic: Personality Psychology as a Hub Field
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

17. In relation to personality psychology, neuroscientists study _____.
    a. how people's personalities change as they grow older
    b. the relationship between personality traits and mental health
    c. the extent to which unconscious processes drive observable behavior
    d. how personality can be influenced and determined by brain activity
Answer: d
Difficulty Level: Moderate
Topic: Personality Psychology as a Hub Field
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Remember the Facts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

18. In relation to personality psychology, developmental psychologists might be particularly interested in _____.
    a. how people's personalities change as they grow older
    b. the extent to which unconscious processes drive observable behavior
    c. the relationship between personality traits and mental health
    d. how personality can be influenced and determined by brain activity
Answer: a
Difficulty Level: Moderate
Topic: Personality Psychology as a Hub Field
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Remember the Facts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

19. In relation to personality psychology, a clinical psychologist would likely study _____.
    a. how people's personalities change as they grow older
    b. the relationship between personality traits and mental health
    c. the personality traits of people in the workforce
    d. how personality can be influenced and determined by brain activity
Answer: b
Difficulty Level: Moderate
Topic: Personality Psychology as a Hub Field
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Remember the Facts
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20. Industrial-organizational psychologists interested in personality would most likely study _____.
    a. how people's personalities change as they grow older
    b. the relationship between personality traits and mental health
    c. the personality traits of people in the workforce
    d. the extent to which unconscious processes drive observable behavior
Answer: c
Difficulty Level: Moderate
Topic: Personality Psychology as a Hub Field
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Remember the Facts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

21. Which question addressed in social psychology would apply to the study of personality?
    a. how people's personalities change as they grow older
    b. the extent to which personality traits predict good or poor mental health
    c. whether personality traits influence people's productivity in the workplace
    d. how a person's self-concept and self-esteem contribute to personality development
Answer: d
Difficulty Level: Moderate
Topic: Personality Psychology as a Hub Field
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Apply What You Know
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

22. Understanding personality psychology produces the benefit of being able to _____.
    a. change one's core personality dimensions into an entirely different set of traits
    b. understand the findings in all other hub fields related to personality psychology
    c. understand one's own personality and the personality of friends and family members
    d. eliminate undesirable traits from your own personality structure
Answer: c
Difficulty Level: Easy
Topic: Personality Psychology as a Hub Field
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Remember the Facts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

23. Which statement is correct regarding the benefits of measuring your own personality?
    a. Your results will tell you whether you are above or below average for different traits.
    b. You will appreciate why questionnaires are not a good way to assess personality.
    c. You will learn "tricks" to alter your personality in socially desirable ways.
    d. Your results will identify areas of personal weakness that you need to modify.
Answer: a
Difficulty Level: Moderate
Topic: Personality Psychology as a Hub Field
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Understand the Concepts
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24. How can learning about personality psychology help you in your day-to-day life?
    a. It can reveal spiritual principles that guide daily decision-making.
    b. It can identify career paths that might be suited to your personality.
    c. It can help you to be a better driver.
    d. It can help you to choose healthier foods.
Answer: b
Difficulty Level: Moderate
Topic: Personality Psychology as a Hub Field
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Understand the Concepts
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

25. A person who is shy and reserved would be described by the trait term _____.
    a. introversion
    b. agreeableness
    c. conscientiousness
    d. openness to experience
Answer: a
Difficulty Level: Easy
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

26. A person who is outgoing and assertive would be described by the trait term _____.
    a. introversion
    b. agreeableness
    c. extraversion
    d. neuroticism
Answer: c
Difficulty Level: Easy
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

27. Jacques is outgoing and talkative and loves to make new friends. Most people would assume that Jacques is low in _____.
    a. introversion
    b. agreeableness
    c. conscientiousness
    d. openness to experience
Answer: a
Difficulty Level: Easy
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Apply What You Know
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28. Mance is gregarious, sociable, assertive, and enthusiastic. Most people would assume that Mance is high in _____.
    a. conscientiousness
    b. introversion
    c. extraversion
    d. neuroticism
Answer: c
Difficulty Level: Easy
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Apply What You Know
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

29. The conceptual opposite of _____ is shyness.
    a. conscientiousness
    b. agreeableness
    c. extraversion
    d. openness to experience
Answer: c
Difficulty Level: Moderate
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

30. What do trait terms such as *introversion* and *extraversion* represent?
    a. linguistic conventions for describing otherwise indescribable qualities
    b. ways in which personality manifests in behavior
    c. unconscious motivations that guide behavior
    d. theoretical constructs in need of scientific validation
Answer: b
Difficulty Level: Difficult
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Analyze It
APA Learning Objective: 1.5 Provide examples of psychology's integrative themes.

31. What do Facebook posts, text messages, or computer preferences have in common in an investigation of personality?
    a. They represent self-reports that people provide.
    b. They are questionnaire-based methods of investigation.
    c. They are unreliable measures of personality dimensions.
    d. They are behavioral measures that can reveal underlying personality traits.
Answer: d
Difficulty Level: Moderate
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Understand the Concepts
APA Learning Objective: 2.2 Interpret, design, and evaluate psychological research.

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32. Courtney can be described as a very nervous and anxious person. Based on these personality characteristics, what feature are they likely to look for when choosing personal technology, such as a computer or smartphone?
    a. low price
    b. many possible configurations
    c. ease of use
    d. a lot of technical literature to read
Answer: c
Difficulty Level: Moderate
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Apply What You Know
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

33. How accurately can people judge the personality dimensions of someone based on that person's Facebook posts, Instagram accounts, or other online activities?
    a. not at all accurately
    b. a little better than chance
    c. quite accurately
    d. perfectly
Answer: c
Difficulty Level: Easy
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Remember the Facts
APA Learning Objective: 2.2 Interpret, design, and evaluate psychological research.

34. Who would most likely update a Facebook post with externally directed information?
    a. someone high in introversion
    b. someone high in extraversion
    c. someone low in extraversion
    d. someone low in openness to experience
Answer: b
Difficulty Level: Moderate
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Understand the Concepts
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

35. Who would most likely update a Facebook post with internally directed information?
    a. someone high in introversion
    b. someone high in extraversion
    c. someone low in neuroticism
    d. someone high in openness to experience
Answer: a
Difficulty Level: Moderate
Topic: Where Can We See Personality?
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36. Bernardo just updated his Facebook status, writing, "I just finished reading a great book. I wish there was a sequel." Based on what you know about personality research and social media habits, Bernardo most likely _____.

a. has an unstable personality
b. is an introvert
c. is an extravert
d. has not used Facebook before

Answer: b
Difficulty Level: Easy
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Apply What You Know
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

37. Shlomo leaves many comments on his friends' Facebook pages, and he has many Facebook friends to begin with. His own Facebook page is filled with photos of himself and his real-life friends in a variety of situations. Shlomo is likely to be _____.

a. is unfamiliar with Facebook
b. is high in extraversion
c. is a lonely person
d. is quiet, shy, and reserved

Answer: b
Difficulty Level: Moderate
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Apply What You Know
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

38. Raquel just updated her Facebook status, writing, "Thanks, girl, for the amazing birthday party! It was a totes magotes blast y'all! Much love. <kissy-face emoji>" Based on what you know about personality research and social media habits, Raquel most likely _____.

a. is an introvert
b. is low in agreeableness
c. is an extravert
d. has an unstable personality

Answer: c
Difficulty Level: Easy
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
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39. How accurately can people judge someone's personality dimensions based on their personal spaces, such as a bedroom or an office?
    a. not at all accurately
    b. a little better than chance
    c. quite accurately
    d. perfectly
Answer: c
Difficulty Level: Easy
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Remember the Facts
APA Learning Objective: 2.2 Interpret, design, and evaluate psychological research.

40. Dwight is a middle manager at a midsized paper wholesaler. His office furniture consists of his desk, his chair, a table lamp, and a single chair to accommodate one visitor at a time. Apart from work-related items (such as his computer or telephone), there are no personal photographs or knickknacks on his desk. What would you conclude about Dwight's personality?
    a. He is high in introversion.
    b. He enjoys going to parties.
    c. He likes to socialize with his coworkers.
    d. He is high in extraversion.
Answer: a
Difficulty Level: Moderate
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Apply What You Know
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

41. Based on behavioral measures of personality, a reliable association between being anxious and depressed and _____ can be established.
    a. hosting large parties
    b. wearing dark clothing
    c. having many pets
    d. being sociable
Answer: b
Difficulty Level: Easy
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
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42. Beginning in the 1960s, social psychologists found compelling evidence that the presence of other people and the environment one is in, collectively known as the _____, was primarily responsible for eliciting a person's behavior.
    a. personal environment
    b. collective space
    c. bystander effect
    d. situation
Answer: d
Difficulty Level: Easy
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Remember the Facts
APA Learning Objective: 1.3 Portray significant aspects of the history of psychological science.

43. Which social psychologist conducted a well-known and controversial experiment that found that most people would obey an experimenter's orders to administer a high level of electric shock to another person?
    a. Sigmund Freud
    b. William James
    c. Walter Mischel
    d. Stanley Milgram
Answer: d
Difficulty Level: Moderate
Topic: Person and Situation
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Skill Level: Remember the Facts
APA Learning Objective: 1.3 Portray significant aspects of the history of psychological science.

44. Which psychologist argued that the effects of personality on a person's behavior were too small to matter?
    a. George Herbert Mead
    b. Sam Gosling
    c. Walter Mischel
    d. Stanley Milgram
Answer: c
Difficulty Level: Moderate
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
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45. Beginning in the 1960s, many personality psychologists objected to the notion that situational constraints determined behavior. What argument did they advance instead?
    a. Personality traits do not really exist.
    b. The idea of a situational context is fictitious.
    c. Stable personality traits can predict behavior reliably.
    d. The effects of personality on behavior are too small to matter.
Answer: c
Difficulty Level: Moderate
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Understand the Concepts
APA Learning Objective: 1.3 Portray significant aspects of the history of psychological science.

46. The view that stable personality traits predict behavior versus the view that circumstances have much greater predictive power is called the _____ debate.
    a. nature–nurture
    b. situation–person
    c. person–situation
    d. extraversion–introversion
Answer: c
Difficulty Level: Easy
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

47. Simone believes that people have consistent behavioral tendencies that are identifiable and impactful across situations. She is on the _____ side of an enduring debate between personality psychologists and social psychologists.
    a. situation
    b. nature
    c. nurture
    d. person
Answer: d
Difficulty Level: Moderate
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Understand the Concepts
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48. Chico believes that people do not display consistent behavioral tendencies across situations. Chico is on the _____ side of an enduring debate between personality psychologists and social psychologists.
    a. situation
    b. nature
    c. nurture
    d. person
Answer: a
Difficulty Level: Moderate
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Apply What You Know
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

49. The person–situation debate caused a crisis in the field of psychology during the _____.
    a. 1940s
    b. 1950s
    c. 1960s
    d. 1970s
Answer: c
Difficulty Level: Easy
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Remember the Facts
APA Learning Objective: 1.3 Portray significant aspects of the history of psychological science.

50. Some researchers argue that genetics is the primary cause of personality traits, whereas other researchers argue that environmental factors cause personality traits. This disagreement is generally known as the _____ debate.
    a. nature–nurture
    b. situation–context
    c. person–situation
    d. extraversion–introversion
Answer: a
Difficulty Level: Easy
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

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51. To what extent do personality traits and situational constraints predict behavior?
    a. Only the situation influences a person's behavior.
    b. Only personality influences a person's behavior.
    c. Situations determine traits, which then determine behavior.
    d. Both factors predict behavior about equally well.
Answer: d
Difficulty Level: Moderate
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

52. When personality is measured, such as using questionnaire self-reports, respondents are asked to report their _____ traits and behaviors.
    a. preferred
    b. least preferred
    c. unusual
    d. usual
Answer: d
Difficulty Level: Easy
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Remember the Facts
APA Learning Objective: 2.1 Exercise scientific reasoning to investigate psychological phenomena.

53. _____ is a personality trait that includes being neat, organized, and achievement-motivated.
    a. Agreeableness
    b. Conscientiousness
    c. Openness to experience
    d. Extraversion
Answer: b
Difficulty Level: Easy
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

54. Dominique is high on the trait of conscientiousness. It is likely that Dominique will _____.
    a. rarely be late to an event
    b. consistently be late to scheduled events
    c. never be late to scheduled events
    d. not apologize after arriving late to an event
Answer: a
Difficulty Level: Moderate
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Understand the Concepts
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

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55. Why was the original person–situation debate ill-conceived?
    a. It is unreasonable to assume that typical or usual personality tendencies will predict behavior perfectly across the vast variety of situations in which people find themselves.
    b. Personality had not yet been established as an identifiable discipline in the 1960s; any outcomes based on personality measures were tentative at best.
    c. Nature-versus-nurture is a much more important question to ask than whether it is the person or the situation that determines behavior.
    d. The situations social psychologists investigated were usually mundane or trivial; high-impact situations were needed to reveal the true contributions of traits and the situation.

Answer: a
Difficulty Level: Difficult
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Analyze It
APA Learning Objective: 2.1 Exercise scientific reasoning to investigate psychological phenomena.

56. Psychologists now recognize that _____.
    a. situational forces are the primary determinants of behavior
    b. personality traits are the true determinants of behavior
    c. neither the situation nor the person determines behavior; genetics does
    d. personality traits within a situational context determine behavior

Answer: d
Difficulty Level: Easy
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

57. You and your friends enroll in different universities. Over time, you notice that your friends seem very different from who they were in high school. This is an example of _____.
    a. personality being affected by experiences
    b. people responding differently to the same situation
    c. people choosing their situation
    d. people changing the situations they enter

Answer: a
Difficulty Level: Moderate
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Understand the Concepts
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

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58. Some of your friends love going to parties, whereas others refuse to attend or simply put in an appearance and then leave quickly. This is an example of _____.
    a. personality being influenced by experiences
    b. people responding differently to the same situation
    c. people choosing their situations
    d. people changing the situations they enter
Answer: b
Difficulty Level: Moderate
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Understand the Concepts
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

59. Reggie has been hanging out with the wrong crowd, missing class, being disrespectful to his parents, and showing up late to his part-time job. He realizes that his behavior needs to change. He avoids his old friends and works hard at being punctual and polite. He joins a local bocce ball team to make new friends. What is Reggie trying to change?
    a. his situation
    b. his history
    c. his personality
    d. his career
Answer: a
Difficulty Level: Moderate
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Apply What You Know
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

60. What do most scientific studies of personality try to determine?
    a. how a single score on a personality measure reveals an overall pattern of behavior
    b. the life history of a specific individual based on their scores on a questionnaire
    c. general answers to important questions about the personality and behaviors of a group of people
    d. why maladaptive personality traits lead people to perform harmful behaviors
Answer: c
Difficulty Level: Moderate
Topic: Where Will We Go Next?: What You Will Learn in This Book
Learning Objective: 1.4 Discuss some of the major topics in personality psychology.
Skill Level: Analyze It
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

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Short Answer Questions

61. Define *personality*.
Answer: *Personality* refers to someone's usual pattern of behavior, feelings, and thoughts.
Difficulty Level: Moderate
Topic: Defining Personality
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Remember the Facts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

62. What does *usual* mean when referencing someone's "usual pattern of behavior, feelings, and thoughts?"
Answer: *Usual* refers to how someone typically acts across time and situations.
Difficulty Level: Moderate
Topic: Defining Personality
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

63. What other branches of psychology are influenced by personality psychology?
Answer: The other branches of psychology influenced by personality psychology are clinical psychology, industrial-organizational psychology, neuroscience, social psychology, and developmental psychology.
Difficulty Level: Moderate
Topic: Personality Psychology as a Hub Field
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Understand the Concepts
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

64. What is extraversion, and what is its conceptual opposite?
Answer: Extraversion is a fundamental personality trait that refers to how outgoing, assertive, and talkative someone is. It is the opposite of introversion.
Difficulty Level: Moderate
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

65. What would an extravert's office typically have in it?
Answer: An extravert's office will probably have a comfortable place for a guest to sit so that people will stop by and chat, perhaps a candy dish to welcome visitors, and, generally, an open and inviting atmosphere.
Topic: Where Can We See Personality?
Difficulty Level: Difficult
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Apply What You Know
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

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66. Describe the person–situation debate.
Answer: The person–situation debate is a disagreement between researchers who hold the view that stable personality traits predict a person's behavior and other researchers who hold the view that personality does not actually exist and that the situation is much more important in determining a person's behavior.
Difficulty Level: Moderate
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

67. What question is raised about personality by the nature–nurture debate?
Answer: The nature–nurture debate questions whether genetic or environmental factors shape a person's personality traits.
Difficulty Level: Moderate
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Understand the Concepts
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

68. Are people's behaviors completely consistent? Explain.
Answer: No, people's behaviors are not completely consistent. For this reason, on personality measures, people are asked to report their *usual* traits and behaviors.
Difficulty Level: Difficult
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Apply What You Know
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

69. Are we "prisoners of our personality"?
Answer: We are not prisoners of our personality. Personality may affect how we typically behave, but we can modify it to some extent.
Difficulty Level: Difficult
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Apply What You Know
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

70. You have always lived in a small Midwestern town. Your best friend moved to Manhattan a year ago. The two of you were very similar when you attended high school together, but now you seem so different. How can personality be impacted by one's environment?
Answer: Personality and situational contexts work together to influence a person's behavior. Your and your friend's personalities have been affected by life experiences and by the environments in which you find yourselves.
Difficulty Level: Difficult
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Apply What You Know
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

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Essay Questions

71. Why should some degree of stability be expected when assessing and describing personality traits?
Answer: A good answer would include the following key points:
- Personality reflects usual patterns of behavior, thoughts, and feelings.
- As such, a person who is anxious in one situation ought to be anxious in other, similar situations, just as a person who is generally outgoing should be outgoing most of the time.
- Although situations can certainly affect an individual's behavior, the stability of traits means that those traits should be recognizable across situations and over time.

Difficulty Level: Difficult
Topic: Defining Personality
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Analyze It
APA Learning Objective: 2.1 Exercise scientific reasoning to investigate psychological phenomena.

72. How does personality shape a person's life?
Answer: A good answer would include the following key points:
- Personality shapes our lives by affecting our choice of hobbies, careers, relationships, and more.
- It can affect satisfaction in our marriages and careers, as well as our physical and mental health.

Difficulty Level: Difficult
Topic: Defining Personality
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Apply What You Know
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

73. Why is personality psychology considered to be a hub field?
Answer: A good answer would include the following key points:
- Personality psychology is a hub field because it is at the center of a web of subareas within psychology, such as industrial-organizational psychology, clinical psychology, developmental psychology, social psychology, and neuroscience.
- Hub fields both contribute to and draw from other related areas of study.

Difficulty Level: Difficult
Topic: Personality Psychology as a Hub Field
Learning Objective: 1.1 Define personality, and describe its history and scope.
Skill Level: Analyze It
APA Learning Objective: 1.2 Develop a working knowledge of psychology's major subfields.

74. Compare extraversion and introversion.
Answer: A good answer would include the following key points:
- Extraversion is a personality trait characterized by being outgoing, assertive, and talkative.
- Introversion is a personality trait characterized by being quiet and reserved.
- Extraversion and introversion represent opposite ends of a primary personality dimension.

Difficulty Level: Difficult
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Analyze It
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

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75. Can observers accurately determine someone's personality based on that person's Facebook page?
Answer: A good answer would include the following key points:

- Yes. Researchers have found that observers can infer someone's personality, particularly their level of extraversion, by reviewing the posts, comments, photographs, and other elements of that person's Facebook page.
- Facebook profiles and personal web pages are usually consistent with an individual's true personality, rather than a projected, ideal, or desired personality.

Difficulty Level: Difficult
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Apply What You Know
APA Learning Objective: 2.2 Interpret, design, and evaluate psychological research.

76. What kinds of posts do extraverts and introverts share with others online?
Answer: A good answer would include the following key points:

- Extraverts tend to focus on going out, building and maintaining relationships, and experiencing positive emotions. They post about activities with others, such as attending parties, going to events, and meeting people.
- Introverts are more likely to post about solitary pursuits, such as reading a book or hiking alone.

Difficulty Level: Difficult
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Apply What You Know
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

77. How is personality revealed in the way a person dresses?
Answer: A good answer would include the following key points:

- Research indicates that aspects of personality are reflected in physical appearance.
- People high in vanity and self-centeredness are more likely to wear stylish, expensive clothes and to maintain a well-groomed appearance.
- People with higher levels of depression and anxiety are more likely to wear darker clothing.

Difficulty Level: Difficult
Topic: Where Can We See Personality?
Learning Objective: 1.2 Describe various contexts in which personality might appear.
Skill Level: Analyze It
APA Learning Objective: 2.1 Exercise scientific reasoning to investigate psychological phenomena.

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78. What have psychologists found regarding the factors that influence a person's behavior?
Answer: A good answer would include the following key points:

- Psychologists have found that both the situation and one's personality influence behavior.
- Sometimes people can be strongly influenced by others, as Stanley Milgram found when studying obedience to authority.
- In other cases, personality dimensions are stronger predictors of behavior than they might first appear to be.
- Personality and social psychologists generally agree that a person–situation interaction provides the best explanation of the determinants of behavior in a given context.

Difficulty Level: Difficult
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Analyze It
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

79. Compare the person–situation debate to the nature–nurture debate.
Answer: A good answer would include the following key points:

- Both the person–situation and nature–nurture debates concern how personality develops and what effects it has.
- The person–situation debate focuses on whether stable personality traits predict behavior, or whether personality does not exist and situational forces are more important in predicting behavior.
- The nature–nurture debate grapples with whether genetics or a person's environment causes specific personality traits to emerge.

Difficulty Level: Difficult
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Analyze It
APA Learning Objective: 1.1 Describe key concepts, principles, and theories in psychological science.

80. How can the person and situation work together to influence our behavior?
Answer: A good answer would include the following key points:

- A person–situation interaction occurs when the person and the situation work together to determine behavior. Several factors can work together to influence behavior.
- Personality can be influenced by experiences.
- People may respond differently to the same situation.
- We choose our situations.
- We may change the situations we enter.

Difficulty Level: Difficult
Topic: Person and Situation
Learning Objective: 1.3 Describe the two sides of the person–situation debate, how the debate was resolved, and the conditions under which personality can best predict behavior.
Skill Level: Apply What You Know
APA Learning Objective: 1.4 Apply psychological content to solve practical problems.

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