Quiz 3  
General Psychology  
Fall 2012  
Due: Tuesday, November 20

Instructions: Please answer the following questions on a green scantron form. You may use your book and notes to complete the quiz but you should not work with others. This quiz is worth a total of 20 points.

1. Psychologists who study personality investigate _____.
   a. the enduring patterns of thinking, feeling, and behaving of individuals
   b. relatively permanent changes in behavior due to experience
   c. the organization of sensation into a meaningful interpretation
   d. the pleasantness or sociability of an individual

2. Michelle was reared in a home where high moral principles dominated. She has attended Sunday school and church since early childhood. In high school, her boyfriend tried to talk her into "sleeping" with him, but something from inside her told her not to. She felt very proud of herself afterward for holding her ground. Which Freudian personality structure made Michelle feel proud of her response?
   a. Superego
   b. Preconscious
   c. Id
   d. Ego

3. According to humanistic theory, a child who receives _____ from her parents is likely to avoid the problems associated with _____, which determine the circumstances under which people approve or disapprove of themselves.
   a. unconditional positive regard / self-actualization needs
   b. conditions of worth / positive self-regard needs
   c. self-consistency / threats
   d. unconditional positive regard / conditions of worth

4. Trait theories of personality ______.
   a. state that situational factors override personal characteristics
   b. focus on the role of the unconscious
   c. take a more optimistic view of human nature than humanistic psychologists do
   d. examine personal characteristics that are stable across situations
5. Which of the following is a weakness of the life story approach to personality?
   a. Life stories are time consuming and difficult to transform into scientific data.
   b. Life stories are susceptible to biases on the part of psychobiographers.
   c. Data from life stories may not serve the scientific goal of generalizability.
   d. All of these

6. The _____ approach to personality places emphasis on conscious awareness, beliefs, expectations, and goals.
   a. psychodynamic
   b. humanistic
   c. trait
   d. social-cognitive

7. Walter Mischel's view of situationism states that _____.
   a. situations are more important than traits
   b. personality varies considerably from one context to another
   c. an individual's personality is more important in one situation than another
   d. reinforcers in the environment help shape personality traits

8. According to Eyseneck's theory, introversion and extraversion are characteristic patterns of behavior that _____.
   a. are shaped through behaviorism
   b. aim to regulate arousal around baseline
   c. should be measured using projective tests
   d. determine a person's sense of unconditional positive regard

9. Social psychology is the study of ______.
   a. social thinking
   b. social influence
   c. social relations
   d. All of these

10. Barbie is a "perfect 10." She has gorgeous flowing blonde hair, crystal blue eyes, olive tanned skin, and a smile to die for. According to social psychological research, when Ken meets Barbie for the first time, what other traits might he infer about Barbie's personality?
   a. She is friendly, likeable, popular, and successful.
   b. She is mean, grumpy, and lazy.
   c. She is conceited, selfish, and self-centered.
   d. She is unreliable and unpopular.
11. Jack and John were recently dumped by their girlfriends. Jack believes that his girlfriend broke up with him because she is a selfish and unhappy person, whereas John believes that his girlfriend broke up with him because she had to attend to a family emergency and could not make commitment right now. Jack is making a(n) ______ about his girlfriend's behavior, whereas John is making a(n) ______.
   a. internal attribution / external attribution
   b. external attribution / internal attribution
   c. downward social comparison / upward social comparison
   d. upward social comparison / downward social comparison

12. Whenever Claudia gets an A on her psychology exam, she believes it was due to the fact that she is an intelligent, hard-working student. However, when she receives a C on an exam, she attributes her behavior to the situation and thus blames the grade on her instructor’s ineffective teaching style and poor choice of test questions. Claudia's behavior is an example of ____.
   a. learned helplessness
   b. the self-serving bias
   c. the false uniqueness effect
   d. the false consensus effect

13. Your new roommate leaves dirty laundry all over her room and you assume she must be a slob. You ignore the fact that she is currently taking finals and working 40 hours per week. You are demonstrating the ______.
   a. fundamental attribution error
   b. universality mistake
   c. self-serving bias
   d. availability heuristic

14. Based on Steele’s (1997) research on stereotype threat, we should be especially concerned about instructions for standardized tests if they _______.
   a. ask for race/ethnic information BEFORE the test starts.
   b. ask for names BEFORE the test starts.
   c. are administered by men and women from different racial/ethnic backgrounds.
   d. are culturally/racially sensitive.

15. Marty has always strongly believed that it is wrong to cheat. However, after he cheated on his chemistry quiz, his attitude toward cheating significantly softened. Which theory best accounts for this attitude shift?
   a. cognitive dissonance theory
   b. self-perception theory
   c. social identity theory
   d. social exchange theory
16. The bystander effect is most likely to occur _____.
   a. when someone is witnessing an emergency and there are several other bystanders present
   b. when someone is witnessing an emergency and no one else is present
   c. in emergencies involving racial minorities where there are a large number of bystanders present
   d. in memory studies in which bystanders did not remember as much about an emergency as the individual who was the victim

17. Approximately _____ of the participants in Milgram's obedience experiment administered the maximum 450-volt shock to the victim.
   a. one-fourth
   b. one-third
   c. two-thirds
   d. three-fourths

18. Ralph just started taking guitar lessons last week. Jimi has been playing guitar for almost 20 years. According to the concept of social facilitation, performing in front of an audience of strangers and friends tonight will likely _____ Ralph's performance and _____ Jimi's performance.
   a. decrease / decrease
   b. increase / increase
   c. decrease / increase
   d. increase / decrease

19. _____ is reflected in a person's conscious and openly shared attitude, which might be measured using a questionnaire. _____ refers to attitudes that exist on a deeper, hidden level, thus they must be measured with a method that does not require awareness.
   a. Implicit racism / Explicit racism
   b. Explicit racism / Implicit racism
   c. Sexual harassment / Ethnocentrism
   d. Ethnocentrism / Sexual harassment

20. Like many of his friends, Justin enjoys watching pornography on the internet. Lately he's been missing work so he can stay home and spend more time on the computer. This behavior is not only jeopardizing his job, it is also interfering with his relationship. Justin's girlfriend is upset about him spending too much time on the computer and she is threatening to break up with him. Justin's behavior meets which of the following criteria for abnormality?
   a. Deviance
   b. Maladaptive
   c. Distressful
   d. None of these