

PRACTICE EXAM 3

**DEAR STUDENT:** This practice tests consists of actual questions from past exams. By taking this practice test, you should gain an idea of whether you understand the course material as well as you think you do. Research studies – and data from past Psych 101 classes – show that many students overestimate how well they know the material.

*Before you take the practice test, please carefully read the CAUTIONS below.*

**CAUTION #1:** These questions are only a SAMPLE of the many questions that could have been asked. Please don't come away from this test thinking that the content in the items below is the only content you need to study.

**CAUTION #2: Trying to “Memorize” Answers to Practice Test Questions: A Dangerous Approach.** Some students try to memorize the answers to the practice test questions, rather than use the questions as a way to measure whether they understand the underlying concepts. This can be a big mistake for two reasons. First, when you see a question on an actual exam, sometimes it may look similar to a practice test question, but if so much as a single key word is different, then it becomes a different question entirely and has a different answer. Sometimes students come to my office and say “Why did I get this question wrong? I put down answer C and on the practice test C was the correct answer.” And then I show them how they didn’t read the actual test question carefully enough, and that the actual test asked about Concept X whereas the practice test asked about Concept Y, even though the wording of the rest of the question was the same. On the actual test, read every question carefully and treat it as a “fresh” question.

**CAUTION #3:** Some students do not look at this exam until a day or two before the real exam, by which time they have done all the readings and have studied for the real test. Then they use this practice exam and the answer key as a way to measure how well they understand the material.

Other students are curious to see what types of questions are on the test, so they look at this practice test when it becomes available, or before they’ve studied. Curiosity is understandable. Just realize that if you look at this exam before studying, and then take the exam as a practice test after studying, your score may be inflated because you “knew” what questions were on this test in advance. Of course, if you look at the exam AND the answer key out of curiosity now, then the exam becomes worthless as a practice test later! So don't look at the answer key just out of curiosity!

**KEEP SCORE:** Score how many questions you answer correctly. Don't rely on a subjective impression (e.g., “I got most of them right” could mean you got 70% correct, which is less than a grade of C). To convert your practice test score to a grade, do the following.

1. Multiply the number of questions you answer correctly by 2.5
2. Add 10 points (e.g., adjusts for the activity points)
3. Look up the grade point on the grading scale (page 4 of syllabus). This tells you what the grade point of your practice exam is.

**EXAMPLE:** George gets 32 items correct on the practice test.

$32 \times 2.5 = 80$ . Add 10 points = 90. Exam Grade is a 2.7.

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**Directions:** This exam contains 40 questions. Choose the best single answer for each question. Be sure to answer all questions. Be sure to "bubble in" your name, ID#, and Version of the Exam on your mark sense form.

1. All societies have informal or implicit "rules" that indicate the types of social behaviors that are expected and accepted. Some of these rules cluster together and form a set that defines the specific behaviors that are appropriate for someone who occupies a given social position (e.g., they specify how a "student," "police officer," an "athlete" should behave). These sets of rules are called:
  - a. behavioral self-perceptions.
  - b. social norms.
  - c. social roles.
  - d. social laws.
2. If you wash your hands 15 times before eating every meal, then you would have a(n) \_\_\_\_\_. If, after leaving home each morning, you worry all day about whether you locked the door, then you would have a(n) \_\_\_\_\_.
  - a. obsession; delusion
  - b. compulsion; delusion
  - c. obsession; compulsion
  - d. compulsion; obsession
3. As emphasized in class lecture, which of the following negative side effects has been most closely associated with the use of electroconvulsive therapy (ECT)?
  - a. a relatively high risk (5%) of death while receiving treatment
  - b. development of permanent, uncontrollable hand tremors and facial tics
  - c. impairment of language functions (e.g., speech or comprehension) for several weeks following treatment
  - d. memory loss for events that occurred prior to the ECT treatment
4. Ellis's Rational-Emotive Therapy (RET) is based upon the A-B-C-D model. In this model, the "B" stands for:
  - a. the therapist's behavior.
  - b. the therapist's beliefs.
  - c. the client's behavior.
  - d. the client's beliefs.
5. Barry has a friend, Jean, who has seemed very depressed for the past month. One day Jean gives Barry a prized possession, and Barry begins to feel concerned about the possibility that Jean might commit suicide. As noted in your text, Barry should:
  - a. not bring up the topic of suicide because people who are contemplating suicide never talk about it anyway.
  - b. not bring up the topic of suicide because it might put the idea into Jean's head.
  - c. tell Jean that he is worried about her, and ask her if she has a suicide plan.
  - d. stop worrying about Jean, because women are much less likely to attempt suicide than men.

6. Doris has experienced severe depression several times in recent years, but she also has periods lasting several days where she is extremely happy and her mood is euphoric. During these periods she has little need for sleep and displays grandiose thoughts (she thinks she can accomplish anything, no matter how unrealistic it actually is). Her behavior becomes overly excited and agitated and her speech is coherent but very rapid. Doris would most likely be diagnosed as having:
  - a. bipolar disorder
  - b. major depression
  - c. schizophrenia
  - d. conversion disorder
  - e. psychogenic fugue
  
7. Carl is a very introverted person. He is quiet and reserved, likes solitary activities, and prefers things in life to be predictable. According to research on introversion-extraversion (and specifically, according to Eysenck's Extraversion-Stability Model), brain recordings would most likely show that Carl tends to have \_\_\_\_\_ than people who are extraverted.
  - a. faster shifts in levels of general cortical arousal
  - b. slower shifts in levels of general cortical arousal
  - c. higher general cortical arousal
  - d. lower general cortical arousal
  
8. Which of the following situations best illustrates the Barnum Effect?
  - a. Morgan has just taken a personality test but feels that the resulting description of his personality is not accurate.
  - b. Joe and Susan have just met for the first time -- for just a couple of minutes -- but afterwards Joe feels he has a pretty complete picture of Susan's personality.
  - c. Anytime someone tries to tell Nancy what she is like ("Nancy, you're so serious"), she reacts very negatively to the fact that other people are trying to "label" her.
  - d. An astrologist describes Bill's personality with general phrases that are true for most people, and Bill is amazed that the description is so accurate.
  
9. Hector is about to perform a complex, difficult task that he has never performed before. In the same room an audience of several people will be sitting quietly, about 10 or 15 feet away, and watching Hector while he performs this task. According to research on the "social facilitation" phenomenon, the fact that these other people are present in the room should \_\_\_\_\_ of Hector's performance on this task. (Note: There are only 3 choices below.)
  - a. increase the quality
  - b. decrease the quality
  - c. have no influence on the quality
  
10. During a therapy session, Marion describes a painful childhood experience where she went on a trip with her parents. Suddenly, she tells the therapist, "I can't remember anything else; my mind has gone blank." Marion says that she wants to stop the session because she is now feeling very tired." The therapist, who has a psychoanalytic orientation, would view Marion's behavior as an example of:
  - a. positive transference.
  - b. negative transference.
  - c. an external locus of control.
  - d. resistance.

11. Amy, Elaine, and Roberta are college juniors and best friends. Amy lost both parents when she was a child. Partly because of this historical (i.e. childhood) factor, Amy now develops an anxiety disorder when she learns that Roberta has life-threatening cancer. In contrast, Elaine did not lose her parents when she was a child, and when she learns that Roberta has cancer, Elaine is worried and very sad, but she does not develop a psychological disorder. This example provides the best illustration of:
  - a. the depressive cognitive triad.
  - b. learned helplessness theory.
  - c. the trauma-dissociation model.
  - d. the vulnerability-stress model.
12. Six weeks ago, Rosa had a panic attack in a shopping mall. Then she began to worry about having another attack and became more and more afraid to go to movies, or shopping, or any crowded places. Now it's even worse; whenever she tries to go outside she feels anxious and panicky. At present, Rosa is so afraid that she will not leave her apartment. As long as she stays in the apartment she feels "safe" and doesn't feel anxious. Rosa most likely would be diagnosed as having:
  - a. obsessive-compulsive disorder.
  - b. agoraphobia.
  - c. generalized anxiety disorder.
  - d. conversion disorder.
13. Vernon has a strong fear of social situations. Once in a while, he tries to go to parties or social events, but as soon as he arrives at the event his anxiety overwhelms him and he leaves immediately. After leaving, his anxiety decreases. According to principles of operant conditioning, Vernon's escape behavior is being strengthened or maintained by:
  - a. positive reinforcement.
  - b. negative reinforcement.
  - c. aversive punishment.
  - d. response-cost.
14. Loretta is a member of a U.W. student committee. The committee discusses whether it should support a tuition increase recommended by the Faculty Senate, and then takes a vote on the issue. Loretta's attitude initially is positive toward this issue, but after hearing all six of the other committee members speak against the tuition raise, Loretta also speaks against it because she doesn't want to "make waves" and wants the other members to like and approve of her. In this example, Loretta's conformity best illustrates:
  - a. deindividuation.
  - b. social loafing.
  - c. normative social influence.
  - d. informational social influence.
15. In his conformity research on "judging the length of lines" Asch examined how often participants conformed to the incorrect opinion of the group. Asch found that the amount of conformity substantially increased as the size of the group increased to about \_\_\_\_ members, and after that further increases in group size had only a small effect on changing the amount of conformity. (Note: There are only three choices below.)
  - a. 3 to 5.
  - b. 8 to 10.
  - c. 13 to 15

16. Katrina is an alcoholic and goes to a therapist to get treatment. As part of a broad multimodal approach, the therapist decides to include a behavioral therapy called \_\_\_\_\_, which has often been used to treat alcoholism. This technique is based upon \_\_\_\_\_ conditioning principles.
- aversive conditioning; classical
  - aversive conditioning; operant
  - systematic desensitization; classical
  - systematic desensitization; operant
17. Carol and Warren have been dating for six months. According to Thibaut and Kelley's social exchange theory, Carol's commitment to this relationship will be strongest if her outcomes are:
- above her comparison level for alternatives.
  - below her comparison level for alternatives.
  - above her comparison level.
  - below her comparison level.
18. According to the "social causation hypothesis" (also called the "sociogenic hypothesis"):
- schizophrenia is determined entirely by sociocultural factors typically found in western societies.
  - physical or social abuse experienced during childhood is the primary cause of schizophrenia in adulthood.
  - sustained conflict between parents that repeatedly puts children in "double-bind" situations is a major cause of schizophrenia.
  - the stress of poverty contributes to the development of schizophrenia, which is why schizophrenia is most prevalent among poorer populations.
19. Based on Milgram's obedience experiments and research by other investigators, it appears that when a legitimate authority figure is physically present and commands a subordinate to do something that is harmful to another person:
- Men display higher levels of obedience than women.
  - children are less obedient than adults.
  - both of the above are true.
  - none of the above is true.
20. Kirk is experiencing psychological distress and is seeing a clinical psychologist name Dr. Ramirez. In order for Kirk to make progress, Dr. Ramirez believes it is absolutely essential to establish empathy, to be genuine, and to provide Kirk with unconditional positive regard. Based on this description, Dr. Ramirez most likely is a \_\_\_\_\_ therapist.
- rational-emotive
  - client-centered
  - behavioral
  - gestalt
21. Dr. Vinikoor is a personality theorist who believes very strongly in the concept of "reciprocal determinism." Given this information, it is most likely that Dr. Vinikoor is a \_\_\_\_\_ personality theorist.
- social-cognitive
  - biologically oriented
  - psychoanalytic
  - humanistic

22. A friend tells you that he wants to begin therapy because he is experiencing some important psychological problems. He also says that he wants to see a therapist who has a psychodynamic orientation, but he doesn't want to spend the time or money needed for traditional psychoanalysis. To best meet his preferences, you should recommend that he see someone who provides:
- situation-focused prevention
  - client-centered therapy
  - rational-emotive therapy
  - interpersonal therapy
23. A recent study (Buss, 1990) examined the mating preferences of men and women in 37 cultures around the world. Men rated the importance of various qualities they wanted in a wife, and women rated these qualities in terms of what they desired in a husband. The results indicated that:
- men and women had identical rankings of the characteristics they sought in a mate.
  - there were many, very large gender differences in what men versus women desired in a mate.
  - there were small gender differences in mate preferences, but overall, men's and women's rankings were similar.
  - both men and women ranked physical attractiveness as the most important quality they wanted in a long-term mate.
24. The \_\_\_\_\_ perspective led to the development of trephination as a method for treating mental illness.
- psychoanalytic
  - demonological
  - behavioral
  - humanistic.
25. According to Freud's psychoanalytic theory, \_\_\_\_\_ is the most basic of all the defense mechanisms.
- sublimation
  - repression
  - rationalization
  - reaction formation
26. Neoanalytic theorists (such as Carl Jung and Alfred Adler) disagreed with several major aspects of Freud's theory of personality. In general, the neoanalysts:
- assumed that personality was formed at an earlier age (by the end of infancy) than Freud did.
  - believed that Freud did not place enough emphasis on social and cultural factors.
  - felt that childhood sexuality played a more important role in forming personality than Freud did.
  - proposed that there is no such thing as the "unconscious" mind.
27. As discussed in class, a personality test is considered "reliable" if:
- the test yields similar scores when people take it two or more times.
  - the test actually measures what it claims to measure.
  - the questions on the test seem reasonable to the people who take the test.
  - the test contains a relatively small number of questions (less than fifty).

28. Raymond expresses a great deal of prejudice toward members of other ethnic groups. According to social identity theory, the most basic cause of Raymond's prejudice is his:
- need to enhance his self-esteem.
  - perception that members of other ethnic groups are "all alike."
  - belief that he is competing against members of other groups for limited resources (e.g., jobs, spaces for admission to college).
  - lack of exposure to members of other ethnic groups during childhood.
29. Perry lives in Chicago and has worked as a sales manager for 10 years. One day Perry wanders off from home, travels to Seattle, takes on a new identity (he calls himself Lawrence), gets a job as a waiter in a restaurant, and forms a relationship with a steady girlfriend. Then, a few months later, he "wakes up" and wonders "What am I doing in Seattle? Who is this woman hugging me in all these photographs?" Perry is confused and disoriented, but makes his way back to Chicago to see his wife and tries to get his job back as a sales manager. Based on this information, it is most likely that Perry had which of the following disorders?
- antisocial personality disorder
  - conversion disorder
  - schizophrenia
  - psychogenic fugue
30. A large number of studies have examined whether there is an association between how much media violence (i.e., aggression shown on TV or in films) children watch and how aggressive they are. In combination, the results of correlational research and laboratory experiments best support which of the following overall conclusions?
- There is no relationship between how much media aggression children watch and how aggressive they are.
  - Watching violence decreases children's aggressive behavior because it provides them with a safe, imaginary outlet for releasing their aggressive urges.
  - Watching violence decreases children's aggressive behavior because, in most cases, children learn the message that aggression is bad and is punished.
  - Watching violence increases children's aggressive behavior because it exposes them to a large number of aggressive models.
31. According to Freud's theory of personality, the superego:
- is the first part of our personality to develop.
  - is located entirely in the unconscious mind.
  - is the part of our personality that represents our moral "conscience."
  - is governed by (i.e., operates according to) the reality principle.
32. The Minnesota Multiphasic Personality Inventory (i.e., MMPI, or its current version, the MMPI-2) is an example of a(n) \_\_\_\_\_ personality test that primarily measures \_\_\_\_\_ traits.
- projective; "normal"
  - projective; "abnormal"
  - objective; "normal"
  - objective; "abnormal"

33. Andrew suffers from schizophrenia and his main symptom is severe disturbance of movement. At times Andrew is in a state of agitated excitement during which he makes seemingly random movements. At other times Andrew is in a stupor and he will stand or sit in a rigid position for hours. During Andrew's stupor, you would be able to mold his arms or legs into an odd position, and he would continue to hold that position for a long time. Based on this information, it is most likely that Andrew would be diagnosed as having:
- catatonic schizophrenia.
  - disorganized schizophrenia.
  - paranoid schizophrenia.
  - none of the above.
34. As discussed in lecture, according to surveys of therapists conducted by the American Psychological Association, the largest single group of therapists consider themselves to be \_\_\_\_\_ in terms of their orientation and type of therapy that they use.
- behavioral
  - cognitive
  - eclectic
  - humanistic
  - psychoanalytic
35. Jeremy is going to stand trial on a kidnapping charge. The evidence is clear that Jeremy was coherent and in control of his mental faculties prior to and during the kidnapping. But since then, Jeremy has increasingly seemed out of touch with reality. He has been carrying on conversations with imaginary people, and on the day that the trial is set to begin, Jeremy's lawyer is unable to get Jeremy to focus on what is happening. Based on this information, at this point it would be most appropriate for Jeremy's lawyer to try to have Jeremy declared: (Note: There are only 3 choices below.)
- guilty but mentally ill
  - not competent to stand trial
  - insane
36. Antianxiety drugs, such as Valium and BuSpar, primarily reduce anxiety by altering the activity of \_\_\_\_\_ in the brain.
- GABA
  - dopamine
  - serotonin
  - acetylcholine (Ach)
37. Thus far, the use of "virtual reality" technology to treat psychological disorders has primarily focused on:
- phobias.
  - mood disorders.
  - schizophrenic disorders.
  - somatoform disorders.



38. Eric is a campaign worker for "Friends of the National Parks." He wants to get you to make a monetary donation to their current fund drive, but instead of asking you for a donation immediately, he first contacts you and merely requests that you sign a petition asking the U.S. Congress to create several new national parks. Then, two days later, he contacts you and makes a more substantial request, this time asking you for a monetary donation. What social influence technique is Eric using?
- Door-in-the-Face technique
  - Foot-in-the-Door technique
  - The Norm-of-Reciprocity technique
  - Lowballing
39. Gloria is a 30-year-old woman who has recently divorced and who is experiencing psychological difficulties. She visits Dr. Fritz Perls, who is the founder of a type of therapy called "Gestalt therapy." As illustrated by the Gestalt therapy session that we saw in class, Dr. Perls would be most likely to:
- attempt to uncover unconscious conflicts that are at the root of Gloria's problems.
  - be nondirective and avoid making interpretations.
  - use reinforcement and shaping to modify Gloria's behavior.
  - try to frustrate Gloria and focus on her nonverbal behavior.
40. Leslie believes the student technology fee at the U.W. should be increased slightly to pay for building new computer labs on campus. According to \_\_\_\_\_, if I can get Kelley to write an essay against raising the technology fee (and if I don't provide her with a lot of external incentive to write the essay) -- this may cause her to change her attitude and become less favorable toward raising the fee.
- social identity theory
  - the group polarization effect
  - realistic conflict theory
  - cognitive dissonance theory