MULTIPLE CHOICE. Choose the one alternative that best completes the statement or answers the question.

1) To psychologists, motivation refers to:
   A) a process in which an individual sets goals in order to increase his or her competence and skills.
   B) movement through a hierarchy of need, beginning with survival needs for sleep, food, and water and reaching needs for self-actualization.
   C) a state of tension resulting from the deprivation of physical needs, such as those for food and water.
   D) an inferred process within a person or animal, which causes that organism to move toward a goal or away from an unpleasant situation.

2) ________ is a state of tension resulting from the deprivation of physical needs, such as those for food and water.
   A) A value
   B) A drive
   C) Motivation
   D) The need for achievement

3) The pursuit of an activity for its own sake is called:
   A) intrinsic motivation.
   B) performance goals.
   C) biological drives.
   D) the need for affiliation.

4) Extrinsic motivation is defined as
   A) the pursuit of an activity for external rewards.
   B) the pursuit of an activity for its own sake.
   C) the pursuit of an activity in order to increase one’s competence and skills.
   D) the pursuit of an activity to relieve the state of tension caused by deprivation.

5) According to our textbook:
   A) the state of tension caused by deprivation is the major motivation in human behavior.
   B) all human motives are powerfully shaped by social and cultural factors.
   C) today’s motivation researchers emphasize the biological drives that guide behavior.
   D) human beings have many unlearned, primary drives that motivate behavior.

6) ________ is the genetically influenced weight range of an individual, maintained by biological mechanisms that regulate food intake, fat reserves, and metabolism.
   A) Extrinsic weight
   B) Goal weight
   C) Set point
   D) Intrinsic weight
7) Although many factors interact to influence body weight, ________ is probably the most important.
   A) genetics          B) cultural rules
   C) individual habits  D) psychological needs

8) Set point theory has difficulty explaining:
   A) the dramatic worldwide increases in the rates of overweight and obesity.
   B) why most people who diet eventually gain the weight back.
   C) how the same daily caloric intake causes some to gain weight, but not others.
   D) the role of basal metabolism rates and fat cells in maintaining weight.

9) Rising rates of obesity are best explained by:
   A) a lack of willpower.
   B) the increase in eating disorders.
   C) too much high-fat food and too little exercise.
   D) genetic changes over the past few decades.

10) Which of the following is NOT an attachment style in love relationships?
    A) Avoidant attachment  B) Intimate attachment
    C) Secure attachment    D) Anxious-ambivalent attachment

11) About ________ of adults experience secure attachments in romantic relationships.
    A) 72 percent  B) 64 percent  C) 35 percent  D) 50 percent

12) Which of the following statements is FALSE?
    A) Women and men differ in the ways that they express love, with women using words and men expressing feelings through actions.
    B) Women experience "love at first sight" twice as often as men do and feel more love in relationships over the long haul.
    C) People with an avoidant attachment style describe their parents in almost entirely negative terms.
    D) Men and women are equally likely to suffer the heart-crushing torments of unrequited love.

13) How do the three primary ingredients of love (passion, intimacy, and commitment) change over time in a relationship?
    A) Intimacy, passion, and commitment all increase.
    B) Intimacy increases and passion decreases.
    C) Passion increases and intimacy decreases.
    D) Passion and intimacy increase.
14) Our authors would most likely agree that:
A) the only "real love" is romantic love and if a relationship begins to lose its passion then it never was true love.
B) the passion at the beginning of love should be powerful enough to fuel love through all of its ups and downs.
C) there is a positive correlation between passion and intimacy.
D) love is a process over which the lovers have control, and the process tends to increase with time rather than wane.

15) Based on the gender stereotypes of contemporary Western society, a women might express feelings of love ______ whereas a man might express feelings of love ______
A) by working his stamp collection with him / by saying, "I love you!"
B) by watching TV together / by inviting her fishing.
C) by saying, "I love you!" / by filling her gas tank.
D) by helping him financially / by going to her favorite movie twice.

16) Studies on the biology of desire indicate that:
A) sexual activity produces higher levels of testosterone.
B) lowering testosterone causes a loss of sexual desire.
C) testosterone directly causes sexual arousal in men and women.
D) women and men are physically opposite.

17) Physiological research has dispelled the notion that:
A) the penis and the clitoris develop from the same embryonic tissue.
B) orgasms experienced by men and by women are similar.
C) normal women do not experience orgasm.
D) testosterone increases sexual drive in males.

18) Which of the following is NOT one of the six factors listed in the text as underlying reasons for having sex?
A) partner approval B) peer approval
C) intimacy D) necessity or obligation

19) Which of the following statements is NOT supported by research?
A) Peer approval motivates many college-age men to rape.
B) Sexually aggressive males are usually insecure and defensive.
C) Male–male rape is usually intended to humiliate the victim.
D) Eighty percent of all rape victims are assaulted by strangers.
20) _______ are sets of implicit rules that specify proper sexual behavior in a given situation; they vary with age, culture, and gender.
   A) Values   B) Styles of love   C) Gender roles   D) Sexual scripts

21) Research concerning the riddle of sexual orientation suggests that:
   A) the parents of gay men were unconcerned about their son's nonconformity with the traditional male role.
   B) from an early age, gay men recall that they rejected the typical boy role and toys.
   C) the majority of children of gay parents become gay themselves when they reach adolescence.
   D) most gay men report being seduced by an older adult during late childhood or early adolescence.

22) Research supports the theory that homosexuality:
   A) is the result of an "absent father."
   B) is caused by seduction by an older adult.
   C) has unknown and puzzling causes.
   D) is the result of a "smothering mother."

23) _______ are positive experiences that you seek directly.
   A) Approach goals   B) Learning goals
   C) Mastery goals   D) Performance goals

24) _______ involve the effort to avoid unpleasant experiences.
   A) Avoidance goals   B) Performance goals
   C) Learning goals   D) Mastery goals

25) For a goal to improve motivation and performance, it should meet all of the following conditions EXCEPT:
   A) the goal is an approach goal.
   B) the goal is performance-oriented.
   C) the goal is challenging.
   D) the goal is specific.

26) _______ are goals framed in terms of avoiding criticism and being judged favorably.
   A) Mastery goals   B) Performance goals
   C) Approach goals   D) Learning goals

27) _______ are goals framed in terms of increasing one's competence and skills.
   A) Avoidance goals   B) Mastery goals
   C) Approach goals   D) Performance goals
28) In Maslow’s hierarchy of needs, what is the top level of the pyramid?
   A) social needs B) security needs
   C) self-actualization D) esteem needs

29) What is personality?
   A) The degree to which a person is outgoing and friendly
   B) The distinctive mannerisms of a person
   C) A group of distinctive traits that change throughout one’s life
   D) A distinctive pattern of behavior, mannerisms, thoughts, motives, and emotions that characterizes an individual over time and across different situations

30) A ________ is a habitual way of behaving, thinking, and feeling.
   A) personality B) temperament
   C) personality type D) trait

31) ________ is defined as a distinctive and relatively stable pattern of behavior, thoughts, motives, and emotions that characterizes an individual throughout life.
   A) A trait B) The ego
   C) Reciprocal determinism D) Personality

32) A distinctive pattern of behaviors, thoughts, motives, and emotions that characterizes a person over time is defined as ________ whereas habitual ways of behaving, thinking, and feeling are considered ________.
   A) personality; habits B) a habit; personalities
   C) personality; traits D) a trait; personalities

33) Which component of personality is present at birth and is the reservoir of unconscious psychological energies and the motives to avoid pain and obtain pleasure?
   A) The libido B) The ego C) The superego D) The id

34) Which component of personality is a referee between the needs of instinct and the demands of society?
   A) The libido B) The ego C) The id D) The superego

35) Which component of personality represents morality and parental authority?
   A) The superego B) The id C) The libido D) The ego
36) Theorists within the psychodynamic tradition would agree that:
   A) humans are rational decision makers.
   B) personality development is smooth and continuous.
   C) the primacy of the first five years is evident in adult personality.
   D) psychologists need to rely on objective rather than subjective methods.

37) In psychoanalysis, the psychic energy that fuels sexuality and life instincts is called:
   A) the superego.  B) the ego.  C) the id.  D) the libido.

38) During a grade school field trip, Ryan and his friends were running down a hill when he stepped on a snake. He was unharmed but shaken by the experience. When one of his friends mentioned the incident months later, Ryan could not remember running down the hill that day. Freud would say that this is an example of:
   A) displacement.  B) sublimation.
   C) repression.  D) reaction formation.

39) Vito is angry when the school bus driver blames Vito for misbehaving when it actually was the child behind him who had been acting up. As he gets off the bus, he kicks the bus tire. Freud would say that Vito is unconsciously using the defense mechanism of:

40) A ________ is a strategy that denies or distorts reality, but protects us from conflict and anxiety.
   A) psychological dynamic  B) defense mechanism
   C) libido  D) trait

41) Which defense mechanism involves transforming an anxiety-producing emotion into its opposite?
   A) Regression  B) Reaction formation
   C) Repression  D) Rationalization

42) When displacement serves a higher cultural or socially useful purpose, it is called:
   A) reaction formation.  B) projection.
   C) denial.  D) sublimation.

43) Making a vow of celibacy was difficult for Andrew when he became a priest but he remained true to his vow. On his twenty-fifth anniversary, the congregation held a reception and displayed several pieces of liturgical art that Andrew had created over the past two decades. According to Freud, Andrew’s artistic creations illustrate:
   A) projection.  B) reaction formation.
   C) sublimation.  D) denial.
44) According to Freud, personality develops through a series of psychosexual stages. During infancy, the psychosexual stage is called the:
   A) oral stage.  
   B) phallic stage.  
   C) anal stage.  
   D) latency stage.  

45) According to Freud, personality develops through a series of psychosexual stages. During the toddler years, the psychosexual stage is called the:
   A) latency stage.  
   B) phallic stage.  
   C) anal stage.  
   D) oral stage.  

46) According to Freud, personality develops through a series of psychosexual stages. During the preschool years, the psychosexual stage is called the:
   A) phallic stage.  
   B) latency stage.  
   C) oral stage.  
   D) anal stage.  

47) According to Gordon Allport, most individuals have ________ central trait(s) that reflect(s) a characteristic way of behaving, dealing with others, and reacting to new situations.
   A) one  
   B) fifty to sixty  
   C) five to ten  
   D) twenty  

48) Which of the following is NOT one of the "Big Five" personality factors?
   A) Conscientiousness vs. impulsiveness  
   B) Optimism vs. pessimism  
   C) Agreeableness vs. antagonism  
   D) Extroversion vs. introversion  

49) ________ describes the extent to which people are outgoing or shy.
   A) Openness to experience vs. resistance to new experience  
   B) Agreeableness vs. antagonism  
   C) Neuroticism vs. emotional stability  
   D) Extroversion vs. introversion  

50) ________ describes the extent to which people are anxious and impulsive.
   A) Agreeableness vs. antagonism  
   B) Neuroticism vs. emotional stability  
   C) Extroversion vs. introversion  
   D) Openness to experience vs. resistance to new experience  

51) Research on the Big Five and the aging process supports all of the following EXCEPT:
   A) the Big Five are remarkably stable over a lifetime, especially once a person hits 30.  
   B) in later adulthood, individuals become more open to new experiences.  
   C) from 16 to 21 years of age, people are the most neurotic and least conscientious.  
   D) people begin to become less antagonistic and more agreeable around age 30.
52) Physiological dispositions to respond to the environment in certain ways are present in infancy. These dispositions, called ________, are assumed to be innate.
   A) temperaments  B) traits  C) personalities  D) aptitudes

53) During mildly stressful tasks, Colleen shows sympathetic nervous system activity, such as an increase in her heart rate and the dilation of her pupils. Jerome Kagan would classify Colleen as a/an:
   A) extroverted child.  B) introverted child.
   C) nonreactive child.  D) reactive child.

54) Which of the following is NOT considered to be a part of temperament?
   A) Stability  B) Reactivity  C) Soothability  D) Positive and negative emotionality

55) Heritability is defined as:
   A) a statistical estimate of the proportion of the total variance in some trait that is attributable to genetic differences among individuals within a group.
   B) the unique aspect of a person’s environment that is not shared by other members of the family.
   C) the two–way interaction between aspects of the environment and aspects of the individual in the shaping of personality traits.
   D) statistical method for analyzing the intercorrelations that are highly correlated among various measures.

56) Research on ________ supports the hypothesis that personality differences are due in part to genetic differences.
   A) the use of defense mechanisms  B) unconditional positive regard
   C) peak experiences  D) the heritability of traits

57) ________ is defined as a two–way interaction between aspects of the environment and aspects of the individual in the shaping of personality traits.
   A) Reciprocal interaction  B) Reciprocal determinism
   C) Social–cognitive interaction  D) Nature–nurture theory

58) In behavioral–genetic research, ________ includes the family background in which you grew up and the experiences you shared with your siblings and parents.
   A) the deep structure  B) the shared environment
   C) the surface structure  D) the nonshared environment
59) Personality traits that are highly heritable:
   A) are rigidly fixed by genetic inheritance.
   B) are readily changed by consistent parental discipline.
   C) can be strengthened or diminished through experience.
   D) are more common in females than in males.

60) ________ cultures are described as those in which the self is regarded as embedded in relationships.
   A) Monochronic
   B) Collectivist
   C) Individualist
   D) Shared environment

61) When considering the influence of genetics on personality, which of the following is true?
   A) Data that support a strong role for genes do not support a role for environment.
   B) A genetic predisposition does not necessarily imply genetic inevitability.
   C) In spite of genetic dispositions and temperament, we can transform our personality completely.
   D) Personality problems that have a genetic component will inevitably occur if a person has the particular gene(s).