Introducing Psychology 4th edition Schacter Test Bank

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Name:_____ Class:_____ Date:_____

Chapter 1 - True/False

1. Psychology is universally defined as the scientific study of observable behavior.
   a. True
   b. False
ANSWER: b

2. Today, most psychologists believe that the mind and brain are separate physical entities.
   a. True
   b. False
ANSWER: b

3. The Greek philosopher most associated with philosophical empiricism is Aristotle.
   a. True
   b. False
ANSWER: a

4. Philosophical empiricists believe that certain knowledge is innate.
   a. True
   b. False
ANSWER: b

5. Plato believed that certain types of knowledge are innate or inborn.
   a. True
   b. False
ANSWER: a

6. The classical Greek philosophers tested their theories using the scientific method.
   a. True
   b. False
ANSWER: b

7. René Descartes believed that the brain and the mind are fundamentally the same thing.
   a. True
   b. False
ANSWER: b

8. Broca's research was consistent with Hobbes's philosophical position that mental processes were grounded in the brain.
   a. True
   b. False
ANSWER: a

9. Broca's research was consistent with Descartes' philosophical position that mental processes were grounded

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Chapter 1 - True/False

in the brain.
a. True
b. False
ANSWER: b

10. Wilhelm Wundt first used reaction time to measure the speed of a nervous impulse.
a. True
b. False
ANSWER: b

11. Wilhelm Wundt opened the first psychology laboratory in Leipzig in 1879.
a. True
b. False
ANSWER: a

12. Helmholtz developed introspection as a tool for understanding the structure of consciousness.
a. True
b. False
ANSWER: b

13. Introspection as a scientific method failed because it did not generate replicable observations.
a. True
b. False
ANSWER: a

14. Functionalists depended on introspection to study subjective observations of personal experience.
a. True
b. False
ANSWER: b

15. Wilhelm Wundt believed that consciousness could be broken down into its component parts.
a. True
b. False
ANSWER: a

16. Wilhelm Wundt was most interested in the adaptive functions of consciousness.
a. True
b. False
ANSWER: b

17. The structuralist approach gradually faded, mostly because of the inadequacies of psychoanalysis.
a. True

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Chapter 1 - True/False

b. False

ANSWER: b

18. The work of William James was largely influenced by Darwin's theory of natural selection.
    a. True
    b. False

ANSWER: a

19. Functionalists focused their attention on the adaptive features of observable behavior.
    a. True
    b. False

ANSWER: b

20. William James did not believe that consciousness could be broken down into basic elements.
    a. True
    b. False

ANSWER: a

21. Functionalism was the dominant school of psychology from the 1890s until the advent of the computer in the 1950s.
    a. True
    b. False

ANSWER: b

22. Charcot used hypnosis to treat patients with hysteria.
    a. True
    b. False

ANSWER: a

23. Freud believed that unconscious mental processes shape feelings, thoughts, and behaviors.
    a. True
    b. False

ANSWER: a

24. Psychoanalysis emphasizes the function of conscious mental processes that occur during sexual experiences.
    a. True
    b. False

ANSWER: b

25. The goal of psychoanalysis is to banish unwanted feelings and memories into the unconscious.
    a. True
    b. False

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Chapter 1 - True/False

ANSWER: b

26. The greatest contribution of psychoanalysis was the research in experimental psychology that it generated.
    a. True
    b. False
ANSWER: b

27. Maslow and Rogers are regarded as being more optimistic about the human condition than was Freud.
    a. True
    b. False
ANSWER: a

28. Humanistic psychologists called people in treatment *patients* to emphasize the biological nature of psychological disorders.
    a. True
    b. False
ANSWER: b

29. Behaviorism focused on the scientific study of objectively observable behavior.
    a. True
    b. False
ANSWER: a

30. Behavioral measures typically are more subjective than introspective measures.
    a. True
    b. False
ANSWER: b

31. Behaviorists believe that the behavior of nonhuman animals—not human behavior—is the proper subject matter of psychology.
    a. True
    b. False
ANSWER: b

32. Margaret Floy Washburn was an early female behaviorist who denied the existence of animal minds.
    a. True
    b. False
ANSWER: b

33. The founder of behaviorism was William James.
    a. True
    b. False

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Chapter 1 - True/False

ANSWER: b

34. John Watson was largely influenced by the work of Ivan Pavlov.
    a. True
    b. False
ANSWER: a

35. John Watson developed the concept of reinforcement with rats pressing levers for food.
    a. True
    b. False
ANSWER: b

36. B. F. Skinner focused on the consequences of behavior as determinants of whether or not it would reoccur.
    a. True
    b. False
ANSWER: a

37. B. F. Skinner believed that humans did not have free will.
    a. True
    b. False
ANSWER: a

38. Gestalt psychology was a Russian movement influenced by the work of Ivan Pavlov.
    a. True
    b. False
ANSWER: b

39. Gestalt psychologists believed that the mind imposes organization on what it perceives.
    a. True
    b. False
ANSWER: a

40. Gestalt psychologists believed that the entirety of a perceptual experience can be greater than the sum of its component parts.
    a. True
    b. False
ANSWER: a

41. The advent of computers led, in part, to the rise of cognitive psychology.
    a. True
    b. False
ANSWER: a

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Chapter 1 - True/False

42. We can briefly hold only about 12 pieces of information in memory at any given moment.
    a. True
    b. False
ANSWER: b

43. Noam Chomsky was an outspoken supporter of B. F. Skinner's theory of language.
    a. True
    b. False
ANSWER: b

44. By studying how quickly rats pressed levers for food pellets before and after surgery that removed parts of their brains, Karl Lashley hoped to discover the precise spot in the brain where learning occurs.
    a. True
    b. False
ANSWER: b

45. Karl Lashley discovered that, by removing small sections of a rat's brain, he could completely erase its memory of a previously learned maze.
    a. True
    b. False
ANSWER: b

46. Karl Lashley discovered that maze learning tends to be localized to a small area in the left-brain hemisphere termed the Broca's area.
    a. True
    b. False
ANSWER: b

47. Physiological psychology was the forerunner of behavioral neuroscience.
    a. True
    b. False
ANSWER: a

48. Behavioral neuroscience is a field of psychology that attempts to understand the links between the mind and the brain.
    a. True
    b. False
ANSWER: b

49. Behavioral and cognitive psychology have benefited greatly from the knowledge obtained from invasive experimental brain surgery techniques in human participants.
    a. True
    b. False

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Chapter 1 - True/False

ANSWER: b

50. Cognitive psychology is a field of psychology that attempts to understand the links between brain activity and cognitive processes.
    a. True
    b. False
ANSWER: a

51. John Garcia demonstrated that it is easier for rats to form associations between lights and sickness than scents and sickness.
    a. True
    b. False
ANSWER: b

52. Darwin's theory of natural selection no longer plays a prominent role among today's evolutionary psychologists.
    a. True
    b. False
ANSWER: b

53. An evolutionary psychologist would argue that traits such as jealousy exist because they are reinforced at an early age.
    a. True
    b. False
ANSWER: b

54. Critics of evolutionary psychology argue that evolutionary hypotheses are difficult to test.
    a. True
    b. False
ANSWER: a

55. An advantage of the evolutionary over the behavioral approach to psychology is that evolutionary hypotheses can more easily be tested.
    a. True
    b. False
ANSWER: b

56. Studies of the Hazda people in Tanzania reveal that men with deeper voices tend to produce more offspring.
    a. True
    b. False
ANSWER: a

57. Studies of the Hazda people in Tanzania reveal that women with higher voices tend to produce more

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Chapter 1 - True/False

offspring.

a. True

b. False

ANSWER: b

58. Psychological historians trace the beginnings of social psychology to the functionalist research of William James.

a. True

b. False

ANSWER: b

59. Attempting to understand the atrocities of the Nazis gave rise, in part, to the field of social psychology.

a. True

b. False

ANSWER: a

60. Gordon Allport conducted early research in stereotyping and prejudice.

a. True

b. False

ANSWER: a

61. Early research on obedience and conformity was inspired largely by the American civil rights movement.

a. True

b. False

ANSWER: b

62. Solomon Asch studied if people would harm another person if ordered to by an authority figure.

a. True

b. False

ANSWER: b

63. Stanley Milgram studied if people would harm another person if ordered to by an authority figure.

a. True

b. False

ANSWER: a

64. Solomon Asch studied if people would do something wrong just because they had seen others do it.

a. True

b. False

ANSWER: a

65. Latane and Darley conducted early research on how social factors influence memory.

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Chapter 1 - True/False

a. True
b. False
ANSWER: b

66. Latane and Darley conducted early research on why people sometimes fail to help others in need.
a. True
b. False
ANSWER: a

67. Culture is technically defined only in terms of nationality or ethnic group.
a. True
b. False
ANSWER: b

68. What makes us different defines our culture.
a. True
b. False
ANSWER: b

69. Cultural psychology tends to be observational; whereas anthropology studies cultural differences using experimental designs.
a. True
b. False
ANSWER: b

70. Research by cultural psychologists supports the notion that most psychological phenomena are universal.
a. True
b. False
ANSWER: b

71. Judgments of facial attractiveness do NOT seem to be strongly influenced by culture.
a. True
b. False
ANSWER: a

72. The age of a person's first memory appears to be strongly influenced by culture.
a. True
b. False
ANSWER: a

73. Psychological phenomena that are most rooted in biology tend to be the ones most variably expressed from culture to culture.

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Chapter 1 - True/False

a. True
b. False

ANSWER: b

74. William James and six other psychologists founded the Association for Psychological Science (APS) in 1892.
a. True
b. False

ANSWER: b

75. William James and six other psychologists founded the American Psychological Association (APA) in 1892.
a. True
b. False

ANSWER: a

76. Most members of the American Psychological Association (APA) are also members of the Association for Psychological Science (APS).
a. True
b. False

ANSWER: b

77. Today, most members of the American Psychological Association work in academic settings.
a. True
b. False

ANSWER: b

78. Today, most members of the Association for Psychological Science are clinicians.
a. True
b. False

ANSWER: b

79. The American Psychological Association has a considerably higher membership than does the Association for Psychological Science.
a. True
b. False

ANSWER: a

80. Today, women represent approximately 70% of the students receiving PhDs in psychology.
a. True
b. False

ANSWER: a

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Chapter 1 - True/False

81. In terms of demographic data from the American Psychological Association, the field of psychology is becoming increasingly diverse.
    a. True
    b. False
ANSWER: a

82. Psychology has been a profession with a female majority since the early 1950s.
    a. True
    b. False
ANSWER: b

83. Today, almost a quarter of students receiving PhDs in psychology are racial minorities.
    a. True
    b. False
ANSWER: a

84. The American Psychological Association existed for nearly 100 years before it elected a woman as president.
    a. True
    b. False
ANSWER: b

85. Mary Whiton Calkins was the first female president of the American Psychological Association.
    a. True
    b. False
ANSWER: a

86. Margaret Floy Washburn was the first female president of the American Psychological Association.
    a. True
    b. False
ANSWER: b

87. Kenneth Clark was the first member of a racial minority to be elected president of the American Psychological Association.
    a. True
    b. False
ANSWER: a

88. The results of Kenneth Clark's research on the developmental effects of prejudice, discrimination, and segregation on children was cited by the U.S. Supreme Court in the landmark case *Brown v. Board of Education,* decided in 1954.
    a. True
    b. False

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Chapter 1 - True/False

ANSWER: a

89. Most students who major in psychology become psychologists.
    a. True
    b. False
ANSWER: b

90. A majority of psychologists today work in clinical or health-related fields.
    a. True
    b. False
ANSWER: a

91. After earning their PhDs, most psychologists today continue to teach or engage in research activities.
    a. True
    b. False
ANSWER: b

92. A psychiatrist has a medical degree.
    a. True
    b. False
ANSWER: a

93. Today, most clinical psychologists prescribe psychoactive medications to treat psychological disorders.
    a. True
    b. False
ANSWER: b

94. Annette's therapist prescribed her an antidepressant to treat her depression. The therapist is probably a clinical psychologist.
    a. True
    b. False
ANSWER: b

95. Counseling psychologists usually focus on psychological issues that occur in schools or the workplace.
    a. True
    b. False
ANSWER: b

96. Counseling psychologists outnumber clinical psychologists in the workforce.
    a. True
    b. False
ANSWER: b

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Chapter 1 - True/False

97. The field most specialized to help people cope with common crises such as job loss, divorce, or loss of a loved one is counseling psychology.
    a. True
    b. False
ANSWER: a

98. Industrial/organizational psychologists typically help companies develop and advertise new products.
    a. True
    b. False
ANSWER: b

99. A hub science is any scientific discipline that cannot be reduced to another discipline.
    a. True
    b. False
ANSWER: b

100. A hub science is a scientific discipline that links and influences its subfields.
    a. True
    b. False
ANSWER: a

101. Physics, chemistry, and psychology are all examples of hub sciences.
    a. True
    b. False
ANSWER: a

102. Knowledge about psychology has relevance for many different career paths.
    a. True
    b. False
ANSWER: a

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Name:_____ Class:_____ Date:_____

Chapter 1 - Multiple Choice

1. Psychology is the scientific study of:
   a. mind and body.
   b. mind and behavior.
   c. mood and behavior.
   d. mood and body.

ANSWER: b

2. Psychology is the _____ study of mind and behavior.
   a. dualistic
   b. phrenological
   c. scientific
   d. subjective

ANSWER: c

3. Psychology is the scientific study of mind and behavior. Behavior refers to:
   a. perceptions, thoughts, memories, and feelings.
   b. explanations.
   c. urges.
   d. observable actions of humans and nonhuman animals.

ANSWER: d

4. _____ refers to the private inner experience of perception, thoughts, memories, and feelings.
   a. Mind
   b. Dualism
   c. Behavior
   d. Empiricism

ANSWER: a

5. The early roots of psychology are firmly planted in physiology and in:
   a. anatomy.
   b. logic.
   c. dualism.
   d. philosophy.

ANSWER: d

6. Among the first to struggle with how the mind works were the:
   a. Greek philosophers.
   b. dualists led by Descartes.
   c. 18th-century phrenologists.
   d. 18th-century German physiologists.

ANSWER: a

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Chapter 1 - Multiple Choice

7. Some early philosophers believed that certain kinds of knowledge were innate or inborn, a theory known as:
   a. functionalism.
   b. nativism.
   c. philosophical empiricism.
   d. structuralism.

ANSWER: b

8. The older position of nativism is reflected in psychological views that emphasize the effect of _____ on behavior.
   a. nurture
   b. intuition
   c. schemas
   d. nature

ANSWER: d

9. Which early philosopher was interested in certain kinds of knowledge as being innate or inborn?
   a. Hippocrates
   b. Plato
   c. Aristotle
   d. Descartes

ANSWER: b

10. Which early philosopher advocated the philosophical view of nativism?
   a. Hippocrates
   b. Plato
   c. Aristotle
   d. Descartes

ANSWER: b

11. Plato is to _____ as Aristotle is to _____.
   a. philosophical structuralism; nativism
   b. nativism; philosophical empiricism
   c. nativism; dualism
   d. dualism; nativism

ANSWER: b

12. Nature is to nurture as nativism is to:
   a. experience.
   b. adaptation.
   c. behaviorism.

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Chapter 1 - Multiple Choice

d. phrenology.

ANSWER: a

13. Some early philosophers believed that all knowledge was acquired through experience, an idea now known as:

a. functionalism.
b. philosophical empiricism.
c. structuralism.
d. nativism.

ANSWER: b

14. Which early philosopher advocated philosophical empiricism?

a. Hippocrates
b. Plato
c. Aristotle
d. Descartes

ANSWER: c

15. The notion that the mind at birth is a tabula rasa is consistent with the views of:

a. Plato.
b. Descartes.
c. Aristotle.
d. Gall.

ANSWER: c

16. Some early psychological theorists believed that much of human behavior was instinctive; that is, our behavior is much more determined by nature than by our nurture. This view is MOST consistent with:

a. Plato's nativism.
b. Gall's phrenology.
c. Aristotle's philosophical empiricism.
d. Locke's *tabula rasa*.

ANSWER: a

17. Some early psychological theorists believed that all of human behavior was learned; that is, our behavior is much more determined by nurture than our nature. This view is MOST consistent with:

a. Plato's nativism.
b. Gall's phrenology.
c. Aristotle's philosophical empiricism.
d. James's functionalism.

ANSWER: c

18. The major limitation of the works of the classical Greek philosophers to an understanding of human

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Chapter 1 - Multiple Choice

behavior is that:

a. the works tended to underestimate the role of nature in determining human behavior.
b. the forces that govern human behavior have changed considerably since their time.
c. the works tended to underestimate the role of nurture in shaping human behavior.
d. these philosophers did not develop ways to test their theories.

ANSWER: d

19. Reaching conclusions in psychological science requires:

a. introspection.
b. the ability to test a theory.
c. insights based on personal observations.
d. philosophical empiricism.

ANSWER: b

20. _____ believed that the mind and body are made of different things, with the mind being made of an immaterial or spiritual substance.

a. Gall
b. Hobbes
c. Descartes
d. Aristotle

ANSWER: c

21. A spiritual leader believes that the soul and the body are fundamentally different from each other but are linked via a special structure in the brain. His beliefs are similar to those of:

a. Gall.
b. Descartes.
c. Hobbes.
d. Broca.

ANSWER: b

22. Luca believes that our nonphysical minds direct the actions of our brain and body. His beliefs are MOST similar to which philosopher or scientist?

a. Descartes
b. Aristotle
c. Hobbes
d. Broca

ANSWER: a

23. Kolby believes that a nonphysical spiritual entity inside each of us controls our physical body and the decisions that we make. Her beliefs are MOST consistent with which philosophical view?

a. behaviorism
b. philosophical empiricism

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Chapter 1 - Multiple Choice

c. phrenology
d. dualism

ANSWER: d

24. The problem of dualism refers to how:
a. different areas in the brain control different types of behavior and cognition.
b. mental activity can be reconciled and coordinated with physical behavior.
c. brain activity produces consciousness.
d. both genetic and environmental factors influence human behavior.

ANSWER: b

25. The modern view that the subjective experience of having a mind is the result of brain activity can be traced to which philosopher?
a. Hobbes
b. Plato
c. Descartes
d. James

ANSWER: a

26. Xue does not believe that we have a nonphysical mind. Rather, he believes that the mind is what the brain does. His views are MOST similar to those of:
a. Freud.
b. Plato.
c. Descartes.
d. Hobbes.

ANSWER: d

27. Damage to which brain region impairs the production of speech?
a. the pineal gland
b. Broca's area
c. the hippocampus
d. the temporal lobe

ANSWER: b

28. _____ was the FIRST to identify a specialized brain region involved in the production of speech.
a. Broca
b. Gall
c. Flourens
d. Helmholtz

ANSWER: a

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Chapter 1 - Multiple Choice

29. After suffering a stroke, Irma could no longer produce speech, although she clearly understood what others were saying to her. The stroke probably damaged her:
    a. hippocampus.
    b. amygdala.
    c. Wernicke's area.
    d. Broca's area.

ANSWER: d

30. After suffering a stroke, Lisa was able to understand what people said to her but was unable to speak to them. The stroke probably damaged her:
    a. hypothalamus.
    b. Broca's area.
    c. nodes of Ranvier.
    d. cerebellum.

ANSWER: b

31. The research of Paul Broca:
    a. established phrenology as a true science.
    b. confirmed Descartes' belief that the mind and body were linked via the pineal gland.
    c. is consistent with the view of the mind held by Thomas Hobbes.
    d. demonstrated that mental processes can occur independently of brain activity.

ANSWER: c

32. The research of Paul Broca jump-started the scientific study of mental processes in part because it:
    a. confirmed predictions made by phrenology.
    b. uncovered evidence consistent with dualism.
    c. conceptualized mental processes in terms of both nature and nurture.
    d. viewed mental processes as arising from brain activity.

ANSWER: d

33. The study of biological processes, especially those of the human body, is called:
    a. psychology.
    b. anatomy.
    c. phrenology.
    d. physiology.

ANSWER: d

34. The early roots of psychology are firmly planted in philosophy and in:
    a. physiology.
    b. logic.
    c. dualism.

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Chapter 1 - Multiple Choice

d. sociology.

ANSWER: a

35. In the context of experimental research, sensory input from the environment is termed a:

a. process.

b. reaction.

c. stimulus.

d. response.

ANSWER: c

36. An experimenter increases the intensity of a very dim light until participants report being able to see it. In this context, the light is serving as a(n):

a. introspective measure.

b. reaction time measure.

c. response device.

d. stimulus.

ANSWER: d

37. Penny wanted to find out how long it would take her sister Cathy to press a button when she hears a tone. Penny is studying what type of process?

a. classical conditioning

b. introspection

c. reaction time

d. stimulus time

ANSWER: c

38. Penny wanted to find out how long it would take her sister Cathy to press a button when she hears a tone. The amount of time from the onset of the tone to the button press is termed a _____ time.

a. reaction

b. behavior

c. stimulus

d. response

ANSWER: a

39. Hermann von Helmholtz is MOST remembered for:

a. discovering regions of the brain involved in language production.

b. opening the first laboratory to conduct purely psychological experiments.

c. being the first to measure the speed of a nervous impulse.

d. discovering the relation between emotion and the amygdala.

ANSWER: c

40. _____ was the FIRST to measure the speed of a nervous impulse.

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Chapter 1 - Multiple Choice

a. Hermann von Helmholtz
b. Paul Broca
c. Wilhelm Wundt
d. Thomas Hobbes

ANSWER: a

41. An acupuncturist asks you to verbally respond as soon as you feel a pinprick as she stimulates your upper thigh, hamstring, calf, and foot with a needle. Based on Helmholtz's research, you will react MOST quickly when the _____ is stimulated.
a. upper thigh
b. hamstring
c. calf
d. foot

ANSWER: a

42. Hermann von Helmholtz is to _____ as Wilhelm Wundt is to _____.
a. phrenology; functionalism
b. reaction time; structuralism
c. reaction time; functionalism
d. phrenology; structuralism

ANSWER: b

43. Historians generally credit the emergence of psychology as a science to:
a. Wundt.
b. Helmholtz.
c. Watson.
d. Titchener.

ANSWER: a

44. The FIRST laboratory devoted exclusively to psychology as an independent field of study opened in:
a. Paris in 1859.
b. Leipzig in 1879.
c. Berlin in 1889.
d. Cornell University in 1909.

ANSWER: b

45. A person's subjective experience of the world and the mind is:
a. empiricism.
b. dualism.
c. structuralism.
d. consciousness.

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Chapter 1 - Multiple Choice

ANSWER: d

46. Wundt believed that scientific psychology should focus on analyzing:
    a. decision making.
    b. observable behavior.
    c. consciousness.
    d. brain functioning.

ANSWER: c

47. Wundt believed that scientific psychology should focus on analyzing the basic elements comprising consciousness, an approach his students later termed:
    a. psychoanalysis.
    b. functionalism.
    c. consciousness.
    d. structuralism.

ANSWER: d

48. Early psychologists using structuralist methods to the study of psychology attempted to:
    a. use free association to gain insight into the unconsciousness.
    b. analyze conscious experience into its most basic parts.
    c. use reaction-time measures to map or structure neural networks in the brain.
    d. identify the adaptive functions of mental activity.

ANSWER: b

49. What technique did psychologists who studied structuralism use?
    a. conditioning
    b. introspection
    c. psychoanalysis
    d. hypnosis

ANSWER: b

50. Presented with a stimulus, student observers in Wundt's lab were asked to report on their "raw" sensory experience, a technique known as:
    a. inspection.
    b. circumspection.
    c. retrospection.
    d. introspection.

ANSWER: d

51. A participant seated in an otherwise dark room stares at the flickering of a lit candle and reports on her subjective experiences, such as the visual experience of the candle flickering and the hepatic sensation of warmth. The psychologist conducting this experiment is MOST likely to be _____, and the method being used

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is _____.

a. Wundt; psychoanalysis
b. Wundt; introspection
c. James; functionalism
d. Pavlov; classical conditioning

ANSWER: b

52. The conflicting nature of results from introspection contributed to the decline of:

a. empiricism.
b. functionalism.
c. humanism.
d. structuralism.

ANSWER: d

53. The major reason why structuralism ultimately failed as a school of psychology was that:

a. by associating itself with Darwin, it drew harsh criticism from some religious authorities.
b. there was no evidence suggesting that Freud's theories were accurate.
c. the methods used by structuralists did not produce replicable observations.
d. it denied the existence of the mind.

ANSWER: c

54. All scientific disciplines require:

a. replicable observations.
b. adopting a nativist approach.
c. the use of subjective techniques.
d. theorizing from a dualistic perspective.

ANSWER: a

55. William James founded which school of psychology?

a. structuralism
b. behaviorism
c. functionalism
d. psychoanalysis

ANSWER: c

56. Which psychologist established functionalism as an approach to psychology?

a. James
b. Titchener
c. Wundt
d. Watson

ANSWER: a

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57. An early approach to psychology that focused on how mental processes enable people to adapt to their environment is called:
    a. structuralism.
    b. social Darwinism.
    c. functionalism.
    d. behaviorism.

ANSWER: c

58. Which early school of psychology was MOST concerned with the adaptive importance of mental processes?
    a. structuralism
    b. functionalism
    c. behaviorism
    d. empiricism

ANSWER: b

59. William James is to _____ as Wilhelm Wundt is to _____.
    a. functionalism; behaviorism
    b. functionalism; structuralism
    c. structuralism; behaviorism
    d. structuralism; functionalism

ANSWER: b

60. William James viewed consciousness as being similar to:
    a. a flowing stream.
    b. the parts of an atom.
    c. an explanatory fiction.
    d. the parts of a clock.

ANSWER: a

61. Which early psychologist used the metaphor of a flowing stream to describe consciousness?
    a. Paul Broca
    b. William James
    c. John Watson
    d. Wilhelm Wundt

ANSWER: b

62. William James's school of functionalism was MOST influenced by the works of:
    a. B. F. Skinner.
    b. Wilhelm Wundt.
    c. Charles Darwin.

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d. René Descartes.

ANSWER: c

63. The functionalist approach was MOST influenced by:
a. existentialism.
b. nativism.
c. natural selection.
d. psychodynamics.

ANSWER: c

64. The theory known as _____ posits that traits that help organisms survive and reproduce are more likely to be passed on to subsequent generations.
a. empiricism
b. nativism
c. natural selection
d. functionalism

ANSWER: c

65. Research participants are asked to rotate a three-dimensional object in their minds. William James would be MOST interested in which research question?
a. What are the subjective experiences of the participants as they do this task?
b. In what ways does the ability to manipulate objects in the mind aid problem solving in the real world?
c. At what age does this ability develop?
d. What are the unconscious processes underlying this task?

ANSWER: b

66. Studies have demonstrated that we attend to only a fraction of the sensory information that the brain receives. Based on this information, William James would be MOST interested in which research question?
a. What are the basic elements of sensory information?
b. Do unattended sensory experiences exist in the unconscious?
c. Will more information be perceived if participants are reinforced by cash incentives for better attention?
d. Why might it be advantageous for the mind to filter out most sensory information?

ANSWER: d

67. Based on his functionalist views, William James might be MOST interested in which research question related to test-taking anxiety?
a. Is test-taking anxiety related to generalized anxiety disorder?
b. Does anxiety provide motivation for increased study?
c. What do participants report when they introspect about failing an exam?
d. What brain regions are active when anxiety is experienced?

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ANSWER: b

68. Based on his functionalist views, William James might be MOST interested to know which information about sleep?
    a. the percentage of people who dream
    b. the average number of hours a night people sleep
    c. the importance of sleep in forming long-term memories
    d. the changes in brain electrical activity that co-occur with sleep stages

ANSWER: c

69. In the late 1800s, a temporary loss of cognitive or motor function, usually as a result of emotionally upsetting experiences, was termed:
    a. agoraphobia.
    b. hysteria.
    c. neurosis.
    d. generalized anxiety.

ANSWER: b

70. Which definition BEST describes hysteria?
    a. the emergence of multiple personalities as the result of an extreme stressor such as child abuse
    b. a major depressive episode triggered by a major life event such as divorce
    c. a temporary loss of cognitive or motor functioning as a result of emotionally upsetting experiences
    d. generalized anxiety due to daily stressors

ANSWER: c

71. Jacqueline reports that she just has become blind in her left eye, although there is no medical cause. A clinician in the late 1800s would diagnose Jacqueline with:
    a. hysteria.
    b. neurosis.
    c. projection.
    d. repression.

ANSWER: a

72. Anne reports that, after a heated argument with her spouse, her left leg has become paralyzed, although there is no medical cause. A clinician in the late 1800s would diagnose Anne with:
    a. projection.
    b. neurosis.
    c. hysteria.
    d. repression.

ANSWER: c

73. A trance-like state characterized by suggestibility is termed:

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a. amnesia.
b. neurosis.
c. hysteria.
d. hypnosis.

ANSWER: d

74. In the late 1800s, the French physician Jean-Martin Charcot observed that the symptoms of hysteria were eliminated when patients:
a. were paid for not exhibiting those symptoms.
b. received electroconvulsive shock therapy.
c. were hypnotized.
d. introspected on the causes of their hysteria.

ANSWER: c

75. Anne reports that, after a heated argument with her spouse, her left leg has become paralyzed, although there is no medical cause. Jean-Martin Charcot would treat Anne's condition with:
a. hypnosis.
b. free association.
c. introspection.
d. conditioning.

ANSWER: a

76. The importance of the clinical work of Jean-Martin Charcot was MOST recognized by which pioneer of clinical psychology?
a. Wundt
b. Watson
c. Pavlov
d. Freud

ANSWER: d

77. Which pioneer of clinical psychology studied with and was influenced by the works of Charcot?
a. Rogers
b. Freud
c. Maslow
d. James

ANSWER: b

78. Freud emphasized that the problems of many patients could be traced to:
a. effects of painful childhood experiences that could not be remembered.
b. "mind bugs," or curious failures of otherwise adaptive cognitive processes.
c. feelings of shame and inadequacy acquired during adolescent sexual development.

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d. maladaptive patterns of behavior that could be observed during infancy.

ANSWER: a

79. Sigmund Freud is to Wilhelm Wundt as _____ is/are to _____.

a. the elements of the unconscious; the elements of consciousness

b. psychoanalysis; behaviorism

c. empiricism; structuralism

d. structuralism; functionalism

ANSWER: a

80. Sigmund Freud is to William James as _____ is/are to _____.

a. the elements of the unconscious; the basic elements of consciousness

b. psychoanalysis; behaviorism

c. humanism; functionalism

d. psychoanalysis; functionalism

ANSWER: d

81. Freud termed the _____ as the part of the mind that operates outside of conscious awareness but influences conscious thoughts, feelings, and actions.

a. preconscious

b. unconscious

c. self-conscious

d. subconscious

ANSWER: b

82. The theory that emphasizes the importance of unconscious mental processes in shaping feelings, thoughts, and behaviors is called:

a. Gestalt theory.

b. structuralism.

c. functionalism.

d. psychoanalytic theory.

ANSWER: d

83. Carrie is working with a patient to uncover the patient's early experiences as well as trying to bring unconscious anxieties and conflicts into awareness. Carrie is using which approach to work with her patient?

a. cognitive

b. psychoanalytic

c. Gestalt

d. humanistic

ANSWER: b

84. Dr. Rivera believes that psychological disorders arise largely from unconscious processes. In his work with

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clients, he tries to pull repressed memories out of the unconscious and into the light of day where they can be resolved. Dr. Rivera adopts a _____ approach to therapy.

a. cognitive
b. Gestalt
c. psychoanalytic
d. humanistic

ANSWER: c

85. Psychoanalysis focuses on:

a. the adaptability of certain psychological disorders.
b. deconstructing consciousness into its component parts.
c. bringing unconscious material into conscious awareness.
d. ways to banish anxiety into the unconscious.

ANSWER: c

86. Which pioneer of clinical psychology is associated with psychoanalysis?

a. Freud
b. Maslow
c. Rogers
d. James

ANSWER: a

87. Psychoanalysis became quite controversial in American culture because it:

a. proposed that behavior was governed, in part, by unconscious sexual desires.
b. lacked empirical support for its effectiveness.
c. denied the existence of the mind and human free will.
d. focused only on observable behavior and ignored the role of cognition.

ANSWER: a

88. Professor Malone believes that much of human behavior is governed by unconscious sexual desires. Her conceptual framework is MOST consistent with:

a. behaviorism.
b. psychoanalysis.
c. humanism.
d. functionalism.

ANSWER: b

89. Professor Morales adopts a psychoanalytic conceptualization of personality. She believes that different personality types:

a. are genetically based traits.
b. simply are summary terms for a variety of learned behaviors.

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c. arise from attempting to meet the needs of unconscious sexual desires.
d. emerge on our quest for self-actualization.

ANSWER: c

90. Within psychology, psychoanalysis had its greatest influence on:
a. cognitive psychology.
b. clinical practice.
c. developmental psychology.
d. social psychology.

ANSWER: b

91. Which statement is NOT a reason why psychoanalysis gradually lost influence within psychology?
a. It failed to advance from a theory to a clinical practice.
b. Its themes of unconscious sexual motivations were too risqué for scientific discussion.
c. It was not associated with laboratory research.
d. There was a rise of humanistic psychologists who opposed Freud's pessimistic view of humanity.

ANSWER: a

92. Freud's view of human nature was largely _____, whereas the view of humanistic psychologists was largely _____.
a. objective; subjective
b. optimistic; pessimistic
c. negative; positive
d. positive; negative

ANSWER: c

93. A psychological approach that stressed a person's potential for positive growth was developed by:
a. Freud and Jung.
b. Skinner and Watson.
c. Rogers and Maslow.
d. Gall and Broca.

ANSWER: c

94. The branch of psychology that emphasizes the positive potential of human beings is called:
a. humanistic.
b. Gestalt.
c. cognitive.
d. idealistic.

ANSWER: a

95. Mariah is a teacher and believes that all her students have an inherent need to develop, grow, and reach their

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full potential. Mariah's beliefs are BEST characterized by which approach?

a. social-cultural
b. behaviorism
c. psychoanalysis
d. humanistic

ANSWER: d

96. Dr. Harrison is a clinical psychologist who believes his clients struggling with psychological disorders are free agents who can overcome these challenges and reach their full potential. Dr. Harrison's beliefs are BEST characterized by which approach?

a. social-cultural
b. humanistic
c. psychoanalysis
d. cognitive

ANSWER: b

97. The term *patient* is to psychoanalysis as the term *client* is to:

a. cognition.
b. behaviorism.
c. humanism.
d. functionalism.

ANSWER: b

98. Humanistic therapists help their clients:

a. realize their full potential by nurturing their psychological growth and development.
b. banish anxiety-provoking events into the unconscious.
c. deal with repressed events by pulling them out of the unconscious.
d. recognize and correct illogical patterns of thinking.

ANSWER: a

99. Gia is a "flower child" living in the late 1960s. She is having some problems with depression and would like to talk to a therapist about realizing her full potential. She is MOST likely to resonate to which type of psychological therapy?

a. behavioral
b. cognitive
c. psychoanalytic
d. humanistic

ANSWER: d

100. An approach that advocates that psychologists restrict themselves to the scientific study of objectively observable behavior is called:

a. objectivism.

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b. behaviorism.
c. absolutism.
d. relativism.

ANSWER: b

101. _____ advocates the scientific study of objectively observable behavior.
a. Functionalism
b. Structuralism
c. Behaviorism
d. Psychoanalysis

ANSWER: c

102. In terms of its subject matter for analysis, which school of psychology MOST differs from the others?
a. structuralism
b. functionalism
c. psychoanalysis
d. behaviorism

ANSWER: d

103. Structuralism, functionalism, and psychoanalysis all were similar in that they:
a. sought to identify the building blocks of consciousness.
b. believed that consciousness was best described metaphorically as a flowing river.
c. attempted to understand the inner workings of the mind.
d. believed that human behavior was determined largely by unconscious forces.

ANSWER: c

104. Why did behaviorism gain popularity as an approach to psychology?
a. It was a reaction to the pessimistic view of human nature espoused by psychoanalytic theory.
b. Humanistic psychologists had failed to develop effective treatments.
c. It advocated for a nurturing and development of the mind by rewarding healthy patterns of thinking.
d. It is difficult to know what is going on in people's minds.

ANSWER: d

105. "You don't know what she thinks, but you know how she acts." This statement characterizes which approach?
a. psychoanalysis
b. humanism
c. behaviorism
d. Gestalt

ANSWER: c

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106. Hector doesn't believe that mental processes can be studied scientifically because they are too subjective. Rather, psychological studies that constrain themselves only to what people actually do appeal to him. Hector's views are consistent with which approach?

a. psychoanalysis
b. structuralism
c. functionalism
d. behaviorism

ANSWER: d

107. William James is to _____ as John Watson is to _____.

a. functionalism; behaviorism
b. functionalism; structuralism
c. structuralism; behaviorism
d. structuralism; functionalism

ANSWER: a

108. Wilhelm Wundt is to _____ as John Watson is to _____.

a. functionalism; behaviorism
b. functionalism; structuralism
c. structuralism; behaviorism
d. structuralism; functionalism

ANSWER: c

109. Watson criticized the introspective methods of the structuralists and functionalists primarily because:

a. the use of these methods necessitated a belief in the existence of mental events.
b. introspection cannot produce replicable and objective measures required by science.
c. the stimulus–response introspective model was overly simplistic.
d. reaction time was an unreliable dependent measure.

ANSWER: b

110. The first woman to receive a PhD degree in psychology, and the author of the book *The Animal Mind,* was:

a. Rosalie Rayner.
b. Anna Freud.
c. Margaret Floy Washburn.
d. Mary Whiton Calkins.

ANSWER: c

111. The work of animal behavior specialist Margaret Floy Washburn was:

a. warmly received by John Watson for thoroughly describing animals' perceptual and memory processes.
b. critical to the development of the theories of B. F. Skinner.

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c. instrumental to Ivan Pavlov's research on conditioning.
d. intellectually attacked by John Watson for ascribing conscious mental experiences to animals.

ANSWER: d

112. Ivan Pavlov, a Russian physiologist, is BEST known for his experiments:
a. conditioning a salivation response in dogs to environmental stimuli.
b. measuring the speed at which a bell can be perceived in a dog's auditory cortex.
c. demonstrating the effectiveness of positive reinforcement in dogs.
d. investigating salivation in dogs when the olfactory bulb is surgically removed.

ANSWER: a

113. In Pavlov's research, a tone was sounded prior to delivering food to hungry dogs. After a number of trials, what did Pavlov notice?
a. The dogs salivated prior to the tone being sounded.
b. The dogs salivated at the sound of the tone alone.
c. The dogs salivated only after the food was presented.
d. The dogs began doing spontaneous tricks as soon as the tone sounded.

ANSWER: b

114. In Pavlov's research, the sound of a tone was a _____ for salivating.
a. stimulus
b. response
c. construal
d. reinforcer

ANSWER: a

115. In Pavlov's research, the sight of the animal feeders was a _____ for the dogs to salivate.
a. reinforcer
b. response
c. construal
d. stimulus

ANSWER: d

116. In Pavlov's research, dogs' salivation is an example of a:
a. stimulus.
b. response.
c. construal of a stimulus.
d. reinforcer.

ANSWER: b

117. If you are having trouble finding your cat, you may try shaking the can that contains its treats. The sound

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of the treats as you shake the can would be a:

a. response.
b. stimulus.
c. reaction.
d. reinforcer.

ANSWER: b

118. When Tori's smart phone beeps, she checks it. The beep is an example of a:

a. response.
b. sensation.
c. stimulus.
d. reinforcer.

ANSWER: c

119. When Tori's smart phone beeps, she checks it. Checking her phone at the sound of the beep is an example of a:

a. response.
b. sensation.
c. stimulus.
d. reinforcer.

ANSWER: a

120. When the light comes on in his car indicating that his gas is low, Jason drives to the nearest gas station. The indicator light is an example of a:

a. reinforcer.
b. sensation.
c. stimulus.
d. response.

ANSWER: c

121. Olivia turns on the air conditioning when it gets too hot in the house. Olivia's actions are a _____ controlled by the _____ of heat.

a. response; stimulus
b. stimulus; response
c. response; reinforcer
d. stimulus; reinforcer

ANSWER: a

122. The behaviorism of John Watson has been described as _____ psychology.

a. animal
b. stimulus–response

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c. subjective
d. humanistic

ANSWER: b

123. Which psychologist is MOST associated with stimulus–response psychology?
a. B. F. Skinner
b. William James
c. John Watson
d. Margaret Floy Washburn

ANSWER: c

124. Response is to stimulus as the:
a. firing of a gun at the start of the race is to running.
b. scurrying of a white rat at his feet is to fear in Little Albert.
c. pressing of the brakes is to a red traffic light.
d. ringing of the alarm clock is to rolling out of bed.

ANSWER: c

125. Response is to stimulus as:
a. an e-mail notification is to checking your messages.
b. being startled is to a loud noise.
c. a red light is to hitting the brakes.
d. a funny story is to a smile.

ANSWER: b

126. William James is to _____ as John Watson is to _____.
a. Charles Darwin; Ivan Pavlov
b. Wilhelm Wundt; B. F. Skinner
c. Edward Titchener; Rosalie Rayner
d. B. F. Skinner; Margaret Floy Washburn

ANSWER: a

127. Leslie thinks that we learn to act in certain ways because of the consequences of our behavior. Her belief is probably influenced by the findings of:
a. William James.
b. Sigmund Freud.
c. B. F. Skinner.
d. Abraham Maslow.

ANSWER: c

128. Skinner's rat is to _____, as Pavlov's dog is to _____.

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a. nurture; nature
b. active; passive
c. stimulus; response
d. response; reinforcer

ANSWER: b

129. Who invented a conditioning chamber in which rats pressed levers to earn food rewards?
a. Ivan Pavlov
b. B. F. Skinner
c. John Watson
d. G. Stanley Hall

ANSWER: b

130. A husband and wife observe a toddler throwing a temper tantrum at a toy store. The husband comments under his breath, "What an annoying little beast!" His wife, noticing that the mother of the toddler just gave the boy a toy to calm him down, states, "It's not his fault. He's behaving exactly as _____ would predict."
a. William James
b. B. F. Skinner
c. Ivan Pavlov
d. John Watson

ANSWER: b

131. When 4-year-old Isabel hears the sound of the ice cream truck's music, she runs outside in hopes of getting another ice cream bar. The ice cream bar is a _____ running outside when she hears the music.
a. response to
b. stimulus eliciting
c. reinforcement for
d. construal triggering

ANSWER: c

132. Sandy's children would accidentally drop pieces of food under the table during family dinners, so Sandy's dog, Lola, learned to sit under the dinner table as a good place to receive food. Lola's behavior has been influenced by:
a. consciousness.
b. reinforcement.
c. punishment.
d. reaction time.

ANSWER: b

133. Which scenario represents the principle of reinforcement?
a. doing the same thing over and over again, regardless of the consequences
b. blinking when a particle lands in your eye

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c. studying hard because it results in good grades
d. introspecting about a pleasurable experience in your life

ANSWER: c

134. John Watson was interested in how _____ behavior, and B. F. Skinner focused on how _____ control(s) behavior.
a. reinforcers strengthen; free will
b. emotions trigger; reinforcers
c. stimuli produce; mental processes
d. stimuli elicit; consequences

ANSWER: d

135. Which psychologist is associated with the development of teaching machines that increase the difficulty of the next question if the previous one was answered correctly?
a. John Watson
b. William James
c. G. Stanley Hall
d. B. F. Skinner

ANSWER: d

136. Which statement is a characteristic of Skinner's teaching machines?
a. It provided monetary reinforcement for each question answered correctly.
b. It increased the difficulty of questions based on students' reaction times.
c. It provided immediate feedback as to whether the question was answered correctly or incorrectly.
d. It decreased the difficulty of the next question if the previous question was answered correctly.

ANSWER: c

137. In his writings, _____ argued that behavior is determined by its consequences and that free will is an illusion.
a. Abraham Maslow
b. B. F. Skinner
c. Ivan Pavlov
d. Carl Rogers

ANSWER: b

138. B. F. Skinner argued that behavior is:
a. an outcome of the innate capacity of persons to choose freely.
b. partly the result of a limited free will that has evolved as a result of natural selection.
c. completely determined by genetic factors, and free will is an illusion.
d. determined largely by its consequences, and free will is an illusion.

ANSWER: d

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139. Beginning in the 1950s, behaviorism began to receive intense criticism. Which statement is NOT one of the criticisms against behaviorism?

a. It ignores the mental processes underlying behavior.
b. It uses subjective measures in its research.
c. It ignores the role of evolutionary history on behavior.
d. It presents an inadequate account of language development.

ANSWER: b

140. Beginning in the 1950s, behaviorism began to receive intense criticism. Which statement is NOT one of the criticisms against behaviorism?

a. It proved inadequate in shaping animal behavior.
b. It ignored cognitive events underlying behavior.
c. It underestimated the role of genetic factors on behavior.
d. It had difficulty explaining the development of language in humans.

ANSWER: a

141. Errors of perception, memory, or judgment in which subjective experience differs from objective reality are called:

a. memory lapses.
b. Gestalts.
c. Freudian slips.
d. illusions.

ANSWER: d

142. When you go to a movie theater that uses film projection, you might see the fast movement of a superhero flying through the air. What you are really seeing is a series of still photographs flashed quickly onto the screen. What area of psychology studied this phenomenon?

a. structuralism
b. Gestalt
c. functionalism
d. behaviorism

ANSWER: b

143. Gestalt psychologists used _____ to show how perception of a whole object or scene can influence judgments about its individual elements.

a. illusions
b. visual hallucinations
c. reinforcement
d. dream analysis

ANSWER: a

144. _____ pioneered the Gestalt psychology movement.

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a. Max Wertheimer
b. Frederic Bartlett
c. Kurt Lewin
d. Hermann Ebbinghaus

ANSWER: a

145. Gestalt psychologists believed that:
a. visual illusions are caused by faulty thinking.
b. the whole is greater than the sum of its parts.
c. images are produced in different parts of the brain.
d. hallucinations are the result of a chemical imbalance in the brain.

ANSWER: b

146. Through research on visual illusions, Gestalt psychologists demonstrated that:
a. visual illusions can be used as screens for psychological disorders.
b. visual illusions allow access to the unconscious mind.
c. the mind imposes organization on what it perceives.
d. the mind often fails to perceive a unified whole from a disjointed image.

ANSWER: c

147. A train is passing by, but Jean's view of it is partially obstructed by traffic. According to Gestalt psychologists, he nevertheless perceives a unified single train because:
a. a long train conjures repressed sexuality in the unconscious.
b. in the past, he has been reinforced for perceiving in this way.
c. the train stimulus simply evoked this sensory response.
d. the mind imposes organization on what it perceives.

ANSWER: d

148. We perceive the lights on a quickly blinking neon sign to be in motion, a phenomenon studied by which psychologists?
a. Gestalt
b. humanists
c. psychodynamic
d. behaviorists

ANSWER: a

149. A cognitive psychologist who argued that it wasn't an environmental stimulus, but rather the subjective experience—or construal—of the stimulus that led to behavior, was:
a. Karl Lashley.
b. John Watson.
c. Kurt Lewin.

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d. Noam Chomsky.

ANSWER: c

150. A teacher praises a student for asking a good question. Which psychologist would state that the effect of praise on subsequent behavior depended on the student's subjective experience of it?

a. B. F. Skinner
b. Kurt Lewin
c. Jean Piaget
d. Frederic Bartlett

ANSWER: b

151. Psychologist Kurt Lewin believed that stimulus–response psychology was too simplistic to predict human behavior. In his theories, he inserted which terms between stimulus and response?

a. construal of the stimulus
b. structure of the stimulus
c. reinforcement by the stimulus
d. informational value of the stimulus

ANSWER: a

152. According to Kurt Lewin, a construal is:

a. a physical property of the stimulus.
b. the observable response to the stimulus.
c. a perceptual illusion that commonly occurs to visual stimuli.
d. the subjective meaning of the stimulus.

ANSWER: d

153. The advent of _____ in the 1950s had an enormous conceptual impact on the development of cognitive psychology.

a. statistical programming
b. television
c. conditioning chambers
d. computers

ANSWER: d

154. The advent of computers in the 1950s had an enormous conceptual impact on the development of _____ psychology.

a. behavioral
b. Gestalt
c. cognitive
d. social

ANSWER: c

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Chapter 1 - Multiple Choice

155. The scientific study of mental processes, including perception, thought, memory, and reasoning, is called:
a. behavioral neuroscience.
b. physiology.
c. cognitive psychology.
d. mental psychology.
ANSWER: c

156. Which topic is LEAST likely to be studied by cognitive psychologists?
a. attention
b. memory
c. decision making
d. conformity
ANSWER: d

157. Which topic is LEAST likely to be studied by cognitive psychologists?
a. attention
b. memory
c. reinforcement
d. perception
ANSWER: c

158. In the early 1940s, the pressing need of the _____ for more research on attention, memory, and decision making was an early impetus behind the movement away from behaviorism.
a. American Psychological Association
b. military
c. film industry
d. automobile industry
ANSWER: b

159. By studying radar operators, early cognitive psychologists investigated the:
a. limited capacity of the mind when attention is divided.
b. possibility of creating a computerized artificial intelligence.
c. effects of reinforcement on detection accuracy.
d. optical illusions that underlie airline accidents.
ANSWER: a

160. The pioneering research of early cognitive psychologists studying radar operators for the military is MOST relevant to:
a. accident rates as a function of the speed limit.
b. texting and driving.
c. remembering directions.

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Chapter 1 - Multiple Choice

d. automobile accidents at night.

ANSWER: b

161. The pioneering research of early cognitive psychologists studying radar operators for the military is MOST relevant to:

a. the effects of sleep on exam performance.

b. cramming for an exam.

c. test-taking anxiety.

d. the difficulties of studying while distracted.

ANSWER: d

162. George Miller discovered that we can briefly hold in memory only about _____ (give or take two) pieces of information at any given time.

a. three

b. five

c. seven

d. nine

ANSWER: c

163. The research of George Miller on the limited capacity to handle incoming information explains why Jeff has difficulty remembering:

a. information learned in a social studies course 5 years ago.

b. events before he was 3 years old.

c. the names of 12 people to whom he was just introduced.

d. what he ate for breakfast last Wednesday.

ANSWER: c

164. The research of George Miller on the limited capacity to handle incoming information explains why Joel has difficulty remembering:

a. how to begin a geometric proof of a theorem.

b. the list of 10 items his roommate told him to purchase at the grocery store.

c. how to conjugate irregular verbs in Spanish.

d. what he wore to the last school dance.

ANSWER: b

165. Which linguist published a devastating critique of Skinner's theory of language development?

a. George Miller

b. Noam Chomsky

c. Donald Broadbent

d. Ulric Neisser

ANSWER: b

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Chapter 1 - Multiple Choice

166. A behavioral account of language development, entitled Verbal Behavior (1957), was written by:
a. B. F. Skinner.
b. Noam Chomsky.
c. John Watson.
d. Ulric Neisser.
ANSWER: a

167. B. F. Skinner's *Verbal Behavior* (1957) attempts to provide a(n) _____ account of language.
a. cognitive
b. evolutionary
c. behavioral
d. sociocultural
ANSWER: c

168. According to Chomsky, which observation of language in children challenges a behavioral account?
a. Children can generate new grammatically correct sentences.
b. Young children tend to repeat what they just heard.
c. If you give a child a cookie every time they say "please," they will say "please" more often.
d. Grammar rules are highly individualistic and the result of childhood learning experiences.
ANSWER: a

169. According to Chomsky, which observation of language MOST challenges a behavioral account?
a. It is more difficult to learn a second language as one ages.
b. Deficits in speech production in developing children can be overcome with an intense individualized education plan.
c. Different languages are spoken around the world.
d. Speech that has never before been reinforced nevertheless occurs frequently.
ANSWER: d

170. Which early neuropsychologist trained rats to run mazes, surgically removed parts of their brains, and then measured how well they could run the maze again?
a. Noam Chomsky
b. Karl Lashley
c. B. F. Skinner
d. Paul Broca
ANSWER: b

171. Karl Lashley's early neuroscientific research sought to identify the specific brain region:
a. underlying grammar rules.
b. involved in speech production.
c. responsible for rats learning to navigate a maze.

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Chapter 1 - Multiple Choice

d. responsible for visual perception.

ANSWER: c

172. After conducting repeated experiments in which he first trained rats to navigate a maze and then removed tiny sections of their brains to see if that brain region eliminated learning, Lashley reported that:

a. learning the maze could be erased by removing a tiny section of Broca's area.
b. the memory of the maze was localized in the right hemisphere of the brain.
c. the memory of the maze was localized in the left hemisphere of the brain.
d. no one brain region seemed to uniquely and reliably eliminate maze learning.

ANSWER: d

173. After training rats to successfully navigate a maze, Karl Lashely sought to determine the precise spot in the brain where the learning occurred by:

a. surgically removing tiny sections of the brain and then retesting the rats.
b. giving the rats experimental drugs that target specific brain areas and then retesting the rats.
c. studying differences in dendritic density in various brain regions under a microscope after the rats' death.
d. studying the rats running the maze while connected to a recorder that measured brain electrical activity.

ANSWER: a

174. Which approach to psychology links psychological processes to activities in the nervous system and other bodily processes?

a. cognitive psychology
b. cognitive psychotherapy
c. behavioral neuroscience
d. evolutionary psychology

ANSWER: c

175. Which research question is MOST relevant to behavioral neuroscience?

a. What brain mechanisms underlie complex decision making?
b. What brain mechanisms underlie reinforcement?
c. What brain mechanisms are responsible for long-term memory?
d. What are some evolutionary adaptations of the brain?

ANSWER: b

176. Amanda seeks to understand the brain functions underlying reward and punishment. Amanda is MOST likely a(n):

a. behaviorist.
b. evolutionary psychologist.
c. cognitive neuroscientist.
d. behavioral neuroscientist.

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Chapter 1 - Multiple Choice

ANSWER: d

177. Chloe seeks to understand the brain functions associated with coordinated movement. Chloe is MOST likely a(n):

a. behaviorist.
b. evolutionary psychologist.
c. cognitive neuroscientist.
d. behavioral neuroscientist.

ANSWER: d

178. A field that attempts to understand the links between cognitive processes and brain activity is:

a. cognitive neuroscience.
b. cognitive psychotherapy.
c. physiological psychology.
d. evolutionary psychology.

ANSWER: a

179. Kerrie wants to understand how perceptions, beliefs, and memories activate different regions in the brain. Which field of psychology would you suggest that Kerrie explore?

a. cognitive psychology
b. behavioral neuroscience
c. evolutionary psychology
d. cognitive neuroscience

ANSWER: d

180. Rats are more likely to form a smell-sickness association than a light-sickness association, suggesting that rats have:

a. an inability to associate a light with any consequence.
b. evolved to not associate lights with smell.
c. learned some associations more easily than others because of natural selection.
d. evolved to easily associate sickness with any stimulus in their environment.

ANSWER: c

181. Rats are more likely to form a smell-sickness association than a light-sickness association, suggesting that:

a. genetic factors are a relatively unimportant component of learning.
b. rats have evolved to not associate lights with smell.
c. behavior is in part the product of the learning experiences of our ancestors.
d. rats have had more learning opportunities to associate smell with sickness.

ANSWER: c

182. _____ demonstrated that rats are more likely to form a smell-sickness association than a light-sickness association.

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a. Karl Lashley
b. John Garcia
c. Ivan Pavlov
d. Charles Darwin

ANSWER: b

183. Kayla doesn't know it yet, but she has just contracted a stomach virus from her roommate, Beverly. Kayla puts on a new dress and goes on a first date with Jermaine, where they eat oysters. Later that night, Kayla becomes violently ill. Kayla is MOST likely to associate the sickness with:

a. the oysters.
b. Beverly.
c. Jermaine.
d. her new dress.

ANSWER: a

184. Six-year-old Michael eats teriyaki chicken for the first time at a Japanese restaurant and shortly thereafter becomes nauseous during the car ride home. The sickness is actually due to his catching a virus from his older brother Patrick. Michael is MOST likely to associate the sickness with:

a. Patrick.
b. the teriyaki flavor.
c. the sign outside the Japanese restaurant.
d. riding in the car.

ANSWER: b

185. What type of psychology explains mind and behavior in terms of the adaptive value of abilities that are preserved over time by natural selection?

a. behaviorism
b. physiological psychology
c. evolutionary psychology
d. cognitive neuroscience

ANSWER: c

186. The psychological approach that emphasizes that the mind is a collection of specialized components that are designed to overcome problems that our ancestors faced over millions of years is:

a. psychoanalysis.
b. existential psychology.
c. cultural psychology.
d. evolutionary psychology.

ANSWER: d

187. According to evolutionary psychology, jealousy:

a. hindered reproduction in our ancestors through a decrease in "jealous genes."

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Chapter 1 - Multiple Choice

b. aided reproductive success in our ancestors.
c. facilitates reproductive success today.
d. hinders the ability to attract but facilitates the ability to keep a mate today.

ANSWER: b

188. Dr. O'Leary believes that most young men prefer to choose young, healthy women for their life partners because doing so boosts their chances for producing healthy offspring. This outlook illustrates the _____ perspective.
a. cultural
b. evolutionary
c. behavioral
d. developmental

ANSWER: b

189. How might an evolutionary psychologist explain the fact that people tend to enjoy high-fat food?
a. When food was scarce in our ancestral past, people who ate high-fat food tended to obtain the calories that they needed to survive and, ultimately, reproduce.
b. High-fat food activates areas in the brain corresponding to reward.
c. Over one's lifetime, many interpersonal relationships revolve around eating these "comfort" food items.
d. Although eating high-fat food resulted in great mortality rates among our ancestors, the availability of medication today allows people to consume larger amounts of high-fat food.

ANSWER: a

190. The study of the causes and consequences of sociality is called:
a. cultural psychology.
b. cognitive psychology.
c. sociobiology.
d. social psychology.

ANSWER: d

191. Dr. Aguilera studies the influence of peer pressure on adolescents. Which area of psychology does her research BEST represent?
a. cognitive psychology
b. social psychology
c. clinical psychology
d. cultural psychology

ANSWER: b

192. Dr. Cover studies the benefits and undesirable outcomes of stereotyping. Which area of psychology does her research BEST represent?
a. cognitive psychology

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b. social psychology
c. clinical psychology
d. cultural psychology

ANSWER: b

193. Raymond wants to learn the most effective techniques to make a favorable first impression. Raymond might want to take a course in _____ psychology.
a. cognitive
b. cultural
c. clinical
d. social

ANSWER: d

194. Veronica wants to learn if opposites really do attract. She might want to take a course in _____ psychology.
a. cognitive
b. cultural
c. clinical
d. social

ANSWER: d

195. Solomon Asch was a social psychologist whose research interests were shaped, in part, by the:
a. American civil rights movement.
b. development of computers.
c. Holocaust.
d. theory of language development.

ANSWER: c

196. Gordon Allport was a social psychologist whose research interests on stereotyping were shaped, in large part, by:
a. the American civil rights movement.
b. Gestalt psychology.
c. his experiences in Nazi Germany.
d. the emergence of cognitive neuroscience.

ANSWER: a

197. The early social psychologists Bib Latane and John Darley made notable contributions in their efforts to understand why people:
a. conform to the group.
b. obey unjust authority figures.
c. stereotype others.

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d. fail to help those in need.

ANSWER: d

198. The Holocaust inspired research MOSTLY in the areas of:

a. mania and illusions.

b. prejudice and discrimination.

c. conformity and obedience.

d. altruism and aggression.

ANSWER: c

199. Which research question is MOST consistent with the historical events that inspired the research of Solomon Asch?

a. Why do people support and join terrorist organizations?

b. What types of discrimination do immigrants face?

c. Are Democrats or Republicans more likely to donate to charity?

d. How does generational poverty affect rates of depression and anxiety?

ANSWER: a

200. Which research question is MOST consistent with the historical events that inspired the research of Solomon Asch?

a. Does diversity increase or decrease workplace productivity?

b. How has Hollywood changed our perceptions of feminine beauty?

c. Why do otherwise decent people commit evil acts when ordered to by a totalitarian regime?

d. Do people become more liberal or conservative when faced with economic hardship?

ANSWER: c

201. Which research question is MOST consistent with the historical events that inspired the research of Gordon Allport?

a. How does media coverage of racially charged events affect implicit biases or prejudices?

b. Why what learning experiences lead to the heroism demonstrated by first responders to the World Trade Center attack on September 11, 2001?

c. Why do otherwise decent people commit evil acts when ordered to by a totalitarian regime?

d. Do people become more liberal or conservative when faced with economic hardship?

ANSWER: a

202. Which research question is MOST consistent with the historical events that inspired the research of Gordon Allport?

a. Do opposites really attract?

b. How does wealth affect happiness?

c. Why are suicide bombers willing to sacrifice their lives?

d. Do fans of professional football stereotype the fans of rival teams?

ANSWER: d

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Chapter 1 - Multiple Choice

203. Values, traditions, and beliefs that are shared by a particular group of people are called:
a. customs.
b. ceremonies.
c. culture.
d. backgrounds.
ANSWER: c

204. Which factor is LEAST likely to define a culture?
a. age
b. nationality
c. sexual orientation
d. diversity
ANSWER: d

205. Which cultural difference can be found in just about every corner of the world?
a. wealth disparity
b. racial differences
c. religious differences
d. language differences
ANSWER: a

206. Brice travels to remote places and examines how the people live. He pays particular attention to their values and traditions. What type of psychologist is Brice?
a. evolutionary
b. cultural
c. social
d. Gestalt
ANSWER: b

207. Andre studies if altruism varies as a function of individualistic or collectivist societies. He pays particular attention to differences in values between the two societies. What type of psychologist is Andre?
a. evolutionary
b. cultural
c. cognitive
d. Gestalt
ANSWER: b

208. When people are randomly assigned to think of themselves as upper class, these people behave more _____ than do people in a control group.
a. aggressively
b. charitably

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c. selfishly
d. altruistically

ANSWER: c

209. Who was one of the seven psychologists to start the American Psychological Association?
a. Hermann von Helmholtz
b. John Watson
c. Wilhelm Wundt
d. William James

ANSWER: d

210. The American Psychological Association was formed in:
a. 1892, on the campus of Clark University.
b. 1939, at the beginning of World War II.
c. 1900, on the campus of Princeton university.
d. 1855, in conjunction with Howard University's psychology club.

ANSWER: a

211. The American Psychological Association was originally made up of academic psychologists; today, nearly _____% of its members work in clinical and health-related settings.
a. 90
b. 70
c. 40
d. 10

ANSWER: b

212. The American Psychological Association was originally made up of academic psychologists; today, only _____% of its members work in academia.
a. 2
b. 8
c. 20
d. 40

ANSWER: c

213. The Association for Psychological Science was formed:
a. by cognitive psychologists rebelling against John Watson's behaviorism.
b. before the founding of the American Psychological Association.
c. when academic psychologists wanted an organization that focused on the needs of psychologists carrying out scientific research.
d. as a result of a union of the American Psychological Association and the European Psychological Association.

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Chapter 1 - Multiple Choice

ANSWER: c

214. Compared with the typical APA member in 1910, the typical APA member in 2016 is LESS likely to be a(n):
a. academic researcher.
b. woman.
c. racial minority.
d. professional in health-related fields.

ANSWER: a

215. In which year did the first woman become president of the American Psychological Association?
a. 1905
b. 1970
c. 1995
d. 2005

ANSWER: a

216. Who was the first female president of the American Psychological Association?
a. Mary Whiton Calkins
b. Francis Cecil Sumner
c. Anna Freud
d. Margaret Floy Washburn

ANSWER: a

217. Today, over 70% of individuals receiving their PhDs in psychology are:
a. white males.
b. males.
c. racial minorities.
d. females.

ANSWER: d

218. Who is MOST likely to be a member of the American Psychological Association?
a. Tony, a behaviorist studying principles of reinforcement in rats
b. Robin, an academic behavioral neuroscientist conducting basic research on memory
c. Perry, a clinical psychologist specializing in depression
d. Suzanne, an academic social psychologist studying stereotypes

ANSWER: c

219. Who is LEAST likely to be a member of the American Psychological Association?
a. Bari, a health psychologist who consults for Fortune 500 companies
b. Robin, an academic behavioral neuroscientist

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c. Perry, a clinical psychologist specializing in depression
d. Timothy, a clinical counselor specializing in treating substance abuse

ANSWER: b

220. Who was the first member of a minority group to be president of the American Psychological Association?
a. Mary Whiton Calkins
b. Francis Cecil Sumner
c. Kenneth Clark
d. Mary Floy Washburn

ANSWER: c

221. _____ conducted research on the developmental effects of prejudice, discrimination, and segregation on children in the 1950s. The research was cited by the U.S. Supreme Court in its decision in the landmark *Brown v. Board of Education* case.
a. Francis Sumner
b. Margaret Washburn
c. William James
d. Kenneth Clark

ANSWER: d

222. Kenneth Clark's research on prejudice, discrimination, and segregation was fundamental in which Supreme Court ruling?
a. *Stewart v. Board of Education*
b. *Brown v. Board of Education*
c. *Roe v. Wade*
d. *NAACP v. Board of Education*

ANSWER: b

223. What is the difference between a clinical psychologist and a psychiatrist?
a. A clinical psychologist can only work in schools.
b. A psychiatrist is a medical doctor, whereas a clinical psychologist is a PhD.
c. Only a clinical psychologist can prescribe medication.
d. A psychiatrist goes to graduate school for years longer than a clinical psychologist.

ANSWER: b

224. Karen received a PhD in psychology and now treats psychological disorders. Which type of psychologist is Karen?
a. clinical
b. research
c. social
d. academic

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Chapter 1 - Multiple Choice

ANSWER: a

225. Cliff's therapist prescribes Xanax to treat his anxiety. Cliff's therapist is probably a:
a. counseling psychologist.
b. clinical psychologist.
c. psychiatrist.
d. health psychologist.

ANSWER: c

226. Gary, a 16-year-old, is suffering from severe depression. Of these professionals, Gary should receive treatment from a(n) _____ psychologist.
a. counseling
b. clinical
c. school
d. industrial/organizational

ANSWER: b

227. Psychologists work in a wide variety of settings, but the LARGEST percentage work in:
a. business.
b. clinical settings.
c. academia.
d. governmental agencies.

ANSWER: b

228. Which mental health professionals assist people in dealing with work/career issues, life changes, and common crises?
a. social psychologists
b. industrial/organizational psychologists
c. counseling psychologists
d. health psychologists

ANSWER: c

229. As an elementary school student, Dan met with a psychologist who helped him with speech and reading. Which type of psychologist did Dan see?
a. clinical psychologist
b. industrial/organizational psychologist
c. counseling psychologist
d. school psychologist

ANSWER: d

230. Jorge is in the middle of a divorce and is experiencing stress associated with this period of adjustment. Jorge should probably seek help from a(n):

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a. psychiatrist.
b. organizational psychologist.
c. social psychologist.
d. counseling psychologist.

ANSWER: d

231. Jeff thinks it would be beneficial for his employees to attend a seminar on how to become more productive at work. Which type of psychologist would conduct this seminar?
a. clinical psychologist
b. industrial/organizational psychologist
c. school psychologist
d. cognitive psychologist

ANSWER: b

232. Liz is the CEO of a major company. Liz is fearful of how her employees are going to react to the company's downsizing and reorganization. She decides to contact a(n) _____ psychologist to help her employees.
a. industrial/organizational
b. clinical
c. school
d. cultural

ANSWER: a

233. In an article entitled "Mapping the Backbone of Science," Kevin Boyack and his colleagues (2005) characterized psychology as a(n) _____ science.
a. basic
b. applied
c. hub
d. health

ANSWER: c

234. What is a hub science?
a. a "hard" science involving laboratory research
b. any social science where research usually is conducted in the field
c. any science whose primary goal is clinical in nature
d. a large field of science that links with and influences smaller subfields

ANSWER: d

235. The defining feature of a "hub science" is a science that:
a. focuses mainly on laboratory research.
b. receives a large amount of federal grant funds.

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c. links with and influences smaller subfields.
d. grants doctoral degrees.

ANSWER: c

236. In an article entitled "Mapping the Backbone of Science," Kevin Boyack and his colleagues (2005) identified how many hub sciences?
a. 3
b. 7
c. 12
d. 20

ANSWER: b

237. Which field of study is NOT a hub science as identified by Kevin Boyack and his colleagues (2005) in their article "Mapping the Backbone of Science"?
a. neuroscience
b. psychology
c. chemistry
d. physics

ANSWER: a

238. Which field of study is NOT a hub science as identified by Kevin Boyack and his colleagues (2005) in their article "Mapping the Backbone of Science"?
a. chemistry
b. economics
c. medicine
d. social science

ANSWER: b

239. On a map based on citations and references in scientific peer-reviewed journals, psychology is MOST closely linked to which hub science?
a. medicine
b. math
c. chemistry
d. social science

ANSWER: d

240. Karen ultimately wants to pursue a master's degree in education but wants to obtain a strong scientific background as an undergraduate. Courses in which hub science would be MOST relevant to her career goals?
a. earth sciences
b. math
c. psychology
d. chemistry

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Chapter 1 - Multiple Choice

ANSWER: c

241. Tanisha ultimately wants to pursue a master's degree in public health but wants to obtain a strong scientific background as an undergraduate. Courses in which hub science would be MOST relevant to her career goals?

a. psychology
b. math
c. medicine
d. earth sciences

ANSWER: a

242. The classification of psychology as a hub science MOST supports the idea that psychology:

a. is a basic laboratory science.
b. is primarily a clinical field.
c. has relevance to many related disciplines.
d. has grown beyond an academic discipline.

ANSWER: c

243. The classification of psychology as a hub science MOST supports the idea that an undergraduate education in psychology will prepare students for:

a. a variety of different career paths related to the psychology hub.
b. primarily a career as a clinical psychologist.
c. primarily a career conducting laboratory research in academic settings.
d. graduate school in all of the other hub sciences.

ANSWER: a

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Name:_____ Class:_____ Date:_____

Chapter 1 - Essay

1. Contrast the views of Plato and Aristotle on the nature versus nurture debate. What position do modern psychologists take on this issue?

ANSWER: The answer should provide the following information: (1) Plato argued that the infant is born with certain kinds of knowledge that are innate, or inborn, such as the ability to learn language. This philosophical viewpoint, termed nativism, is consistent with a view of psychology based partly on nature. (2) Aristotle argued that the mind is a *tabula rasa,* or blank slate, and thus every experience an infant has contributes to his or her personality, thought processes, emotions, and so on. This corresponds to a view of psychology termed philosophical empiricism. (3) Nature versus nurture has been strongly debated in psychology. Most psychologists today argue that a combination of nature and nurture influences who we are.

2. Differentiate between a structuralist and functionalist approach to understanding consciousness. Identify the founders of both approaches and the earlier influences that gave rise to these schools of psychology.

ANSWER: The answer should indicate that Wilhelm Wundt began structuralism and was greatly influenced by the physiological research of Helmholtz, for whom he was a research assistant. Structuralism attempts to identify the basic elements that constitute the mind by deconstructing the conscious experience through techniques such as introspection. William James began functionalism. He did not believe that consciousness can be broken down into basic elements; rather, he believed consciousness was more like a flowing stream than a collection of components. Functionalism sought to identify the adaptive significance, or functions, of consciousness, rather than deconstructing it into elements. James was highly influenced by Darwin's theory of natural selection.

3. Discuss Sigmund Freud's influence on the field of psychology. What are the contributions and critiques of psychoanalytic theory?

ANSWER: The answer should provide the following information: (1) Though many people disagree with Sigmund Freud's psychoanalytic theory, he is one of the most influential psychologists ever. (2) Freud had been educated as a physician and noticed that women were coming into his office with problems that had no physical justification. Freud decided to talk with these women about their psychosomatic symptoms, which was termed hysteria in Freud's day. Over time, he developed a therapy called psychoanalysis. As a result, today he is considered one of the pioneers of clinical psychology. (3) Freud developed a theory of how the mind works and how people may be governed by forces of which they are unaware. This idea of an unconscious has had a tremendous impact on psychology, literature, and art. It also formed the basis of psychoanalysis, which involves bringing unconscious motivations, desires, and thoughts into the conscious mind. (4) One criticism of psychoanalytic theory is that it portrayed the human condition pessimistically, positing that human behavior was governed by rather dark forces that were outside of our conscious awareness.

4. Why would John Watson disagree with the definition of psychology as stated in the textbook?

ANSWER: The answer should indicate that psychology can be defined as the scientific study of behavior and mental processes. John Watson was the founder of behaviorism. He believed that mental processes could not be studied scientifically because they were not objectively observable. He believed that, if psychology was to be a science, it should confine its subject matter to objectively observable behavior. For this reason, Watson would disagree with the definition of psychology as presented in the textbook. In fairness to Watson, however, he lived before modern brain scanning devices allowed psychologists to make objective observations of the neurological processes underlying

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Chapter 1 - Essay

cognition.

5. While B. F. Skinner's underlying views about the human condition differ markedly from humanistic views, interestingly his goals for the advancement of humanity are remarkably similar. Compare and contrast Skinner's views with humanistic psychology.

ANSWER: The answer should provide the following information: (1) Skinner denied the existence of free will. According to Skinner, behavior was largely determined by a history of reinforcement. (2) Humanistic psychologists, such as Maslow and Rogers, believed that humans have free will and are active agents in trying to fulfill their own potential. (3) Nevertheless, both Skinner and the humanists shared an optimistic goal that psychologists could help improve the human condition. This is in contrast with the dark views of humanity advanced by Freud. (4) Skinner and the humanists attempted to better humanity using radically different methods. Skinner advocated arranging environments in which desirable behavior would be reinforced. The principles of reinforcement thus could be used to increase social welfare. Humanistic psychologists, on the other hand, focused on the power of a person's free choice in reaching his or her full potential and developed therapies to facilitate this process.

6. Discuss some benefits that behaviorism brought to the field of psychology. Then, discuss some problems associated with behaviorism.

ANSWER: The answer should provide the following information: (1) Behaviorists highlighted the need for psychologists to study phenomena that were objectively observable. This advanced the science of psychology. (2) The research of Ivan Pavlov and John Watson demonstrated how associations between stimuli and responses are formed. (3) Using rats, B. F. Skinner developed a methodology demonstrating that the consequences of behavior determine its future occurrence. This work has taught psychologists how people—and not just rats—learn. His principle of reinforcement pervades modern psychology. (4) By focusing their study only on observable behavior, however, behaviorists neglected important areas of study such as perception, memory, cognitive and brain processes, and language. As a result, most psychologists ultimately shifted away from the behaviorist approach.

7. Discuss how technological advancements, along with work in the field of linguistics, advanced cognitive psychology and ultimately led to the downfall of behaviorism as the dominant field within psychology.

ANSWER: The answer should indicate that the advent of the computer gave psychologists a useful model of mental processes. For example, both computers and people seem to register, store, and retrieve information. This computer model inspired much research in the field of cognitive psychology. This growing field of cognitive psychology studied important processes that behaviorists largely ignored, such as perception, memory, and attention, and ultimately supplanted behaviorism as the dominant theoretical position within psychology. Contributing to the downfall of behaviorism was Noam Chomsky's scathing review of B. F. Skinner's *Verbal Behavior*. Skinner believed that language (he called it verbal behavior) was essentially the product of reinforcement. For example, if saying "please" is reinforced, that person may become more polite. Chomsky charged that Skinner's theory of language was overly simplistic. Children use grammar rules that are not explicitly taught and generate novel phrases that were never explicitly reinforced.

8. How might an evolutionary psychologist explain human behavior that is largely detrimental to the individual or the culture, such as aggression or a preference for a high-fat diet?

ANSWER: The answer should provide the following information: (1) Evolutionary psychologists believe that

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Chapter 1 - Essay

human behavior is the product of millions of years of natural selection. Although these behaviors are largely detrimental today, they were adaptive in the environment of our ancestors. (2) Our ancestors who aggressively procured food and sexual partners tended to be the ones who lived and passed on their genes. (3) In an ancestral environment where food was scarce, those ancestors who had a preference for high-fat foods obtained the calories that they needed to survive. (4) In today's environment where food is abundant and behaving aggressively can send one to prison, these behaviors are largely detrimental. But we are stuck with the genes of our ancestors. To the extent that these behaviors are, in part, biologically determined, we will continue to have a propensity to engage in these behaviors.

9. Humans have a tendency to be afraid of the dark. Provide an explanation of this phenomenon within the framework of both behaviorism and evolutionary psychology. Are the two explanations necessarily incompatible?

ANSWER: The answer should provide the following information: (1) Humans tend not to see well at night. As such, we are prone to accidents when navigating in the dark. In addition, we are at a disadvantage if surrounded by large nocturnal animals that could possibly harm us. In contrast, hunkering down and sleeping in small groups at night provides some measure of safety. (2) Behaviorists would focus on the learning that occurs within an individual's lifetime. For example, the last time Bob went hunting at night, he broke his ankle and almost got eaten by a lion. Hunting at night, then, has been punished by its consequences. Conversely, seeking a safe shelter is reinforced with warmth, safety, and companionship. As a result of these learning experiences, Bob fears the dark and would rather stay inside. (3) Evolutionary psychologists would note that, during the course of mammalian evolution, our ancestors who ventured outside in the dark tended not to reproduce in great numbers, perhaps because they fell off cliffs or got eaten by crocodiles. Those ancestors, who just so happened to be leery of the dark, lived to pass on their genes. Thus, we are left with the genes of those who did not particularly enjoy nightly jaunts through the forest. (4) On the surface, the two explanations are very different. While behaviorists do not deny the role of genetics, they point to the environment as the major determinant of behavior. As such, a behaviorist would first seek to understand the learning experiences that shaped an individual's fear of the dark. On the other hand, an evolutionary psychologist will focus on differential reproductive success as a result of the behavior of our ancestors. We are left with their genes, and thus, their behavior patterns. (5) The two explanations are not incompatible, but rather represent different levels of analysis. For example, early mammals might learn to avoid the dark through natural consequences within their lifetime. Principles of reinforcement and punishment from a behavioral account would explain this behavior. These are the mammals that live to reproduce and pass on their genes. To the extent that susceptibility to reinforcement is, in part, genetically based, we are genetically predisposed to fear the dark due to the learning experiences of our remote ancestors.

10. Discuss the growing impact on psychology of women and non-White minorities, and identify some pioneering women and minorities within psychology.

ANSWER: The answer should provide the following information: (1) Today, women and non-White minorities play leading roles in all areas of psychology. (2) Mary Whiton Calkins was the first woman elected as president of the APA in 1905. Women now earn 70% of PhD degrees granted in psychology. Psychology is becoming a female-dominated field. In addition, the number of PhD degrees granted to minorities has greatly increased and now represents approximately 24% of all PhD degrees granted. (3) Kenneth Clark, an African American who became the first President of the American Psychological Association in 1970, worked extensively on the self-image of African American

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children and argued that segregation of the races created great psychological harm. Clark's research was fundamental and contributed to the Supreme Court's 1954 ruling (*Brown v. Board of Education*) to outlaw segregation in public schools.

11. Describe four nonresearch career specializations within psychology.

ANSWER: The answer should provide the following information: (1) Clinical psychologists assess and treat people with psychological disorders. They work closely with psychiatrists, who have a medical degree and can prescribe medication. Clinical psychology makes up almost half of the doctorates awarded with psychology. (2) Counseling psychologists assist people dealing with career issues, or common personal problems such as divorce, unemployment, or the loss of a loved one. (3) School psychologists work in educational settings and provide guidance to students, parents, and teachers. (4) Industrial/organizational psychologists work in business and industry and focus on issues such as improving productivity, developing effective planning strategies, and dealing with change.

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Name:_____ Class:_____ Date:_____

Chapter 1 - Scenario

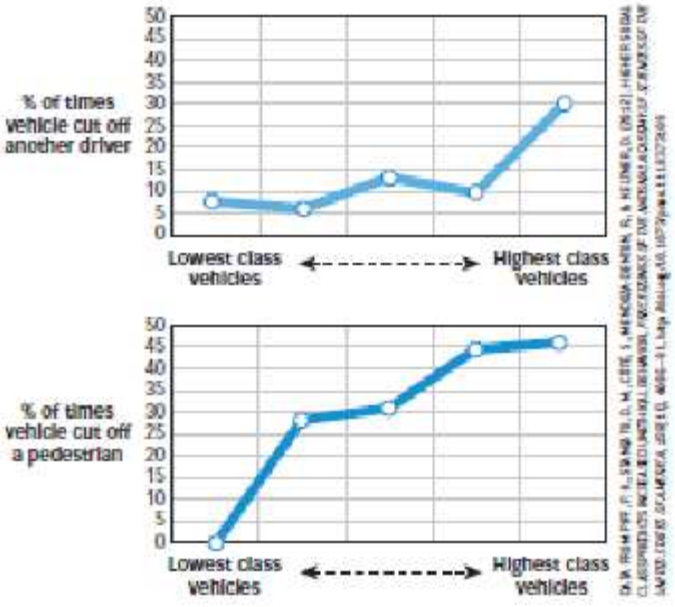
Use Scenario 1.1 (reproduced from p. 17 of the textbook) to answer the following question(s).

Piff, P. K., Stancato, D. M., Côté, S., Mendoza-Denton, R., & Keltner, D. (2012). Higher social class predicts increased unethical behavior. *PNAS Proceedings of the National Academy of Sciences of the United States of America,* 109(11), 4086–4091. doi:10.1073/pnas.1118373109

Piff and colleagues (2012) used naturalistic observation techniques to determine if wealthy people behaved more or less ethically than did people who were not wealthy. In one study, observers stood at a busy intersection and recorded the make, model, and year of each approaching car. They also noted if the car cut off other cars or pedestrians at this intersection.

Major findings of Piff et al. (2012) are presented in Figure 1.1. This figure shows the percentage of times vehicles cut off another driver (top panel) or pedestrians (lower panel) as a function of the social status of the vehicles (with more expensive cars ranked higher in social status).

Figure 1.1



1. (Scenario 1.1) A psychologist believes that driving expensive cars and not taking into account the rights of others are both the product of feelings of sexual inferiority banished to the unconscious. The psychologist adopts a _____ approach.

a. gestalt
b. social or cultural
c. humanistic
d. psychoanalytic

ANSWER: d

2. (Scenario 1.1) A psychologist believes that selfishness is a genetically based trait that confers advantages in terms of resource acquisition. As such, the psychologist is not surprised in the least that selfish people drive

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expensive cars. This _____ would predict that _____.

a. evolutionary psychologist; selfishness results in wealth
b. evolutionary psychologist; wealth makes people selfish
c. cognitive neuroscientist; selfishness results in wealth
d. cognitive neuroscientist; wealth makes people selfish

ANSWER: a

3. (Scenario 1.1) The researchers who conducted this study are MOST likely to be _____ psychologists.

a. cognitive-behavioral
b. social or cultural
c. humanistic
d. industrial-organizational

ANSWER: b

4. (Scenario 1.1) Consider only the bottom panel in Figure 1.1. These results demonstrate that:

a. wealth makes people care more about themselves than they do others, to the point of ignoring the rights of pedestrians.
b. driving a more expensive car gives one a false sense of security, and this causes people to be more aggressive drivers.
c. people driving higher-class cars are more likely than not to cut off a pedestrian in an intersection.
d. people driving a more expensive car fail to yield to pedestrians more than do people who drive less expensive cars.

ANSWER: d

5. (Scenario 1.1) Consider only the top panel in Figure 1.1. These results underscore the importance of:

a. studying a wide range of values, rather than just a few when trying to determine if two variables are related.
b. using random assignment to create equivalent groups.
c. making testable predictions and then refining the theory based on the data.
d. generalizing laboratory results to real-world settings.

ANSWER: a

6. (Scenario 1.1) Consider both panels in Figure 1.1. Which is a description of a result shown in this figure?

a. Drivers were more likely to yield to pedestrians than to other cars.
b. Small changes in car social status in the middle-class range nevertheless predicted if drivers would cut off another car.
c. Small increases in the value of a car had relatively large effects on whether or not a driver would cut off a pedestrian.
d. Small changes in car social status in the middle-class range had no predictive value in determining if people would yield to pedestrians.

ANSWER: c

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7. (Scenario 1.1) Based on the results shown in Figure 1.1, it is NOT known if:
   a. people driving higher-class cars were less likely to yield to pedestrians.
   b. drivers in general were more likely to yield to another car than to a pedestrian.
   c. wealth caused people to care more about themselves than about others.
   d. wealth was associated with selfish driving behavior.

ANSWER: c

8. (Scenario 1.1) A psychologist believes that people in higher and lower social classes learn norms that then affect their behavior in many different settings. One such norm is that people in higher social classes tend to view themselves as more important than others. As such, the psychologist is not surprised that people driving expensive cars are more likely to disregard the rights of others. This _____ psychologist would predict that _____.
   a. humanistic; selfishness results in wealth
   b. humanistic; wealth makes people selfish
   c. cultural; selfishness results in wealth
   d. cultural; wealth makes people selfish

ANSWER: d

Scenario 1.2 introduces material from the following publications:

Bowlby, J. (1969/1982). *Attachment and loss, Vol. 1: Attachment*. New York: Basic Books.

Preckel, K., Scheele, D., Eckstein, M., Maier, W., & Hurlemann, R. (2015). The influence of oxytocin on volitional and emotional ambivalence. *Social Cognitive and Affective Neuroscience,* 10(7), 987–993. doi:10.1093/scan/nsu147

Catherine is a college freshmen who is shocked at the intensity of the jealousy expressed by her roommate's boyfriend. Interested in understanding the relationship between Tara and Will, she becomes fascinated to learn in introductory psychology that jealousy has been studied from a variety of perspectives. She goes to the library and begins researching this topic.

9. (Scenario 1.2) Some psychological theorists believe that Will's jealousy might be due to his projecting his own banished sexual inadequacies and desires for infidelity from his unconscious. These theorists are MOST likely to be:
   a. cognitive psychologists.
   b. social psychologists.
   c. humanistic psychologists.
   d. psychoanalysts.

ANSWER: d

10. (Scenario 1.2) Other psychological theorists point to the consequences of the jealousy as the reason for its continued occurrence. Catherine tends to agree. Every time Will goes into a jealous rage when Tara wants to go out with her friends, Tara capitulates and stays in with him instead. Consistent with a _____ approach to

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psychology, Catherine believes that Tara is _____ her boyfriend's jealousy.

a. cognitive; construing
b. behavioral; reinforcing
c. humanistic; actualizing
d. evolutionary; selecting

ANSWER: b

11. (Scenario 1.2) Catherine reads in another book that jealousy often arises from the way we think about relationships. Psychologists who conceptualize jealously as arising from maladaptive patterns of thinking about construals of relationships are advancing a _____ approach.

a. behavioral
b. humanistic
c. psychoanalytic
d. cognitive

ANSWER: d

12. (Scenario 1.2) Preckel and colleagues (2015) reported that giving male participants an oxytocin nasal spray shortly before having them imagine their partners engaged in infidelity reduced activity in brain regions associated with jealousy. Catherine further reads that oxytocin is a neurotransmitter found naturally in the brain and then wonders if Will has naturally _____ levels of it. The research by Preckel and colleagues advances a(n) _____ approach to the study of jealousy.

a. low; cognitive neuroscience
b. high; behavioral neuroscience
c. low; evolutionary psychology
d. high; social psychology

ANSWER: a

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