Introduction to Theories of Personality 9th edition Olson Test Bank

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Instructor's Resource Manual and Test Bank

Rachel C. Willis

An Introduction to Theories of Personality
Ninth Edition

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CHAPTER 1: WHAT IS PERSONALITY?

Chapter Outline

I. Three Concerns of Personality Theory
II. Proposed Determinants of Personality
    A. Genetics
    B. Traits
    C. Sociocultural determinants
    D. Learning
    E. Existential-humanistic considerations
    F. Unconscious mechanisms
    G. Cognitive processes
    H. Personality as a composite of the above factors
III. Questions Confronting the Personality Theorist
    A. What is the relative importance of the past, present, and future?
    B. What motivates human behavior?
    C. How important is the concept of self?
    D. How important are unconscious mechanisms?
    E. Is human behavior freely chosen or is it determined?
    F. What can be learned by asking people about themselves?
    G. Uniqueness versus commonality
    H. Are people controlled internally or externally?
    I. How are the mind and the body related?
    J. What is the nature of human nature?
    K. How consistent is human behavior?
IV. How Do We Find the Answers?
    A. Epistemology
    B. Science
    C. Scientific Theory
    D. Synthetic function versus heuristic function
    E. Principle of verification
V. Science and Personality Theory
    A. Kuhn's view of science
    B. Popper's view of science

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1.1 Multiple Choice Questions

1) The term personality is derived from the Latin word persona, which means
A) mask.
B) mind.
C) brain.
D) the person.
Answer: A
Diff: 1
Page Ref: 1
Skill: Factual
LO: 1.1: Outline the issues in providing a comprehensive explanation of personality

2) According to Kluckhohn and Murray, every human being is
A) like every other human being
B) like apes
C) like animals
D) like machines
Answer: A
Diff: 1
Page Ref: 1, 2
Skill: Applied
LO: 1.1: Outline the issues in providing a comprehensive explanation of personality

3) According to the authors of your text, probably the most common lay explanation of personality is based on
A) learning.
B) cultural norms.
C) genetics.
D) existential-humanistic considerations.
Answer: C
Diff: 2
Page Ref: 2
Skill: Conceptual
LO: 1.2: Describe the factors that influence personality

4) The statement "He has an Irish temper" implies which of the following explanations of personality?
A) cultural expectations
B) learning
C) inherited characteristics
D) unconscious mechanisms
Answer: C
Diff: 1
Page Ref: 2
Skill: Conceptual
LO: 1.2: Describe the factors that influence personality

5) Findings by Bouchard and others suggest that the role of genetics in personality development is
A) substantial.
B) minimal.
C) nonexistent.
D) substantial in other animals but minimal in humans.
Answer: A
Diff: 2

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Page Ref: 3
Skill: Applied
LO: 1.2: Describe the factors that influence personality

6) The question "How much of an attribute is accounted for by heredity and how much of it is accounted for by experience?" defines the
A) mind-body problem.
B) nativism-empiricism controversy.
C) existential-humanistic controversy.
D) uniqueness-lawfulness controversy.
Answer: B
Diff: 2
Page Ref: 3
Skill: Conceptual
LO: 1.2: Describe the factors that influence personality

7) A person who believes that a person's IQ level is determined mainly by experience can be considered a(n)
A) empiricist.
B) existentialist.
C) humanist.
D) nativist.
Answer: A
Diff: 2
Page Ref: 3, 4
Skill: Conceptual
LO: 1.2: Describe the factors that influence personality

8) The researcher who is interested in knowing what organizations you belong to and the economic level of your family is stressing _____ determinants of personality.
A) genetic
B) sociocultural
C) existential-humanistic
D) unconscious
Answer: B
Diff: 2
Page Ref: 4
Skill: Conceptual
LO: 1.2: Describe the factors that influence personality

9) Those emphasizing the learning process in their explanation of personality are
A) nativists.
B) existentialists.
C) humanists.
D) empiricists.
Answer: D
Diff: 1
Page Ref: 4
Skill: Conceptual
LO: 1.2: Describe the factors that influence personality

10) Those theorists who say, "We are what we have been rewarded for being," emphasize _____ in their explanation of personality.
A) learning
B) genetics

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C) early experience
D) unconscious mechanisms
Answer: A
Diff: 2
Page Ref: 4
Skill: Conceptual
LO: 1.2: Describe the factors that influence personality

11) According to the theorist emphasizing the learning process in the explanation of personality, the difference between a successful person and an unsuccessful person is found in
A) cultural norms.
B) early experience.
C) the genes.
D) patterns of reward and punishment.
Answer: D
Diff: 1
Page Ref: 4
Skill: Conceptual
LO: 1.2: Describe the factors that influence personality

12) According to the theorist emphasizing the learning process in the explanation of personality, control _____ and you can control personality development.
A) inheritance
B) cultural expectations
C) patterns of reward and punishment
D) early experience
Answer: C
Diff: 2
Page Ref: 5
Skill: Conceptual
LO: 1.2: Describe the factors that influence personality

13) Theorists who emphasize the importance of either sociocultural determinants or learning in their explanations of personality are said to accept
A) nativism.
B) unconscious thought processes.
C) free will.
D) environmentalism.
Answer: D
Diff: 2
Page Ref: 5
Skill: Conceptual
LO: 1.2: Describe the factors that influence personality

14) Which of these questions is the existential-humanistic theorist likely to ask?
A) Why are you the way you are?
B) What have you been rewarded for being?
C) What does it mean to be you?
D) Why doesn't anyone like you?
Answer: C
Diff: 3
Page Ref: 5
Skill: Conceptual
LO: 1.2: Describe the factors that influence personality

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15) Who is most likely to ask the question, "What is the significance of your awareness that you ultimately must die?"
A) a learning theorist
B) a psychoanalytic theorist
C) an existential theorist
D) a geneticist
Answer: C
Diff: 2
Page Ref: 5
Skill: Conceptual
LO: 1.2: 1.2: Describe the factors that influence personality

16) The _____ theorist assumes that a person knows a great deal about the determinants of his or her own personality.
A) learning
B) trait
C) existential-humanistic
D) psychoanalytic
Answer: C
Diff: 3
Page Ref: 5
Skill: Conceptual
LO: 1.2: Describe the factors that influence personality

17) The so-called _____ theorist is most interested in studying lapses of memory.
A) learning
B) trait
C) existential-humanistic
D) depth
Answer: D
Diff: 3
Page Ref: 5
Skill: Conceptual
LO: 1.2: Describe the factors that influence personality

18) The theorist emphasizing the unconscious assumes the person knows _____ determinants of his or her own personality.
A) the unconscious
B) only the conscious
C) the existential-humanistic
D) few if any
Answer: D
Diff: 3
Page Ref: 5
Skill: Conceptual
LO: 1.2: Describe the factors that influence personality

19) According to Freud's or Jung's theories, the ultimate causes of behavior are
A) unconscious.
B) learned.
C) traits.
D) cultural norms.
Answer: A
Diff: 1
Page Ref: 5

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Skill: Applied
LO: 1.2: Describe the factors that influence personality

20) Which theory posits that your present experience and future goals are important determinants of personality?
A) Learning Theory
B) Existential-Humanistic Theory
C) Trait Theory
D) Cognitive Theory
Answer: D
Diff: 1
Page Ref: 5
Skill: Conceptual
LO: 1.2: Describe the factors that influence personality

21) Behavior that is pulled by the future rather than pushed by the past is called _____ behavior.
A) teleological
B) hedonistic
C) humanistic
D) existential
Answer: A
Diff: 1
Page Ref: 6
Skill: Conceptual
LO: 1.3: Summarize the personality theories on human nature

22) Hedonism refers to
A) the search for meaning.
B) the tendency to seek pleasure and avoid pain.
C) goal-directed behavior.
D) attraction to men named Don.
Answer: B
Diff: 1
Page Ref: 6
Skill: Factual
LO: 1.3: Summarize the personality theories on human nature

23) The _____ believes that knowing all the influences on a person at any given time makes it possible to predict that person's behavior with complete accuracy.
A) determinist
B) existentialist
C) free-willist
D) introspective

Answer: A
Diff: 3
Page Ref: 8
Skill: Conceptual
LO: 1.3: Summarize the personality theories on human nature

24) The intense study of the individual case is called _____ research.
A) idiographic
B) nomothetic
C) introspective
D) humanistic

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Answer: A
Diff: 1
Page Ref: 8
Skill: Factual
LO: 1.3: Summarize the personality theories on human nature

25) The study of the average performance of groups of individuals is called _____ research.
A) idiographic
B) nomothetic
C) introspective
D) humanistic
Answer: B
Diff: 1
Page Ref: 8
Skill: Factual
LO: 1.3: Summarize the personality theories on human nature

26) Variables controlling a person's behavior internally are called
A) person variables.
B) situation variables.
C) introspective variables.
D) unconscious variables.
Answer: A
Diff: 1
Page Ref: 8
Skill: Factual
LO: 1.3: Summarize the personality theories on human nature

27) Variables controlling a person's behavior externally are called
A) person variables.
B) situation variables.
C) introspective variables.
D) unconscious variables.
Answer: B
Diff: 1
Page Ref: 8
Skill: Factual
LO: 1.3: Summarize the personality theories on human nature

28) The mind-body problem consists of determining how
A) our behavior can be both freely chosen and determined at the same time.
B) mental events and bodily events are related to each other.
C) bodily experiences are similar to mental experiences.
D) the mind can inhibit undesirable behavior.
Answer: B
Diff: 3
Page Ref: 9
Skill: Conceptual
LO: 1.3: Summarize the personality theories on human nature

29) Which of the following positions on the mind-body problem states that there is really no problem because the mind does not exist?
A) physical monism
B) epiphenomenalism
C) parallelism

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D) interactionism
Answer: A
Diff: 1
Page Ref: 8
Skill: Factual
LO: 1.3: Summarize the personality theories on human nature

30) Which of the following positions on the mind-body problem claims that mental events are merely irrelevant byproducts of bodily events?
A) physical monism
B) epiphenomenalism
C) parallelism
D) interactionism
Answer: B
Diff: 1
Page Ref: 8
Skill: Factual
LO: 1.3: Summarize the personality theories on human nature

31) Which of the following positions on the mind-body problem claims that external events trigger mental and bodily events at the same time?
A) physical monism
B) epiphenomenalism
C) parallelism
D) interactionism
Answer: C
Diff: 1
Page Ref: 8
Skill: Factual
LO: 1.3: Summarize the personality theories on human nature

32) The _____ theory of human nature states that people become what they experience.
A) rationalistic
B) empirical
C) existential
D) animalistic
Answer: B
Diff: 2
Page Ref: 9
Skill: Conceptual
LO: 1.3: Summarize the personality theories on human nature

33) The _____ conception of human nature claims that we inherit behavioral predispositions from our evolutionary past, but these predispositions can be modified by rational thought or by cultural influence.
A) empirical
B) evolutionary
C) existential
D) mechanistic
Answer: B
Diff: 1
Page Ref: 9
Skill: Factual
LO: 1.3: Summarize the personality theories on human nature

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34) The _____ theory of human nature assumes that we are born basically good.
A) rationalistic
B) existential
C) animalistic
D) humanistic
Answer: D
Diff: 1
Page Ref: 9
Skill: Factual
LO: 1.3: Summarize the personality theories on human nature

35) Traditionally, most personality theorists have assumed that
A) people are basically selfish and animalistic.
B) people are consistent.
C) people have the tendency to lie and deceive.
D) people are basically good.
Answer: B
Diff: 1
Page Ref: 9
Skill: Factual
LO: 1.3: Summarize the personality theories on human nature

36) _____ is the study of knowledge.
A) Introspection
B) Empiricism
C) Epistemology
D) Rationalism
Answer: C
Diff: 1
Page Ref: 10
Skill: Factual
LO: 1.4: Describe the scientific method in studying personality

37) _____ is the belief that sensory experience is the basis of all knowledge.
A) Determinism
B) Rationalism
C) Empiricism
D) Hedonism
Answer: C
Diff: 1
Page Ref: 10
Skill: Factual
LO: 1.4: Describe the scientific method in studying personality

38) Scientific theory combines _____ and _____.
A) introspection; nativism
B) hedonism; epistemology
C) determinism; free will
D) rationalism; empiricism
Answer: D
Diff: 2
Page Ref: 10
Skill: Factual
LO: 1.4: Describe the scientific method in studying personality

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39) A theory's ability to explain several different observations is its _____ function.
A) synthetic
B) heuristic
C) empirical
D) deterministic
Answer: A
Diff: 1
Page Ref: 11
Skill: Factual
LO: 1.4: Describe the scientific method in studying personality

40) A theory's ability to generate new research is referred to as its _____ function.
A) synthetic
B) heuristic
C) empirical
D) deterministic
Answer: B
Diff: 1
Page Ref: 11
Skill: Factual
LO: 1.4: Describe the scientific method in studying personality

41) According to Hall and Lindzey, the most important question to ask when evaluating a personality theory is:
A) Does it generate empirical research?
B) Would it be approved by physical scientists?
C) Does it seem reasonable?
D) Does it explain everything that is known about personality?
Answer: A
Diff: 3
Page Ref: 11
Skill: Applied
LO: 1.4: Describe the scientific method in studying personality

42) In order to be useful, a scientific theory must
A) explain all phenomena in a research area.
B) generate new research.
C) be incapable of being proven incorrect.
D) refute current research
Answer: B
Diff: 2
Page Ref: 11
Skill: Conceptual
LO: 1.4: Describe the scientific method in studying personality

43) According to "the principle of verification," a theory is only useful if it
A) is correct.
B) is understood by scientists.
C) has interesting premises and conclusions.
D) can be tested.
Answer: D
Diff: 3
Page Ref: 11
Skill: Conceptual
LO: 1.4: Describe the scientific method in studying personality

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44) Thomas Kuhn called a point of view shared by a large number of scientists a
A) paradigm.
B) theory.
C) beam of light.
D) heuristic approach.
Answer: A
Diff: 1
Page Ref: 12
Skill: Applied
LO: 1.5: Summarize the various paradigms that guide research on personality

45) According to the authors of your text, the most important thing about paradigms is that
A) logically, only one can be correct.
B) they all generate different research methodologies.
C) both A and B
D) neither A nor B
Answer: B
Diff: 1
Page Ref: 13
Skill: Conceptual
LO: 1.5: Summarize the various paradigms that guide research on personality

46) According to Popper, before a theory can be considered scientific it must
A) make zero predictions.
B) be falsifiable.
C) make nothing but correct predictions.
D) be irrefutable.
Answer: B
Diff: 1
Page Ref: 14
Skill: Applied
LO: 1.5: Summarize the various paradigms that guide research on personality

47) Popper's principle of falsifiability is quite similar to
A) the principle of verification.
B) the Kuhn dictum.
C) the rationality debate.
D) the existential paradigm.
Answer: A
Diff: 3
Page Ref: 14
Skill: Applied
LO: 1.5: Summarize the various paradigms that guide research on personality

48) According to Marx and Goodson, progress in science occurs when
A) theories are wrong.
B) good people work together to solve problems.
C) technology makes the impossible possible.
D) theories are right.
Answer: A
Diff: 3
Page Ref: 14
Skill: Applied
LO: 1.5: Summarize the various paradigms that guide research on personality

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49) Which of the following would Popper consider to be nonscientific?
A) astrology
B) Freud's theory of personality
C) Einstein's theory of relativity
D) both A and B
Answer: D
Diff: 3
Page Ref: 14, 15
Skill: Applied
LO: 1.5: Summarize the various paradigms that guide research on personality

50) According to Popper's criteria, many theories of personality
A) are as scientifically sound as Einstein's theory.
B) are based on pre-paradigmatic science.
C) are not scientific.
D) are philosophical.
Answer: C
Diff: 1
Page Ref: 15
Skill: Applied
LO: 1.5: Summarize the various paradigms that guide research on personality

1.2 Questions for Essay or Discussion

1. In your opinion, what are the most important questions about human personality? In other words, what questions about human nature should be contained in a theory of personality?

2. In your opinion, can human personality be studied scientifically? Why or why not?

3. How important is it for a theory of personality to make risky, testable statements? Explain your answer.

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CHAPTER 2: SIGMUND FREUD

Chapter Outline

I. Biographical Sketch
- A. Born May 6, 1856, in Freiberg, Austria (now Pribor, Czech Republic)
- B. Entered medical school at University of Vienna at 17 years of age
- C. Entered private practice as a clinical neurologist in 1886
- D. Married in 1886
- E. Died September 23, 1939
- F. The Cocaine Incident
  1. Published six articles on the positive uses of cocaine
  2. Association with cocaine contributed to community scepticism regarding his theories

II. Three Early Influences on Freud's Theory
- A. Freud's visit with Charcot (1885): Experiments with hypnotism
- B. Freud's visit with Bernheim (1889): Further experiments with hypnotism
- C. Josef Breuer and the case of Anna O.
- D. The fate of Bertha Pappenheim

III. The Development of Free Association
- A. Freud abandoned hypnosis
- B. "The fundamental rule of psychoanalysis"
- C. Published *Studies in Hysteria* with Breuer
- D. *The Interpretation of Dreams,* 1900

IV. Instincts and Their Characteristics
- A. All aspects of human personality are derived from biological instincts
- B. Characteristics of instinct
  1. Source (bodily deficiency)
  2. Aim (correct the deficiency/restore balance)
  3. Object (reduces or removes deficiency)
  4. Impetus (determined by magnitude of deficiency)
- C. Life and death instincts
  1. Libido or Eros/the Life Instincts
  2. Thanatos/the Death Instinct

V. Divisions of the Mind
- A. The id
  1. Governed by the pleasure principle
  2. Acts through reflexes and wish fulfilment (primary processes)
- B. The ego
  1. Identification (matching id images with real objects)
  2. Governed by the reality principle
  3. Reality testing (secondary processes)
- C. The superego
  1. Conscience (from past punishments)
  2. Ego ideal (from past rewards)

VI. Cathexis and Anticathexis
- A. Influenced by Helmholtz's principle of conservation of energy
  1. Applied the principle to psychic energy
- B. Cathexis
  1. Investment of psychic energy in wish-images as ideas or fantasies
  2. Persists until the wish is satisfied
- C. Anticathexis
  1. Investment of psychic energy to prevent undesirable cathexes
- D. Displacement

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1. Superego and ego divert undesirable cathexes to alternative objects

VII. Anxiety
- A. Birth trauma and feeling of helplessness after birth
- B. Functions to warn us if actions or thoughts are dangerous
- C. Reality anxiety—related to real-world dangers
- D. Neurotic anxiety—fear that id will overpower the ego
- E. Moral anxiety—fear of actions or thoughts contrary to superego

VII. Ego-Defense Mechanisms
- A. Irrational attempts to protect against anxiety
  1. All ego defense mechanisms are unconscious
  2. All ego defense mechanisms falsify or distort reality
- B. Repression
  1. The basic defense mechanism—must occur before any of the others
  2. Prevention of ego-threatening thoughts from entering consciousness
     a) Primal repression: Protects against id impulses
     b) Repression proper: Protects against painful memories
- C. Displacement
  1. Substitution of one need for another that provokes anxiety
  2. Sublimation: Displacement that is advantageous for society
- D. Identification
  1. Ego attempts to match objects and events in the environment subjective to the wishes of the id
  2. Self-protection through affiliation with powerful persons or groups
- E. Denial of reality
  1. Denial of facts despite evidence to the contrary
- F. Projection
  1. Repression of anxiety-provoking truths about oneself and projecting them on others
- G. Undoing
  1. Use ritualistic acts to atone for past anxiety provoking actions
- H. Reaction formation
  1. Objectionable thoughts are repressed and opposite thoughts expressed
- I. Rationalization
  1. Logically explains anxiety-provoking actions or thoughts
- J. Intellectualization (isolation of affect)
  1. Ideas that cause distress are stripped of emotional content through logical analysis
- K. Regression
  1. Person returns to an earlier developmental stage when experiencing stress
- L. Altruistic surrender
  1. Lives in accordance with the values of a person perceived as superior
- M. Identification with the aggressor
  1. Internalizes the values and mannerisms of a feared person

VIII. Psychosexual Stages of Development
- A. Each stage has an erogenous zone as its greatest source of pleasure
- B. Too much or too little gratification causes fixation (substantial cathexes)
- C. Oral stage
  1. Pleasure from stimulation of mouth, lips, and tongue
  2. Early fixations result in oral-incorporative character
  3. Later fixations result in oral-sadistic character
- D. Anal stage
  1. Pleasure from stimulation of anus/buttocks
  2. Early fixations result in anal-expulsive character
  3. Later fixations result in anal-retentive character
- E. Phallic stage
  1. Pleasure from stimulation of penis

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2. Oedipus complex occurs during this stage for both male and female children
3. For boys, fear of father as dominant rival for mother's affection becomes castration anxiety
4. Girls attraction to mother reduced upon discovering a lack of penis; rejection of mother, coupled with attraction to father is known as penis envy
5. Both male and female children are bisexual

F. Latency stage
1. Sexual interests are repressed and displaced

G. Genital stage
1. Final stage of development
2. Characterized by adult, heterosexual interests

IX. Summary of Freud's Views on Feminine Psychology
A. Viewed women as failed or inferior men
B. Believed women to be morally inferior due to weak superego development
C. Admitted failure to understand women

X. Tapping the Unconscious Mind
A. Free association
B. Dream analysis
C. Parapraxes in everyday life: Unconscious revealed in action
D. Humor

XI. Modifications of the Freudian Legend
A. Freud's revision of his seduction theory
B. Problems with repression of memories
C. Problems with distortion of the "Freudian History"

XII. Evaluation
A. Empirical research
1. Attempts to replicate research produced mixed results

B. Criticisms
1. Internally inconsistent
2. Demonstrate male chauvinism
3. Overemphasize sexual motivation and unconscious motivation
4. Too pessimistic about human nature
5. Equating happiness with tension-free state occurring when all biological needs satisfied

C. Contributions
1. Overall value is positive
2. Importance of childhood sexuality in personality development
3. Ways people defend against anxiety
4. "Normal" and "abnormal" behavior determined by same processes
5. Many subsequent theories reactions to Freud

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2.1 Multiple Choice

1) Charcot observed that while a patient was hypnotized, he could create and remove paralyses in the patient at will. This demonstrated that
A) patients were malingerers.
B) physical symptoms could have a psychological origin.
C) physical symptoms had a physical origin.
D) physicians had supernatural powers.
Answer: B
Diff: 1
Page Ref: 20
Skill: Applied
LO: 2.2: Summarize the early influences on Freud's theory of personality

2) Hysteria is a term used to describe
A) psychosis.
B) a variety of symptoms such as paralysis and disturbances of sight and speech.
C) a general release of emotional tension.
D) children.
Answer: B
Diff: 1
Page Ref: 21
Skill: Factual
LO: 2.2: Summarize the early influences on Freud's theory of personality

3) Hystera is the Greek word for
A) uterus.
B) hysteria.
C) neurosis.
D) psychosis.
Answer: A
Diff: 1
Page Ref: 21
Skill: Factual
LO: 2.2: Summarize the early influences on Freud's theory of personality

4) The inability or difficulty in remembering what one did under hypnosis is referred to as
A) posthypnotic suggestion.
B) posthypnotic amnesia.
C) the Hippolyte effect.
D) hysteria
Answer: B
Diff: 1
Page Ref: 21
Skill: Factual
LO: 2.2: Summarize the early influences on Freud's theory of personality

5) From Bernheim's demonstration of posthypnotic suggestion, Freud learned that
A) behavior could be caused by unconscious ideas.
B) some patients could be hypnotized while others could not be.
C) previously unconscious thoughts could be made conscious.
D) hysteria was a "real" disorder and, therefore, had to be taken seriously by the medical community.
Answer: A
Diff: 2
Page Ref: 22

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Skill: Applied
LO: 2.2: Summarize the early influences on Freud's theory of personality

6) Breuer found that Anna O.'s condition improved when she openly expressed her feelings. He referred to this phenomenon as
A) hysteria.
B) transference.
C) catharsis.
D) transference.
Answer: C
Diff: 2
Page Ref: 22
Skill: Applied
LO: 2.2: Summarize the early influences on Freud's theory of personality

7) The phenomenon whereby an analyst forms an emotional attachment to a patient is called
A) catharsis.
B) transference.
C) countertransference.
D) cathexis.
Answer: C
Diff: 2
Page Ref: 22
Skill: Factual
LO: 2.2: Summarize the early influences on Freud's theory of personality

8) Which of the following did Freud call the fundamental rule of psychoanalysis?
A) hypnosis
B) free association
C) hand pressure
D) chimney sweeping
Answer: B
Diff: 1
Page Ref: 23
Skill: Applied
LO: 2.3: Understand the significance and development of Free Association

9) The major tool that Freud used in his self-analysis was
A) the interpretation of his own dreams.
B) looking at pictures of Anna O.
C) self-hypnosis.
D) free association.
Answer: A
Diff: 2
Page Ref: 24
Skill: Applied
LO: 2.3: Understand the significance and development of Free Association

10) Freud's theory is _____ because it assumes that humans continually seek pleasure and avoid pain.
A) deterministic
B) hedonistic
C) humanistic
D) rationalistic
Answer: B

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Diff: 1
Page Ref: 24
Skill: Applied
LO: 2.4: Outline the characteristics of instincts that drive personality

11) A bodily deficiency of some type is the _____ of an instinct.
A) source
B) aim
C) object
D) impetus
Answer: A
Diff: 1
Page Ref: 24
Skill: Factual
LO: 2.4: Outline the characteristics of instincts that drive personality

12) Those experiences or objects that reduce or remove a bodily deficiency are the _____ of an instinct.
A) source
B) aim
C) object
D) impetus
Answer: C
Diff: 1
Page Ref: 24
Skill: Factual
LO: 2.4: Outline the characteristics of instincts that drive personality

13) The removal of a bodily deficiency constitutes the _____ of an instinct.
A) source
B) aim
C) object
D) impetus
Answer: B
Diff: 1
Page Ref: 24
Skill: Factual
LO: 2.4: Outline the characteristics of instincts that drive personality

14) The magnitude of a bodily deficiency represents the _____ of an instinct.
A) source
B) aim
C) object
D) impetus
Answer: D
Diff: 1
Page Ref: 24
Skill: Factual
LO: 2.4: Outline the characteristics of instincts that drive personality

15) The psychic energy associated with the life instincts is called
A) libido.
B) impetus.
C) eros.
D) thanatos.

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Answer: A
Diff: 2
Page Ref: 25
Skill: Conceptual
LO: 2.4: Outline the characteristics of instincts that drive personality

16) Freud referred to the life instincts collectively as
A) thanatos.
B) eros.
C) impetus.
D) id.
Answer: B
Diff: 1
Page Ref: 25
Skill: Applied
LO: 2.4: Outline the characteristics of instincts that drive personality

17) Freud referred to the death instinct as
A) eros.
B) libido.
C) thanatos.
D) superego.
Answer: C
Diff: 1
Page Ref: 25
Skill: Applied
LO: 2.4: Outline the characteristics of instincts that drive personality

18) Freud claimed that the aim of all life is
A) sexual enjoyment.
B) self-actualization.
C) to benefit others.
D) death.
Answer: D
Diff: 2
Page Ref: 25
Skill: Applied
LO: 2.4: Outline the characteristics of instincts that drive personality

19) According to Freud, the most important derivative of the death instinct is
A) sexual enjoyment.
B) eros.
C) aggression.
D) death.
Answer: C
Diff: 2
Page Ref: 25
Skill: Applied
LO: 2.4: Outline the characteristics of instincts that drive personality

20) The _____ consists of pure, unadulterated, instinctual energy.
A) superego
B) ego
C) id
D) ego-ideal

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Answer: C
Diff: 2
Page Ref: 25
Skill: Conceptual
LO: 2.5: Describe the three divisions of the mind

21) The _____ demands immediate gratification of bodily needs.
A) id
B) superego
C) ego
D) ego-ideal
Answer: A
Diff: 1
Page Ref: 25
Skill: Conceptual
LO: 2.5: Describe the three divisions of the mind

22) The _____ is governed by the pleasure principle.
A) superego
B) ego
C) ego-ideal
D) id
Answer: D
Diff: 1
Page Ref: 25
Skill: Conceptual
LO: 2.5: Describe the three divisions of the mind

23) Freud suggested that the images conjured up by the id in order to temporarily reduce the tension associated with a need were
A) innate.
B) products of an individual's experiences.
C) learned from one's parents.
D) always sexual in nature.
Answer: A
Diff: 2
Page Ref: 25
Skill: Applied
LO: 2.5: Describe the three divisions of the mind

24) When a bodily need arises, the id conjures an image of an object that will satisfy the need. This exemplifies
A) reflex action.
B) wish fulfillment
C) substitution.
D) identification.
Answer: B
Diff: 3
Page Ref: 25
Skill: Conceptual
LO: 2.5: Describe the three divisions of the mind

25) Which of the following exemplifies a primary process?
A) eating when hungry
B) drinking when thirsty

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C) thinking of food when hungry
D) Both A and B
Answer: C
Diff: 2
Page Ref: 26
Skill: Conceptual
LO: 2.5: Describe the three divisions of the mind

26) The ego attempts to match the images of the id with objects and events in the real world. This process is called
A) the primary process.
B) sublimation.
C) identification.
D) primary gratification.
Answer: C
Diff: 1
Page Ref: 26
Skill: Factual
LO: 2.5: Describe the three divisions of the mind

27) The ego is governed by the
A) reality principle.
B) pleasure principle.
C) ego-ideal.
D) primary process.
Answer: A
Diff: 1
Page Ref: 26
Skill: Conceptual
LO: 2.5: Describe the three divisions of the mind

28) Which of the following is associated with the secondary processes?
A) superego
B) ego
C) id
D) ego-ideal
Answer: B
Diff: 2
Page Ref: 26
Skill: Conceptual
LO: 2.5: Describe the three divisions of the mind

29) Which of the following exemplifies a secondary process?
A) eating when hungry
B) drinking when thirsty
C) thinking of food when hungry
D) both A and B
Answer: D
Diff: 3
Page Ref: 26
Skill: Conceptual
LO: 2.5: Describe the three divisions of the mind

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30) The _____ reflects the internalized experiences for which the child had been consistently punished.
A) conscience
B) ego
C) ego-ideal
D) id
Answer: A
Diff: 2
Page Ref: 27
Skill: Conceptual
LO: 2.5: Describe the three divisions of the mind

31) The _____ is the internalized experiences for which the child has been consistently rewarded.
A) conscience
B) ego
C) ego-ideal
D) id
Answer: C
Diff: 2
Page Ref: 27
Skill: Conceptual
LO: 2.5: Describe the three divisions of the mind

32) The _____ constantly strives for perfection.
A) id
B) ego
C) superego
D) libido
Answer: C
Diff: 2
Page Ref: 27
Skill: Conceptual
LO: 2.5: Describe the three divisions of the mind

33) The ego must find objects or events that
A) satisfy the needs of the id.
B) satisfy the needs of the superego.
C) recall repressed memories.
D) satisfy wish fulfilment.
Answer: A
Diff: 2
Page Ref: 27
Skill: Conceptual
LO: 2.5: Describe the three divisions of the mind

34) _____ refers to the investment of energy in an image of an object that will satisfy a need.
A) Catharsis
B) Cathexis
C) Anticathexis
D) Displacement
Answer: B
Diff: 1
Page Ref: 28
Skill: Factual

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LO: 2.6: Describe Freud's concept of investment of psychic energy

35) According to Freud, the most overwhelming experience of anxiety humans have occurs when they are
A) sexually aroused.
B) out of money.
C) separated from their mother at birth.
D) in danger.
Answer: C
Diff: 2
Page Ref: 28
Skill: Applied
LO: 2.7: Distinguish among the types of anxiety

36) The function of anxiety, according to Freud, is to
A) make civilization possible.
B) assure ethical behavior.
C) warn a person that if he or she continues thinking or behaving in a certain way, he or she will be in danger.
D) aIlow parents to control their children.
Answer: C
Diff: 2
Page Ref: 28
Skill: Applied
LO: 2.7: Distinguish among the types of anxiety

37) The fear of real sources of danger in the environment is called _____ anxiety.
A) moral
B) neurotic
C) reality
D) environmental
Answer: C
Diff: 1
Page Ref: 28
Skill: Factual
LO: 2.7: Distinguish among the types of anxiety

38) _____ anxiety is the fear that the impulses of the id will overwhelm the ego and cause the individual to do something for which he or she could be punished.
A) Moral
B) Neurotic
C) Reality
D) Environmental
Answer: B
Diff: 2
Page Ref: 28
Skill: Factual
LO: 2.7: Distinguish among the types of anxiety

39) _____ is experienced when one feels that he or she is about to do something contrary to the values of his or her superego, and thus will experience guilt.

A) Moral anxiety
B) Neurotic anxiety
C) Reality anxiety

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D) Signal anxiety
Answer: A
Diff: 2
Page Ref: 28
Skill: Conceptual
LO: 2.7: Distinguish among the types of anxiety

40) Moral anxiety is
A) caused by real environmental dangers.
B) the fear of being punished by others for impulsive actions.
C) the internal punishment (guilt) experienced when the dictates of one's superego are violated.
D) the same as objective anxiety.
Answer: C
Diff: 2
Page Ref: 28, 29
Skill: Conceptual
LO: 2.7: Distinguish among the types of anxiety

41) _____ is the most basic ego-defense mechanism because, for any of the other ego-defense mechanisms to occur, it must occur first.
A) Displacement
B) Rationalization
C) Projection
D) Repression
Answer: D
Diff: 2
Page Ref: 29
Skill: Factual
LO: 2.8: Determine different expressions of ego-defense mechanisms

42) _____ is the basic mechanism by which the ego prevents anxiety, provoking thoughts from being entertained in consciousness.
A) Displacement
B) Identification
C) Repression
D) Rationalization
Answer: C
Diff: 1
Page Ref: 29
Skill: Factual
LO: 2.8: Determine different expressions of ego-defense mechanisms

43) According to Freud, anxiety-provoking id images can come from
A) repressed experiences occurring in one's lifetime.
B) the anxiety-provoking experiences of our ancestors.
C) both A and B
D) neither A nor B
Answer: C
Diff: 2
Page Ref: 29
Skill: Applied
LO: 2.8: Determine different expressions of ego-defense mechanisms

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44) Because Freud believed that the recurring anxiety-provoking experiences of our ancestors are inherited as part of our psyche, he can be considered a
A) Darwinian.
B) Lamarckian.
C) creationist.
D) behaviorist.
Answer: B
Diff: 3
Page Ref: 29
Skill: Applied
LO: 2.8: Determine different expressions of ego-defense mechanisms

45) You decide to call a friend and then conjure up his or her telephone number. According to Freud, in what part of the mind was the number before it was conjured up?
A) preconscious
B) unconscious
C) conscious
D) repressed
Answer: A
Diff: 3
Page Ref: 30
Skill: Applied
LO: 2.8: Determine different expressions of ego-defense mechanisms

46) When a cathexis that first involved one object now involves another object, _____ is said to have occurred.
A) development
B) displacement
C) need reduction
D) a primary process
Answer: B
Diff: 2
Page Ref: 30
Skill: Conceptual
LO: 2.8: Determine different expressions of ego-defense mechanisms

47) When displacement results in something advantageous to civilization, it is called
A) identification.
B) sublimation.
C) projection.
D) reaction formation.
Answer: B
Diff: 1
Page Ref: 30
Skill: Factual
LO: 2.8: Determine different expressions of ego-defense mechanisms

48) The term _____ is used to describe the tendency to increase personal feelings of worth by taking on characteristics of someone who is viewed as successful.
A) displaced affection
B) projection
C) sublimation
D) identification
Answer: D
Diff: 1

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Page Ref: 30
Skill: Factual
LO: 2.8: Determine different expressions of ego-defense mechanisms

49) Refusal to believe that a loved one has died exemplifies the ego defense of
A) denial of reality.
B) projection.
C) undoing.
D) reaction formation.
Answer: A
Diff: 2
Page Ref: 31
Skill: Conceptual
LO: 2.8: Determine different expressions of ego-defense mechanisms

50) The criminal who says, "The world is filled with crooks," is probably exemplifying
A) identification.
B) sublimation.
C) projection.
D) reaction formation.
Answer: C
Diff: 3
Page Ref: 31
Skill: Conceptual
LO: 2.8: Determine different expressions of ego-defense mechanisms

51) Apologizing after committing an unacceptable act exemplifies which of the following defense mechanisms?
A) intellectualization
B) denial of reality
C) undoing
D) reaction formation
Answer: C
Diff: 2
Page Ref: 31
Skill: Conceptual
LO: 2.8: Determine different expressions of ego-defense mechanisms

52) _____ involves repressing objectionable thoughts and expressing their opposites.
A) Reaction formation
B) Rationalization
C) Identification
D) Projection
Answer: A
Diff: 2
Page Ref: 31
Skill: Conceptual
LO: 2.8: Determine different expressions of ego-defense mechanisms

53) If a young woman is too extravagant in describing the love she has for her boyfriend, Freud would conclude that the
A) two should get married.
B) two are probably deeply in love.
C) relationship is probably in trouble.
D) woman is a nymphomaniac.

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Answer: C
Diff: 3
Page Ref: 32
Skill: Applied
LO: 2.8: Determine different expressions of ego-defense mechanisms

54) Which of the following defense mechanisms did Anna Freud add to those developed by her father and his colleagues?
A) undoing
B) intellectualization
C) denial of reality
D) altruistic surrender
Answer: D
Diff: 2
Page Ref: 32
Skill: Applied
LO: 2.8: Determine different expressions of ego-defense mechanisms

55) Which of the following defense mechanisms explains why some hostages develop affection toward their captors?
A) altruistic surrender
B) identification with the aggressor
C) reaction formation
D) undoing
Answer: B
Diff: 2
Page Ref: 32
Skill: Conceptual
LO: 2.8 Determine different expressions of ego-defense mechanisms

56) Freud believed that adult personality was formulated by
A) 62 years of age.
B) the end of the fifth year of life.
C) the end of the first year of life.
D) 40 years of age.
Answer: B
Diff: 2
Page Ref: 33
Skill: Applied
LO: 2.9: Summarize the effects of psychosexual development on personality

57) Each psychosexual stage has a(n) _____ associated with it, which is the greatest source of stimulation
and pleasure during that stage of development.
A) anxiety point
B) inferiority
C) erroneous zone
D) erogenous zone
Answer: D
Diff: 1
Page Ref: 33
Skill: Conceptual
LO: 2.9: Summarize the effects of psychosexual development on personality

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58) In order to make a smooth transition from one psychosexual stage to the next, the child must not be
A) repressed.
B) fixated.
C) breastfed.
D) gullible.
Answer: B
Diff: 2
Page Ref: 33
Skill: Conceptual
LO: 2.9: Summarize the effects of psychosexual development on personality

59) Undergratification or overgratification at a certain psychosexual stage results in
A) normal development.
B) sexual perversions.
C) fixation.
D) psychosis.
Answer: C
Diff: 3
Page Ref: 33
Skill: Conceptual
LO: 2.9: Summarize the effects of psychosexual development on personality

60) The _____ character places great importance on such activities as eating, drinking, smoking, and kissing.
A) oral-sadistic
B) oral-incorporative
C) anal-expulsive
D) anal-retentive
Answer: B
Diff: 2
Page Ref: 34
Skill: Conceptual
LO: 2.9: Summarize the effects of psychosexual development on personality

61) Sarcasm, cynicism, and ridicule typify the _____ character.
A) oral-sadistic
B) oral-incorporative
C) anal-expulsive
D) anal-retentive
Answer: A
Diff: 2
Page Ref: 34
Skill: Conceptual
LO: 2.9: Summarize the effects of psychosexual development on personality

62) The _____ character possesses the traits of stinginess, parsimony, orderliness, and perfectionism.
A) oral-incorporative
B) oral-sadistic
C) anal-expulsive
D) anal-retentive
Answer: D
Diff: 2
Page Ref: 34

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Skill: Conceptual
LO: 2.9: Summarize the effects of psychosexual development on personality

63) Freud believed that the phallic stage of development applied to both male and female children because
A) genital stimulation was not a factor in the development of either gender before the age of five.
B) he believed the clitoris to be a small penis and therefore both genders possessed a phallus.
C) both genders were sexually attracted to their mothers.
D) he completely ignored the development of female children.
Answer: B
Diff: 3
Page Ref: 34
Skill: Applied
LO: 2.9: Summarize the effects of psychosexual development on personality

64) According to Freud, adult sexual preferences are determined during the
A) oral stage.
B) anal stage.
C) phallic stage.
D) genital stage.
Answer: C
Diff: 2
Page Ref: 34
Skill: Applied
LO: 2.9: Summarize the effects of psychosexual development on personality

65) During which psychosexual stage does the Oedipus complex emerge?
A) oral stage
B) anal stage
C) phallic stage
D) genital stage
Answer: C
Diff: 2
Page Ref: 34
Skill: Factual
LO: 2.9: Summarize the effects of psychosexual development on personality

66) Which of the following, according to Freud, describes the healthy resolution of the Oedipus conflict for the male child?
A) He identifies with his father.
B) He identifies with his mother.
C) He becomes hostile toward his father.
D) He becomes hostile toward his mother.
Answer: A
Diff: 3
Page Ref: 34, 35
Skill: Applied
LO: 2.9: Summarize the effects of psychosexual development on personality

67) According to Freud, the female Oedipal complex is partially resolved when
A) her desire for her father generalizes to other men.
B) she identifies with her mother.
C) she begins to play with dolls.
D) she represses all sexual desires.
Answer: A

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Diff: 3
Page Ref: 35
Skill: Applied
LO: 2.9: Summarize the effects of psychosexual development on personality

68) During the _____ stage, sexual interests are displaced to substitute activities such as learning,
athletics, and peer group activities.
A) latency
B) phallic
C) anal
D) oral
Answer: A
Diff: 2
Page Ref: 36
Skill: Conceptual
LO: 2.9: Summarize the effects of psychosexual development on personality

69) The cornerstone of Freud's explanation of feminine psychology was
A) penis envy.
B) electra complex.
C) mother envy.
D) identification with the mother.
Answer: A
Diff: 2
Page Ref: 35
Skill: Applied
LO: 2.9: Summarize the effects of psychosexual development on personality

70) Concerning his efforts to understand feminine psychology, Freud
A) essentially admitted defeat.
B) was very pleased.
C) concluded that he had never really tried.
D) was disappointed that his explanation portrayed women more positively than men.
Answer: A
Diff: 2
Page Ref: 37
Skill: Applied
LO: 2.10: Summarize Freud's views on feminine psychology

71) The statement "Say whatever comes to your mind" describes the method of
A) hypnosis.
B) free association.
C) condensation.
D) dream analysis.
Answer: B
Diff: 1
Page Ref: 38
Skill: Conceptual
LO: 2.11: Describe how Freud investigated the unconscious mind

72) During the course of free association, Freud believed that signs of _____ were especially informative.
A) tranquility
B) friendship

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C) resistance
D) hysteria
Answer: C
Diff: 3
Page Ref: 38
Skill: Applied
LO: 2.11: Describe how Freud investigated the unconscious mind

73) In a dream, one dream element can represent several things at the same time. This exemplifies
A) synthesis.
B) dislocation.
C) condensation.
D) manifest content.
Answer: C
Diff: 2
Page Ref: 38
Skill: Conceptual
LO: 2.11: Describe how Freud investigated the unconscious mind

74) The fact that sexual intercourse may be symbolized in a dream as dancing exemplifies
A) displacement.
B) synthesis.
C) condensation.
D) extreme frustration.
Answer: A
Diff: 3
Page Ref: 38, 39
Skill: Conceptual
LO: 2.11: Describe how Freud investigated the unconscious mind

75) When we recall a dream, we describe its _____ or what it appears to be.
A) synthesis
B) latent content
C) manifest content
D) dream work
Answer: C
Diff: 1
Page Ref: 39
Skill: Conceptual
LO: 2.11: Describe how Freud investigated the unconscious mind

76) For Freud, the most important thing about a dream was its
A) manifest content.
B) latent content.
C) dream work.
D) synthesis.
Answer: B
Diff: 1
Page Ref: 39
Skill: Applied
LO: 2.11: Describe how Freud investigated the unconscious mind

77) Parapraxes refer to
A) the ability to see into the future.
B) the manifestation of repressed thoughts in a variety of "mistakes" in everyday life.

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C) the translation of mental conflicts into bodily disorders.
D) praxes that are not quite real.
Answer: B
Diff: 1
Page Ref: 39
Skill: Factual
LO: 2.11: Describe how Freud investigated the unconscious mind

78) Which of the following, according to Freud, can provide information about the contents of the unconscious mind?
A) displacement
B) condensation
C) lapses of memory
D) dream work
Answer: C
Diff: 3
Page Ref: 39, 40
Skill: Applied
LO: 2.11: Describe how Freud investigated the unconscious mind

79) According to Freud, in order for a joke to be funny it must
A) provoke anxiety.
B) involve a sexual theme.
C) contain aggressive statements.
D) involve death, sex, or politics.
Answer: A
Diff: 2
Page Ref: 40
Skill: Applied
LO: 2.11: Describe how Freud investigated the unconscious mind

80) In Freud's 1896 paper "The Aetiology of Hysteria," in which he presented his seduction theory of hysteria, all of the following were reported among the seducers of his female patients when they were children except
A) adult strangers.
B) nursemaids.
C) parents.
D) slightly older brothers.
Answer: C
Diff: 2
Page Ref: 41
Skill: Applied
LO: 2.12 Summarize the modifications to Freudian theories

81) Freud's seduction theory concerning the origin of hysteria claimed that it
A) resulted from a real sexual attack during childhood.
B) resulted from an imagined sexual attack during childhood.
C) did not have a sexual origin.
D) resulted from the guilt one experiences after having sex.
Answer: A
Diff: 1
Page Ref: 41
Skill: Applied
LO: 2.12 Summarize the modifications to Freudian theories

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82) Freud abandoned his seduction theory
A) because it was scientifically refuted.
B) for reasons that are unclear and still a matter of speculation.
C) because it was too simplistic.
D) because he discovered that it was simply wishful thinking.
Answer: B
Diff: 3
Page Ref: 41
Skill: Applied
LO: 2.12 Summarize the modifications to Freudian theories

83) According to Jeffrey Masson, Freud abandoned his seduction theory because
A) his wife urged him to do so.
B) he (Freud) lacked personal courage.
C) the theory was not a useful guide during analysis.
D) scientific evidence proved the theory to be incorrect.
Answer: B
Diff: 3
Page Ref: 41
Skill: Applied
LO: 2.12 Summarize the modifications to Freudian theories

84) According to Loftus, the reason so many patients enter therapy without memories of sexual abuse but leave with them is
A) therapists tell patients what they want to hear.
B) therapists are perceived by patients as similar to their parents and that perception triggers memories of
sexual abuse.
C) therapy releases such memories, that otherwise would remain repressed, for conscious consideration.
D) therapists often strongly suggest the existence of such memories in their patients.
Answer: D
Diff: 2
Page Ref: 42
Skill: Applied
LO: 2.12 Summarize the modifications to Freudian theories

85) A major criticism of Freudian theory is that it engages in _____ rather than _____.
A) rationalism; empiricism
B) hedonism; vitalism
C) postdiction; prediction
D) prediction; postdiction
Answer: C
Diff: 3
Page Ref: 43
Skill: Conceptual
LO: 2.13: Evaluate Freud's psychoanalytic theory

86) According to Popper, Freud's theory does not qualify as scientific because
A) it is not based on empirical observations.
B) it is not falsifiable.
C) the predictions it makes are too risky.
D) it employs no mathematics and therefore its concepts cannot be precisely measured.
Answer: B
Diff: 2

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Page Ref: 43
Skill: Applied
LO: 2.13: Evaluate Freud's psychoanalytic theory

87) Freud theory has been praised for
A) demonstrating the importance of anxiety as a determinant of human behavior.
B) emphasizing unconscious motivation.
C) engaging in postdiction.
D) being optimistic of human nature.
Answer: A
Diff: 3
Page Ref: 43, 44
Skill: Applied
LO: 2.13: Evaluate Freud's psychoanalytic theory

2.2 Questions for Essay or Discussion

1. Many students come to psychology courses with naive ideas about Freud's theory. After reading this chapter, which of your previously held ideas have been changed? Which have been confirmed?

2. Freud's theory places great importance on the role of unconscious processes. What evidence do you see from other areas in psychology or in your observations of human behavior to support the idea that people are often motivated by processes that are not under conscious control?

3. Discuss and develop examples from your own behavior that demonstrate the dynamics of cathexis, anticathexis, and displacement.

4. After reading about the ego-defense mechanisms, do you recognize any of these behaviors in yourself or others? Explain your answer with examples.

5. How would a Freudian use the concepts of fixation and regression to explain the behavior of a student who overeats during final examination week?

6. According to Freud, most humor will contain material that is either racist, sexist, mean, orinsulting. Why is this the case?

7. How could it be possible for a therapist to "create" false repressed memories for a patient?

8. Freudian psychotherapy attempts to lead the patient to insights about unresolved childhood conflicts and unconscious processes. From your understanding of memory and the unconscious, is it possible for a patient to gain accurate insights into these processes? Why or why not?

9. Do you find Freud's view of human nature to be pessimistic or optimistic? Explain.

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