

Schools of Thought

1. Jill wants to study the process of thinking. Which field of psychology should she choose?
 - (A) Cognitive
 - (B) Social
 - (C) Personality
 - (D) Learning
 - (E) Perception

2. I believe people choose to live meaningful lives. I share many of the same beliefs as Carl Rogers. Most important, I believe many people have the ability to reach self-actualization. Who am I?
 - (A) Wertheimer
 - (B) Skinner
 - (C) Maslow
 - (D) Terman
 - (E) Seligman

3. Of the following, who is associated with the Gestalt school of psychology?
 - (A) John Watson
 - (B) William James
 - (C) Ivan Pavlov
 - (D) Max Wertheimer
 - (E) Sigmund Freud

4. Which of the following psychologists wrote *The Principles of Psychology*?
 - (A) William James
 - (B) Wilhelm Wundt
 - (C) John Watson
 - (D) Sigmund Freud
 - (E) Max Wertheimer

5. Psychology is considered a science mainly because it relies on direct observation. Which field of psychology supports this?
- (A) Behaviorism
 - (B) Psychodynamic psychology
 - (C) Social psychology
 - (D) Cognitive psychology
 - (E) Structuralism
6. Which of the following best defines eclectic psychology?
- (A) The study of animal instinct
 - (B) The study of child development
 - (C) The study of abnormal behavior
 - (D) The study of a variety of theories within the field
 - (E) The study of the human brain and central nervous system
7. Psychoanalytic psychology focuses mainly on:
- (A) Rewards and punishments
 - (B) Self-esteem and self-actualization
 - (C) Biology and genetics
 - (D) Internal conflict and unconscious desires
 - (E) Sensation and perception
8. One major criticism of Ivan Pavlov's concept of classical conditioning was that:
- (A) It did not take into account voluntary human behavior.
 - (B) It was unethical to use dogs in a psychology experiment.
 - (C) It did not take into account involuntary behavior.
 - (D) The findings overlapped with other fields of psychology.
 - (E) It did not relate to human behavior.
9. Which of the following psychologists was a structuralist?
- (A) John Watson
 - (B) Wilhelm Wundt
 - (C) William James
 - (D) Max Wertheimer
 - (E) Sigmund Freud

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10. The use of rewards, punishments, and positive reinforcement is an example of which field of psychology?
 - (A) Personality
 - (B) Behavioral
 - (C) Social
 - (D) Cognitive
 - (E) Psychoanalytic

11. "Give me a dozen healthy infants and my own special world to bring them up in, and I'll guarantee to take any one at random and train him to become any type of specialist, . . . lawyer, doctor . . ." What psychological approach would support this statement?
 - (A) Cognitive
 - (B) Structural
 - (C) Functional
 - (D) Behavioral
 - (E) Psychoanalytic

12. Who was considered the father of psychology?
 - (A) James
 - (B) Wundt
 - (C) Wertheimer
 - (D) Freud
 - (E) Kohler

13. One major difference between structuralism and functionalism is:
 - (A) Structuralists analyze all mental elements, while functionalists analyze only some elements.
 - (B) Structuralists believe all behaviors stem from the evolutionary process.
 - (C) Structuralists wish to divide the mind into mental elements while functionalists believe behavior helps an organism adapt to the environment.
 - (D) Only functionalists believe in the importance of introspection.
 - (E) Structuralists try to manipulate the mind in order to understand behavior, while functionalists study the conscious mind to understand behavior.

14. The idea that psychology is not based on scientific fact or human shortcomings but instead should focus on human experience is the basis for which psychological approach?
- (A) Cognitive psychology
 - (B) Structuralism
 - (C) Behaviorism
 - (D) Functionalism
 - (E) Humanism
15. Clients who work with their therapists to explore their past to discover the source of their illness would be seeking what type of therapy?
- (A) Psychoanalytic
 - (B) Humanist
 - (C) Cognitive
 - (D) Eclectic
 - (E) Behavioral
16. Psychodynamic psychology focuses mainly on which of the following?
- (A) Free will and self-actualization
 - (B) Experiments in controlled settings
 - (C) The collective unconscious
 - (D) Thoughts, impulses, and desires beyond the conscious being
 - (E) Practical introspection
17. A developmental psychologist focuses mainly on:
- (A) The conscious experiences of an infant
 - (B) The manner in which a child develops the ability to speak, learn, and understand the world around him or her
 - (C) The mental process that helps a young person adapt to his or her environment
 - (D) The identification of one's environment and response to the environment
 - (E) Experiments that emphasize actual behavior, rather than controlled settings
18. Phenomenology is best defined as:
- (A) The study of natural, unanalyzed perception
 - (B) The process of thinking and memory
 - (C) The study of psychological mental health
 - (D) The study of language development
 - (E) The process of consistent patterns and organized sets

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19. The term *biological psychology* is concerned with:

- (A) Aggression and sexual behavior
- (B) Depression and anxiety
- (C) Genetics and the nervous system
- (D) Social anxiety
- (E) Drug treatment

20. A case study is:

- (A) A primary tool for investigation into a client's unconscious through dream analysis and free association
- (B) A study done over an entire life span of one individual, giving the psychologist detailed information of one's psyche
- (C) A study that exposes the subject to some event and measures coping skills
- (D) An independent study used outside the natural environment of the subject
- (E) A comparative study of various people of different ages at the same time

Research Methods

21. Which of the following research methods does not permit researchers to draw conclusions regarding cause-and-effect relationships?
- (A) Experimental research
 - (B) Surveys
 - (C) Case studies
 - (D) Correlational research
 - (E) Naturalistic observations
22. A random sample can best be defined as:
- (A) A sample in which each potential participant has an equal chance of being selected
 - (B) A sample that is carefully chosen so the characteristics of participants correspond to the larger population
 - (C) A selection of cases from a larger population
 - (D) A selection of cases from the control group
 - (E) A sample of a larger population from the experimental group
23. The Hawthorne effect is best defined as:
- (A) Expectations by the experimenter that can influence the results of an experiment
 - (B) The change in the results of an experiment when it is "blind" versus "double blind"
 - (C) The idea that people will alter their behavior because of the researchers' attention and not because of actual treatment
 - (D) Specific, testable predictions derived from a theory
 - (E) The idea that subjects in an experiment will lie if the researcher tells them to

24. Dr. Bisell conducts an experiment to see whether hunger makes mice run faster through a maze. He randomly assigns 25 mice to a control group or an experimental group. Which cannot be a confounding variable?
- (A) Where the experiment takes place
 - (B) How hungry the mice were before the experiment
 - (C) How fast the mice are before the race
 - (D) When the experiment takes place
 - (E) The population from which he selected the mice
25. Marc, a psychology major, collected survey data about the number of hours that college students study for finals and their grades on those finals. His data indicates that students who spend more time studying for finals tend to do better than other students. What can Marc now conclude?
- (A) Studying improves a student's grade on a final exam.
 - (B) A relationship exists between studying and exam grades.
 - (C) A significant relationship exists between studying and grades.
 - (D) Students who do not study for final exams will not do well on those exams.
 - (E) Students with higher IQs tend to study more than those with lower IQs.
26. Jordan runs an experiment testing the effects of sugar consumption on aggression levels in children. He randomly assigns 20 subjects either to a control group given sugar-free candy or to the experimental group that was given the same candy that did contain sugar. He then tests the subjects' response to several different puzzles, each with increasing difficulty. Jordan hypothesizes that sugar levels do play a role in aggression in children. In order to know whether his hypothesis has been supported, Jordan will need to use:
- (A) Descriptive statistics
 - (B) Means-to-end statistics
 - (C) Experimental research
 - (D) Scatter plots
 - (E) Inferential statistics
27. Which of the following coefficients of a correlation indicate the weakest relationship between two variables?
- (A) 0.51
 - (B) -0.28
 - (C) 0.08
 - (D) -1.00
 - (E) 1.00

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28. The observation in a classroom that the higher the room temperature, the lower student performance would be an example of:
- (A) Negative correlation
 - (B) Zero correlation
 - (C) Positive correlation
 - (D) Independent correlation
 - (E) Dependent correlation
29. In an experiment, Sydney is going to investigate how alcohol affects aggression. The number of alcoholic drinks the subject has is called:
- (A) Controlled variable
 - (B) Independent variable
 - (C) Dependent variable
 - (D) Experimental variable
 - (E) Positive variable
30. If a researcher is trying to establish a causal relationship between eating breakfast and work performance, the researcher should use which of the following methods of research?
- (A) Case study
 - (B) Correlational research
 - (C) Experimental research
 - (D) Survey
 - (E) Statistics

The Brain

31. Which part of the brain is responsible for combining sounds into words and arranging words into meaningful sentences?
- (A) Broca's area
 - (B) Wernicke's area
 - (C) Hypothalamus
 - (D) Hippocampus
 - (E) Medulla
32. Damage to the cerebellum would most likely result in:
- (A) Respiratory failure
 - (B) Heart failure
 - (C) Loss of muscular coordination
 - (D) Loss of hearing
 - (E) Loss of memory
33. The pons is located between the medulla and other brain areas. It is responsible for which of the following?
- (A) Motor coordination
 - (B) Seeing and hearing
 - (C) Sleep and arousal
 - (D) Balance
 - (E) Emotional reactions
34. When humans suffer damage to this part of the brain, there can be a lapse into a permanent state of unconsciousness.
- (A) Temporal lobe
 - (B) Parietal lobe
 - (C) Frontal lobe
 - (D) Cerebrum
 - (E) Reticular formation

35. An EEG records:
- (A) Direct electrical stimulation of the brain
 - (B) The number of neurons in the brain
 - (C) Electrical impulses from the brain
 - (D) Chemical activity in specific areas of the brain
 - (E) Stimulation of the frontal lobe
36. Which part of the brain is affected during a split-brain operation?
- (A) Cerebellum
 - (B) Corpus callosum
 - (C) Cerebrum
 - (D) Medulla
 - (E) Pons
37. The limbic system is responsible for
- (A) The control of hunger, thirst, and sex
 - (B) Breathing regulations
 - (C) Balance and coordination
 - (D) Speech
 - (E) Language
38. The main job of the thalamus is:
- (A) Receiving sensory information and relaying it to the appropriate area
 - (B) Processing sensory information about touch, pain, and temperature
 - (C) Regulating motivational and emotional behavior
 - (D) Coordinating movements and timed motor responses
 - (E) Controlling all auditory functions of the brain
39. Bodily sensations such as touch, pressure, and temperature are controlled in which area of the brain?
- (A) Occipital lobe
 - (B) Temporal lobe
 - (C) Frontal lobe
 - (D) Parietal lobe
 - (E) Motor lobe

40. As a result of her car accident, Mimi suffered damage to her Broca's area of the brain. What symptoms will she suffer as a result?
- (A) Inability to see color
 - (B) Inability to speak in fluent sentences
 - (C) Inability to walk
 - (D) Inability to remember short term
 - (E) Inability to remember long term
41. If damage occurs to the occipital lobe, an individual could fail to recognize some objects, persons, or color. This damage is called:
- (A) Visual aphasia
 - (B) Visual agnosia
 - (C) Neglect syndrome
 - (D) Occipital agnosia
 - (E) Temporal aphasia
42. A "split-brain" patient is asked to stare at a black dot between the HE and ART as the word HEART is displayed on a screen. When asked what she sees, what will the patient do?
- (A) The patient will say she sees the word HE.
 - (B) The patient will say she sees the word ART.
 - (C) The patient will point to the word ART.
 - (D) The patient will say the word HEART.
 - (E) The patient will only see a black dot.
43. Knowing what you are touching or how hot to make the water for your shower involves which of these areas of the brain?
- (A) Temporal lobe
 - (B) Motor cortex
 - (C) Cerebrum
 - (D) Frontal lobe
 - (E) Somatosensory cortex
44. Emma is telling her younger sister stories about her first Christmas in their new home. Which part of the brain is Emma using to recall these memories?
- (A) Hypothalamus
 - (B) Thalamus
 - (C) Amygdala
 - (D) Hippocampus
 - (E) Medulla

45. An MRI involves:
- (A) Passing nonharmful radio frequencies through the brain to study brain structure
 - (B) Injecting a slightly radioactive solution into the bloodstream to measure the amount absorbed by the brain
 - (C) Mapping the brain's activity by having the patient complete cognitive tasks
 - (D) Following brain images to get an exact measurement of brain size, capacity, and abilities
 - (E) Testing patients' brain damage after severe brain injuries
46. Maddie is walking down a dark alley by herself late at night. She automatically turns her head to the left when she hears a strange noise. What part of the brain is she using?
- (A) Hindbrain
 - (B) Midbrain
 - (C) Forebrain
 - (D) Somatosensory cortex
 - (E) Motor cortex
47. Dylan has recovered from extensive injury to his left cerebral hemisphere and has continued his career. His occupation is most likely:
- (A) Accountant
 - (B) English teacher
 - (C) Journalist
 - (D) Lawyer
 - (E) Graphic artist
48. Which of the following is *not* controlled by the hypothalamus?
- (A) Sex
 - (B) Eating and drinking
 - (C) Balance and coordination
 - (D) Motivation
 - (E) Emotion
49. Which of the following is *not* part of the limbic system?
- (A) Hypothalamus
 - (B) Thalamus
 - (C) Cerebellum
 - (D) Amygdala
 - (E) Hippocampus

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50. Wernicke's area is located on which lobe of the brain?
- (A) Left temporal lobe
 - (B) Right temporal lobe
 - (C) Left occipital lobe
 - (D) Right occipital lobe
 - (E) Left frontal lobe

Neuroscience

51. Which part of the neuron serves as the protective coating?
- (A) Axon
 - (B) Dendrite
 - (C) Synapse
 - (D) Myelin sheath
 - (E) Cell body
52. Another name for the cell body of the neuron is:
- (A) Dendrite
 - (B) Myelin
 - (C) Soma
 - (D) Axon
 - (E) Synaptic vesicle
53. The process by which a tiny electrical current is generated when the positive sodium ions rush inside the axon, causing the inside of the axon to reverse its charge, is called:
- (A) Action potential
 - (B) Ion potential
 - (C) Resting state
 - (D) Synaptic state
 - (E) Negative potential
54. If Mia stepped on a nail, which of the following would be the correct order of communication for her to feel the pain?
- (A) Stimulus-electrical impulse-neurotransmitter-receptor site
 - (B) Electrical impulse-stimulus-receptor site-neurotransmitter
 - (C) Receptor site-neurotransmitter-electrical impulse-stimulus
 - (D) Electrical impulse-receptor site-stimulus-neurotransmitter
 - (E) Stimulus-electrical impulse-receptor site-neurotransmitter

55. What is the job of the sodium pump?
- (A) It separates positive ions and places them all inside the axon.
 - (B) It is responsible for keeping the axon charged by returning and keeping sodium ions outside the axon membrane.
 - (C) It generates an electrical current when the positive ions rush into the axon.
 - (D) It generates an electrical current when the negative ions rush into the axon.
 - (E) It is a neural impulse that transfers negative ions into the neuron.
56. If an action potential starts at the beginning of an axon, the action potential will continue at the same speed to the very end of the axon. This concept is known as:
- (A) Nerve impulse
 - (B) Synapse
 - (C) Resting state
 - (D) All-or-none law
 - (E) Sodium pump
57. Which of the following functions best explains the role of the sympathetic nervous system?
- (A) Preparing the body for a traumatic event
 - (B) Returning the body to equilibrium
 - (C) Preparing the body for "fight or flight"
 - (D) Maintaining the body's vital functions
 - (E) Maintaining homeostasis
58. Which of the following neurotransmitters most closely resembles the effects alcohol has on the nervous system?
- (A) Anandamide
 - (B) GABA
 - (C) Dopamine
 - (D) Acetylcholine
 - (E) Serotonin

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59. What is one major difference between the sympathetic and parasympathetic nervous systems?
- (A) The sympathetic nervous system increases physiological arousal, while the parasympathetic nervous system returns the body to a calmer and relaxed state.
 - (B) The sympathetic nervous system is a subdivision of the somatic nervous system, while the parasympathetic nervous system is a subdivision of the autonomic nervous system.
 - (C) The sympathetic nervous system plays a role in traumatic events, while the parasympathetic nervous system only plays a role in digestion.
 - (D) The parasympathetic nervous system is used more often than the sympathetic nervous system.
 - (E) The sympathetic nervous system plays a role in sexual behavior, while the parasympathetic nervous system does not.
60. Neurons that carry information away from the spinal cord to produce responses in various muscles or organs throughout the body are called:
- (A) Afferent neurons
 - (B) Interneurons
 - (C) Neurotransmitters
 - (D) Sensor neurons
 - (E) Efferent neurons

Sensation and Perception

61. The basic experience of the stimulation of the body's senses is called:
- (A) Sensation
 - (B) Perception
 - (C) Adaptation
 - (D) Cognition
 - (E) Conduction
62. Taste: 1 gram of table salt in 500 liters of water; smell: 1 drop of perfume diffused throughout a three-room apartment; touch: the wing of a bee falling on your cheek from a height of 1 centimeter away. These are all examples of:
- (A) The just-noticeable difference of our senses
 - (B) The difference threshold for our senses
 - (C) The absolute threshold of our senses
 - (D) The adaptation of our senses
 - (E) The perception of our senses
63. Weber's law can best be defined as:
- (A) The smallest change in stimulation that can be detected 50 percent of the time
 - (B) The principle that the just-noticeable difference for any given sense is a constant proportion of the stimulation being judged
 - (C) The principle that there is an adjustment of sensation levels depending on the stimulation received
 - (D) The idea that the least amount of energy detected in a stimulation only occurs 50 percent of the time
 - (E) The theory that all stimuli respond to the same sensations through the process of creating meaningful patterns

64. The name of the transparent protective coating over the front part of the eye is:
- (A) Lens
 - (B) Iris
 - (C) Pupil
 - (D) Fovea
 - (E) Cornea
65. The function of the lens is to:
- (A) Project an image onto the cornea
 - (B) Focus an image on the retina
 - (C) Locate an image
 - (D) Contain receptor cells that are sensitive to light
 - (E) Locate the blind spot
66. The greatest density of cones exists in which part of the eye?
- (A) Cornea
 - (B) Lens
 - (C) Pupil
 - (D) Fovea
 - (E) Retina
67. An afterimage can best be defined as:
- (A) Sense experience that occurs after a visual stimulus has been removed
 - (B) Decreased sensitivity of rods and cones in bright light
 - (C) Increased sensitivity of rods and cones in darkness
 - (D) Distinguishable fine details of a stimulation
 - (E) Nondistinguishable details of a stimulation
68. The theory of color that best explains color afterimage is:
- (A) The volley theory
 - (B) The trichromatic theory
 - (C) The opponent-process theory
 - (D) The subtractive color theory
 - (E) The monochromatic theory

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69. Trichromats can mix which three colors to perceive virtually any hue?
- (A) Red, blue, green
 - (B) Red, blue, yellow
 - (C) Blue, yellow, green
 - (D) Red, green, yellow
 - (E) Yellow, orange, green
70. The three small bones of the inner ear are called what?
- (A) Cochlear bones
 - (B) Tympanic bones
 - (C) Basilar
 - (D) Ossicles
 - (E) Auditory canals
71. When the molecules of a skunk's spray enter your nose, the molecules are transformed into electrical signals, or impulses, that are interpreted by the brain as an unpleasant odor. This is an example of:
- (A) Adaptation
 - (B) Transduction
 - (C) Sensation
 - (D) Perception
 - (E) Stimulation
72. Which of the following occupations relies heavily on kinesthetic and vestibular senses?
- (A) Doctor
 - (B) Pilot
 - (C) Gymnast
 - (D) Artist
 - (E) Engineer
73. Frequency is to _____ as amplitude is to _____.
- (A) sensation; perception
 - (B) loudness; pitch
 - (C) pitch; loudness
 - (D) perception; sensation
 - (E) warmth; cold

74. Olfactory cells are the receptors for what sense?
- (A) Taste
 - (B) Hearing
 - (C) Vision
 - (D) Smell
 - (E) Touch
75. The binocular cue for depth perception based on signals from muscles that turn the eyes to focus on near or approaching objects is called:
- (A) Convergence
 - (B) Retinal disparity
 - (C) Shape constancy
 - (D) Interposition
 - (E) Perceptual vision
76. As a car drives away, it projects a smaller and smaller image on your retina. Although the retinal image grows smaller, you do not perceive the car as shrinking because of:
- (A) Shape constancy
 - (B) Size continuity
 - (C) Size constancy
 - (D) Shape continuity
 - (E) Size perception
77. Which of the following is *not* a monocular depth cue?
- (A) Linear perspective
 - (B) Interposition
 - (C) Relative size
 - (D) Texture gradient
 - (E) Convergence
78. The final step required to convert vibrations into sound sensations takes place in which part of the ear?
- (A) Ossicles
 - (B) Outer ear
 - (C) Cochlea
 - (D) Middle ear
 - (E) Auditory receptors

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79. Which of the following statements best defines the gate control theory of pain?

- (A) Pain impulses are sent to receptor sites in vital organs.
- (B) Nonpainful nerve impulses compete with pain impulses to reach the brain, creating a neural blockage.
- (C) Stimuli of various kinds activate free nerve endings.
- (D) Pain is simply a psychological state, not a physiological one.
- (E) Perception of pain depends on one's physical makeup.

80. Black-and-white vision with greatest sensitivity under low levels of illumination describes the role of:

- (A) The cones
- (B) The cornea
- (C) The fovea
- (D) The rods
- (E) The pupil

Consciousness, Sleep, and Dreams

81. Which of the following is *not* considered to be an altered state of consciousness?
- (A) Sleep
 - (B) Hypnosis
 - (C) Psychoactive drugs
 - (D) Exercise
 - (E) Meditation
82. Driving a car along a familiar route while listening to the radio or thinking of something else is an example of:
- (A) Automatic process
 - (B) Controlled process
 - (C) Somatic process
 - (D) Sympathetic process
 - (E) Parasympathetic process
83. When researchers removed all time cues, such as light, clock, radio, and television, from subjects' environment, the length of the day expanded from 24 to about 25 hours. This phenomenon is known as:
- (A) The interval timing clock
 - (B) The circadian rhythm
 - (C) The biological clock
 - (D) The internal rhythm
 - (E) The external clock
84. The hormone most closely related to one's sleep patterns is:
- (A) Serotonin
 - (B) Norepinephrine
 - (C) Epinephrine
 - (D) Melatonin
 - (E) Dopamine

85. The sleep stage that is a transition from wakefulness to sleep and lasting 1–7 minutes is:
- (A) REM sleep
 - (B) Stage 1 sleep
 - (C) Stage 2 sleep
 - (D) Stage 3 sleep
 - (E) Stage 4 sleep
86. Which stage of sleep is characterized by delta waves (very high amplitude and very low frequency)?
- (A) Stage 4 sleep
 - (B) Stage 3 sleep
 - (C) Stage 2 sleep
 - (D) Stage 1 sleep
 - (E) REM sleep
87. When in this stage of sleep, brain waves have a fast frequency and low amplitude and look very similar to beta waves, which occur when you are wide-awake and alert. Which state of sleep is this?
- (A) Stage 1 sleep
 - (B) Stage 2 sleep
 - (C) Stage 3 sleep
 - (D) REM sleep
 - (E) Stage 4 sleep
88. Sleepwalking and sleep talking are characteristics of which stage of sleep?
- (A) Stage 1 sleep
 - (B) Stage 2 sleep
 - (C) Stage 3 sleep
 - (D) Stage 4 sleep
 - (E) REM sleep
89. An infant sleeps approximately 17 hours a day. Of those hours, how many are spent in REM?
- (A) 20 percent
 - (B) 30 percent
 - (C) 50 percent
 - (D) 70 percent
 - (E) 80 percent

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90. The adaptive sleep theory suggests:
- (A) Daily activities deplete key factors in our brain and body that are replenished by sleep.
 - (B) Sleep evolved because it prevented early humans and animals from wasting energy and exposing themselves to dangers of nocturnal predators.
 - (C) For our internal clocks to have synchrony with the external world, thereby decreasing fatigue, disorientation, and lack of concentration, sleep is necessary.
 - (D) Sleep is necessary to combat insomnia and drowsiness.
 - (E) External environments are constantly competing with individual sleep rhythms. Sleep is necessary to compete with the external clock.
91. The center of the activation-synthesis hypothesis of dreaming is based on the belief that:
- (A) The conscious needs to express unfulfilled wishes.
 - (B) Dreams provide an outlet for repressed thoughts.
 - (C) Dreams provide explanations for physiological activity.
 - (D) The unconscious needs to exhibit socially unacceptable behavior.
 - (E) Dreams allow the individual to work out daily hassles.
92. The majority of our dreams occur in which stage of sleep?
- (A) REM sleep
 - (B) Stage 1 sleep
 - (C) Stage 2 sleep
 - (D) Stage 3 sleep
 - (E) Stage 4 sleep
93. The idea that dreams represent wish fulfillment comes from which theory of dream interpretation?
- (A) Extension of waking life
 - (B) Activation synthesis
 - (C) Spiritual world
 - (D) Transformation dream analysis
 - (E) Freud's theory of dream interpretation

94. Repeated periods during sleep when a person stops breathing for 10 seconds or longer is known as:
- (A) Narcolepsy
 - (B) Sleep apnea
 - (C) Sleep agnosia
 - (D) Insomnia
 - (E) Night terrors
95. A person experiences blind panic, screaming, and thrashing around while sleeping. This episode is called:
- (A) A night terror
 - (B) A nightmare
 - (C) A sleep terror
 - (D) Dreaming
 - (E) A REM rebound episode
96. A relatively rare condition that involves irresistible attacks of sleepiness, brief periods of REM, and often muscle paralysis is called:
- (A) Sleep apnea
 - (B) Sleep terror
 - (C) Narcolepsy
 - (D) Benzodiazepines
 - (E) Night terror
97. REM sleep is also known as paradoxical sleep because:
- (A) Measures of the brain activity closely resemble waking consciousness, but the person is in the deepest stage of sleep.
 - (B) Measures of the brain activity closely resemble waking consciousness, but the person is incapable of moving.
 - (C) The person's heart rate is slower than when awake, but the person can sleepwalk or sleep talk.
 - (D) The person can have night terrors during this stage but will not remember them in the morning.
 - (E) The person's vital signs are very slow, but the person can get up and walk around.

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98. The mental state that encompasses the thoughts, feelings, and perceptions that occur when we are reasonably alert is called:
- (A) Altered state of consciousness
 - (B) Subconscious
 - (C) Preconscious
 - (D) Alert consciousness
 - (E) Waking consciousness
99. Alteration in consciousness that occurs seemingly without effort, typically when we want to momentarily escape reality, is called:
- (A) Daydreaming
 - (B) Dreaming
 - (C) Meditation
 - (D) Hypnosis
 - (E) Anesthesia
100. A sleep disorder characterized by difficulty in falling asleep or remaining asleep is called:
- (A) Narcolepsy
 - (B) Sleep apnea
 - (C) Insomnia
 - (D) Sleep terror
 - (E) Nightmares
101. Which of the following is not a characteristic of REM sleep?
- (A) Rapid eye movement
 - (B) Vivid dreams
 - (C) Increased heart rate
 - (D) Paralysis
 - (E) Delta waves
102. Approximately how many cycles of sleep does an adult enter during a full night's sleep?
- (A) One to two
 - (B) Three to four
 - (C) Four to five
 - (D) Six to seven
 - (E) Seven to eight

103. Approximately how long is each cycle of sleep during a full night's sleep?
- (A) 80 minutes
 - (B) 90 minutes
 - (C) 60 minutes
 - (D) 70 minutes
 - (E) 50 minutes
104. Experimenters have shown that a person deprived of the _____ stage of sleep will become anxious, testy, and hungry and have difficulty concentrating.
- (A) REM
 - (B) Stage 1
 - (C) Stage 2
 - (D) Stage 3
 - (E) Stage 4
105. Before entering sleep, you briefly pass through a relaxed and drowsy state. This is marked by which characteristic?
- (A) Beta waves
 - (B) Delta waves
 - (C) Alpha waves
 - (D) Theta waves
 - (E) Zeta waves
106. Which part of the brain is important in keeping the forebrain alert and producing a state of wakefulness?
- (A) Hippocampus
 - (B) Limbic system
 - (C) Hindbrain
 - (D) Reticular formation
 - (E) Medulla
107. The dream theory that suggests our dreams reflect the same thoughts, fears, and concerns present when we are awake is called:
- (A) Freud's theory of dreams
 - (B) Extension of waking life
 - (C) Activation-synthesis
 - (D) External world
 - (E) Spiritual world

of sleep during a full night's sleep?

108. Eighty percent of our sleep takes place in which cycle of sleep?
- (A) Stage 1
 - (B) Stage 2
 - (C) Stage 3
 - (D) Stage 4
 - (E) All of the above

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109. Beta waves are characteristic of a person who is:
- (A) Dreaming
 - (B) In a coma
 - (C) Asleep but not dreaming
 - (D) Awake and alert
 - (E) In stage 1 sleep

through a relaxed and drowsy state.

110. _____ refers to an increased percentage of time spent in REM sleep when we are deprived of REM sleep on the previous night.
- (A) REM rebound
 - (B) REM deprivation
 - (C) REM sleep
 - (D) REM makeup
 - (E) REM extension

keeping the forebrain alert and

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> is called:

Drugs and Hypnosis

111. According to Ernest Hilgard's hidden observer theory, people who are hypnotized and told to plunge one hand into a glass of painfully cold ice water with the suggestion they will not feel pain, will respond to the question "Do you feel pain?" by:
- (A) Saying they do not feel pain
 - (B) Waking up from the hypnotic trance
 - (C) Screaming and removing their hand from the water
 - (D) Screaming but leaving their hand in the water
 - (E) Saying they do feel pain
112. Which of the following drugs are physically addictive?
- (A) Morphine
 - (B) Cocaine
 - (C) Heroin
 - (D) All of these
 - (E) None of these
113. Which statement best defines dependency?
- (A) The original dosage of the drug no longer produces desired effects.
 - (B) Behavioral patterns are marked by overwhelming desire to obtain and use the drug.
 - (C) A change in the nervous system occurs so that a person now needs to take the drug to prevent withdrawal symptoms.
 - (D) Painful physical and psychological symptoms occur after the drug is no longer in the system.
 - (E) Decompression from the peripheral nervous system begins after the drug enters the body.

114. Which of the following drugs block reuptake, leading to increased neural stimulation?
- (A) Heroin
 - (B) Cocaine
 - (C) Morphine
 - (D) Amphetamines
 - (E) Methamphetamines
115. Which of the following drugs does not fall under the category of a stimulant?
- (A) Cocaine
 - (B) Caffeine
 - (C) Nicotine
 - (D) Amphetamines
 - (E) Heroin
116. The reduction in the body's response to a drug, which may accompany continual drug use, is called:
- (A) Withdrawal
 - (B) Addiction
 - (C) Dependency
 - (D) Tolerance
 - (E) Hallucinations
117. A teenage boy once described using this drug as "life without anxiety, . . . it makes you feel good." However, this boy eventually discovered the dark side of the drug. With constant use, dosages became larger and larger. Eventually getting high was almost impossible and normal functioning was out of the question. Which drug was he referring to?
- (A) Cocaine
 - (B) Nicotine
 - (C) Heroin
 - (D) LSD
 - (E) Psilocybin

118. Hallucinogens are best defined as:
- (A) Psychoactive drugs that produce strange and unusual perceptual, sensory, and cognitive experiences
 - (B) Stimulants that produce arousals both physically and psychologically
 - (C) Designer drugs that cause three primary effects, pain reduction, euphoria, and tolerance
 - (D) Mild depressants that decrease heart rate and blood pressure
 - (E) Drugs that stimulate the central nervous system
119. In order for a person to be hypnotized, the hypnotist must do which of the following?
- (A) Suggest what the subject will experience during hypnosis
 - (B) Tell the subject what he or she will be doing while under hypnosis
 - (C) Tell the subject to count from ten to one
 - (D) Suggest that the subject enter a trance
 - (E) Tell the subject to relax and feel no stress
120. Which age group of people is most susceptible to hypnosis?
- (A) 20–24
 - (B) 17–20
 - (C) 15–19
 - (D) 8–12
 - (E) 45–49
121. Cold sweats, vomiting, convulsions, and hallucinations are all symptoms of what drug?
- (A) LSD
 - (B) Cocaine
 - (C) Methamphetamines
 - (D) Barbiturates
 - (E) Heroin
122. _____ are psychoactive drugs that depress the central nervous system, while _____ stimulate the central nervous system.
- (A) Opiates, barbiturates
 - (B) Opiates, amphetamines
 - (C) Barbiturates, amphetamines
 - (D) Amphetamines, barbiturates
 - (E) Amphetamines, opiates

123. What are the four major areas of impact of psychoactive drugs?
- (A) Appetite, behavior, sex drive, and perception
 - (B) Perception, behavior, moods; mental processes
 - (C) Perception, mental processes, appetite, digestion
 - (D) Appetite, perception, moods, mental processes
 - (E) Mental processes, moods, digestion, perception
124. Which of the following psychoactive drugs is *not* a depressant?
- (A) Alcohol
 - (B) Barbiturates
 - (C) Benzodiazepines
 - (D) Heroin
 - (E) Nembutal
125. This drug induces a number of physiological and psychological effects, some of which include dilated blood vessels in the eye, dry mouth, time distortion, euphoric feelings, sense of relaxation, and mild muscular weakness.
- (A) Alcohol
 - (B) Marijuana
 - (C) LSD
 - (D) Tranquilizers
 - (E) Cocaine
126. Which of the following is *not* a practical application of hypnosis?
- (A) Ease pain
 - (B) Stop smoking
 - (C) Remember a painful event
 - (D) Stop overeating
 - (E) Marriage counseling
127. In the 1700s a force called "animal magnetism," later known as hypnosis, was introduced by:
- (A) Sigmund Freud
 - (B) Ernest Hilgard
 - (C) Wilhelm Wundt
 - (D) William James
 - (E) Anton Mesmer

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128. In using hypnosis for pain reduction, patients highly susceptible to hypnosis were:

- (A) More likely to experience posthypnotic amnesia
- (B) Less likely to participate in future studies
- (C) More likely to report significantly lower pain levels
- (D) Less likely to report lower pain levels
- (E) Likely to respond more slowly to the induction method

129. All of the following are terms related to hypnosis *except*:

- (A) Posthypnotic amnesia
- (B) Hidden observer
- (C) Suggestibility
- (D) Hypnotic analgesia
- (E) Posthypnotic exhortation

130. Which of the following statements best describes opiates?

- (A) Opiates will not produce withdrawal.
- (B) Opiates are not very addictive.
- (C) Marijuana is an example of an opiate.
- (D) Opiates are only psychologically addictive.
- (E) Heroin is an example of an opiate.

Classical Conditioning

131. A group of ranchers attempts to discourage coyotes from attacking their sheep by placing a substance on the wool of the sheep that makes coyotes violently ill if they eat it. Very quickly, the coyotes avoid the sheep entirely. In this scenario, what are the UCS, CS, and CR, respectively?
- (A) The substance, the sheep's wool, aversion to the sheep
 - (B) The sheep's wool, the substance, aversion to sheep
 - (C) Aversion to sheep, the substance, the sheep's wool
 - (D) The coyotes, the sheep's wool, aversion to sheep
 - (E) The substance, the sheep's wool, the coyotes
132. The same ranchers discover that now not only will the coyotes not attack the treated sheep but also they will not attack nearby sheep. This is an example of:
- (A) Extinction
 - (B) Discrimination
 - (C) Generalization
 - (D) Spontaneous recovery
 - (E) Chaining
133. In operant conditioning, the Premack Principle states that:
- (A) Punishment is ineffective.
 - (B) Primary reinforcers are used to reinforce desirable behavior.
 - (C) Punishment is effective when paired with an aversive stimulus.
 - (D) Acquiring a desired behavior from an individual can be effectively used as a reinforcer for another, less desirable activity.
 - (E) More desirable behavior can be achieved through positive reinforcement.

134. Mrs. Jackson, an English teacher, gives pop quizzes to her students every marking period. This is an example of:
- (A) Variable interval schedule of reinforcement
 - (B) Variable ratio schedule of reinforcement
 - (C) Fixed ratio schedule of reinforcement
 - (D) Fixed interval schedule of reinforcement
 - (E) Interval ratio schedule of reinforcement
135. In what manner would Ivan Pavlov have conducted extinction trials on his classically conditioned dogs?
- (A) Reinforcing the behavior he wished to extinguish
 - (B) Repeatedly presenting the conditioned stimulus (bell) without pairing it with the unconditioned stimulus (food)
 - (C) Repeatedly presenting dogs with the food and the bell at the same time
 - (D) Immediately giving the dogs food (UCS) after the bell (CS) rings
 - (E) Repeatedly bringing in different types of food (UCS) and then reinforcing the salivating immediately after
136. In John Watson's "Little Albert" experiment, what was the UCS?
- (A) The white rat
 - (B) The little boy
 - (C) Anything white and furry
 - (D) The loud noise
 - (E) Fear
137. Which of the following is true of classical conditioning?
- (A) UCS produces UCR
 - (B) CR produces the CS
 - (C) UCR produces the CS
 - (D) CS produces the UCS
 - (E) UCR produces the UCS
138. Dylan's mother buys him a sailor's cap before they go on a family fishing trip. On the boat, Dylan gets nauseated and vomits. The next day he gets nauseated just from looking at the sailor's cap. The sailor's cap has become:
- (A) The unconditioned stimulus
 - (B) The conditioned stimulus
 - (C) The conditioned response
 - (D) The unconditioned response
 - (E) The reconditioned stimulus

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139. Before Dylan became nauseated, he was able to go fishing with his family, even catching several fish. Fishing is an example of what schedule of reinforcement?
- Fixed ratio
 - Fixed interval
 - Unfixed interval
 - Variable ratio
 - Variable interval
140. Sean sells shoes for a living. His salary depends on how many shoes he can sell in a two-week period of time. What schedule of reinforcement is Sean being paid with?
- Variable ratio
 - Variable interval
 - Fixed ratio
 - Fixed interval
 - None of the above
141. A passenger on an airplane was feeling very anxious about an important job interview the next morning, and as a result he was uneasy and nervous the entire flight. Back home a week later, he is contemplating a holiday trip. Though he hadn't previously been afraid to fly, he finds himself suddenly nervous about flying and decides to cancel his plans to visit an out-of-state relative. What are the UCS, UCR, CS, and CR, respectively?
- Job interview, feeling nervous and anxious, flying, feeling nervous and anxious about flying
 - Feeling nervous and anxious, flying, out-of-state relative, feeling anxious and nervous about flying
 - Flying, feeling nervous and anxious, job interview, feeling nervous and anxious
 - Feeling nervous and anxious, job interview, flying, feeling nervous and anxious
 - Job interview, feeling nervous and anxious, out-of-state relative, feeling nervous and anxious

142. As part of a new and intriguing line of research in behavioral medicine, researchers gave mice saccharine-flavored water and followed it up with an injection of a drug that weakens mice's immune systems. Later, when these mice drank saccharine-flavored water, they showed signs of weakened immune response. Research is currently under way to see if the reverse is possible (if conditioning can be used to increase immune functioning), a discovery that would surely have important implications for new medical treatments. In this experiment, what is the saccharine-flavored water?
- (A) Unconditioned stimulus
 - (B) Conditioned stimulus
 - (C) Conditioned response
 - (D) Unconditioned response
 - (E) Stimulus response
143. Automobile advertisements, especially those for sports cars, often feature young, beautiful women. Smart advertisers know and research confirms that men rate new cars whose ads include an attractive female as faster, more appealing, better designed, and more desirable than cars with similar ads that do not include an attractive female. What is the unconditioned response?
- (A) The car
 - (B) The advertisement
 - (C) The attractive women
 - (D) Desire to buy the car
 - (E) Finding the woman attractive
144. In the preceding scenario, in terms of classical conditioning, what is the attractive woman?
- (A) The conditioned stimulus
 - (B) The unconditioned stimulus
 - (C) The conditioned response
 - (D) The unconditioned response
 - (E) The stimulus response

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145. Which of the following statements best defines classical conditioning?
- (A) A type of learning in which behaviors are produced based on rewards and punishments
 - (B) A type of learning based on modeling or imitating the behavior of others
 - (C) A type of learning in which a response naturally elicited by a stimulus comes to be elicited by a formerly neutral stimulus
 - (D) The process by which experience or practice results in a change in behavior
 - (E) The process by which voluntary behaviors are produced in the presence of certain stimuli
146. During the conditioning process of Pavlov's dogs, what element of classical conditioning did the bell and food play?
- (A) CS and UCS
 - (B) US and CS
 - (C) UCS and CS
 - (D) CS and UCR
 - (E) CS and CR
147. Desensitization therapy can best be defined as:
- (A) A conditioning technique that creates an avoidance of certain foods
 - (B) A conditioning technique that creates a conditioned response from a formerly neutral stimuli
 - (C) A conditioning technique that gradually increases one's desire to perform a particular behavior
 - (D) A conditioning technique that uses generalization to get people to overcome their fears
 - (E) A conditioning technique designed to gradually reduce anxiety about a particular object or situation
148. Classical conditioning would best be suited to answer which of the following questions?
- (A) Why do people repeat behaviors when they are followed by something good?
 - (B) Why do children know a lot about driving a car before their first time behind the wheel?
 - (C) Why do people associate certain foods with nausea?
 - (D) Why are some animals difficult to train to perform certain kinds of behaviors?
 - (E) Why do people imitate behaviors they see someone else get punished for?

149. Of the following, which would a psychologist consider the best example of learning?
- (A) A young man's beard beginning to grow at age 15
 - (B) A woman experiencing labor pains
 - (C) Salmon swimming upstream during the mating season
 - (D) A child being able to ride a bike
 - (E) A baby sucking on her mother's breast for nourishment
150. The sight of a needle can trigger fear in some people. Why is this an example of classical conditioning?
- (A) People learn this when they are young.
 - (B) There is an unconditioned association with fear and the needle.
 - (C) Needles hurt.
 - (D) With positive reinforcement one can overcome their fear.
 - (E) As people get older they overcome this fear.

Operant Conditioning and Cognitive Learning

151. What is one major difference between operant conditioning and classical conditioning?
- (A) Operant conditioning takes place as a result of some voluntary action, while classical conditioning takes place without choice.
 - (B) Operant conditioning takes place before the response, while classical conditioning takes place after the response.
 - (C) Operant conditioning is learned by association, while classical conditioning is learned by reinforcement.
 - (D) Classical conditioning is part of social cognitive learning, while operant conditioning is not.
 - (E) Classical conditioning has a stimulus but no response, while operant conditioning has both a stimulus and a response.
152. Suspending a basketball player for committing a flagrant foul is an example of:
- (A) Negative reinforcement
 - (B) Positive reinforcement
 - (C) Punishment
 - (D) Primary reinforcement
 - (E) Secondary reinforcement
153. A defendant is harassed and tortured until he confesses. This is an example of:
- (A) Positive reinforcement
 - (B) Negative reinforcement
 - (C) Punishment
 - (D) Positive punishment
 - (E) Negative punishment

154. Punishment can best be defined as:
- (A) The reinforcement of a behavior every time it occurs
 - (B) Taking away something unpleasant when the subject performs the correct behavior
 - (C) An attempt to weaken a response by following it with something unpleasant
 - (D) Adding something unwanted when the subject is not doing the correct behavior and then stopping it when he or she displays the correct behavior
 - (E) Anything that comes to represent a primary reinforcer
155. Which of the following statements best explains E. L. Thorndike's law of effect?
- (A) Behaviors that are negatively reinforced are more likely to discontinue than behaviors that are punished.
 - (B) Receiving reinforcement every time a person performs a good deed, continuous reinforcement, will increase the likelihood that the person will continue that behavior.
 - (C) The stimuli of food, water, and sex are innately satisfying and require no learning.
 - (D) Behaviors are strengthened by positive consequences and weakened by negative ones.
 - (E) Behaviors are reinforced through primary reinforcers.
156. B. F. Skinner used his "Skinner Box" to work on a procedure in which the experimenter successfully reinforced behaviors, which led up to the desired behavior. This procedure is known as:
- (A) Reinforcement
 - (B) Chaining
 - (C) Primary reinforcers
 - (D) Secondary reinforcers
 - (E) Shaping
157. Schedules of reinforcement have a direct effect on maintaining your behavior. Which of the following schedules of reinforcement is identified in this example: Calling a friend and getting a busy signal because he or she is frequently on the phone?
- (A) Fixed interval
 - (B) Variable interval
 - (C) Fixed ratio
 - (D) Variable ratio
 - (E) Fixed variable

158. Which of the following is the best example of a negative reinforcement?
- (A) A child getting spanked for bad behavior
 - (B) A kindergarten student being put in "time-out"
 - (C) A teenager not being allowed to go to her friend's party
 - (D) A mother taking an aspirin to eliminate her headache
 - (E) A father getting a speeding ticket
159. Which of the following best describes the basic principle behind operant conditioning?
- (A) The consequences one receives are directly based on his or her behavior.
 - (B) The conditioned stimulus one responds to is called a conditioned response.
 - (C) Continuous reinforcement is the best way to reinforce positive behavior.
 - (D) To decrease undesired behaviors one must use negative punishment.
 - (E) Negative reinforcement and punishment both equally help to rid unwanted behavior.
160. What is the goal of both positive and negative reinforcement?
- (A) To decrease the likelihood that a negative reinforcer will follow a behavior
 - (B) To increase the likelihood that the preceding behavior will be repeated
 - (C) To decrease the likelihood that the preceding behavior will be repeated
 - (D) To ensure there are no negative consequences following the behavior
 - (E) To add a primary reinforcer after someone does a proper behavior
161. Latent learning can best be described as:
- (A) Learning that depends on the mental process
 - (B) Learning that is not immediately reflected in a behavior change
 - (C) A learning technique that provides precise information about one's inner bodily functions
 - (D) Learning that is based on rewards and punishments
 - (E) A type of learning that occurs after the behavior has already been done

162. Thorndike's law of effect neglects the inner drives or motives that make learners pursue the "satisfying state," allowing learners to reach their goals. Which of the following psychologists would have agreed with that statement?
- (A) Kohler
 - (B) Pavlov
 - (C) Tolman
 - (D) Skinner
 - (E) Watson
163. Which of the following scenarios is the best example of a cognitive map?
- (A) A dog sits by the window an hour before her owner should return home.
 - (B) A little girl remembers to get her jacket before leaving for school.
 - (C) A boy follows his big sister home on his bicycle.
 - (D) When asked for directions to his job, a man recites them in great detail.
 - (E) A teacher remembers all the names of her students.
164. Wolfgang Kohler conducted a series of experiments in which he placed a chimpanzee in a cage with a banana on the ground just out of his reach outside of the cage. After a period of inaction, the chimp suddenly grabbed the stick in the cage, poked it through the cage, and dragged the banana within reach. This type of learning is called:
- (A) Insight
 - (B) Latent
 - (C) Cognitive
 - (D) Operant
 - (E) Observational
165. Harry Harlow's goal was to get his monkeys to figure out that in any set of six trials, the food was always under the same box. Initially the monkeys chose the boxes randomly, sometimes finding food and sometimes not. However, after a while their behavior changed: after two consistent trials of finding the correct box, they continually went back to the same box. Harlow concluded that the monkeys had "learned how to learn." According to Harlow the monkeys established:
- (A) Cognitive maps
 - (B) Reinforcers
 - (C) Cognitive sets
 - (D) Learned maps
 - (E) Learning sets

166. Which of the following statements best exemplifies the idea behind social cognitive learning?
- (A) Learning occurs when we see someone else being punished for a behavior.
 - (B) Learning is likely to happen whether we see someone else punished or rewarded for behavior.
 - (C) Learning occurs when we see someone else being rewarded for a behavior.
 - (D) Learning is simply based on observation.
 - (E) Learning is based on external rewards and behaviors.
167. In Albert Bandura's "bobo" doll experiment, which group of children spontaneously acted aggressively toward the doll rather quickly?
- (A) Model-reward condition
 - (B) Model-punished condition
 - (C) No-consequences condition
 - (D) Reward and punishment condition
 - (E) No condition
168. Devyn watches a violent television show and then pretends to shoot her brother Tyler with a toy pistol. A psychologist would say that Devyn has learned this behavior through:
- (A) Operant conditioning
 - (B) Classical conditioning
 - (C) Vicarious learning
 - (D) Latent learning
 - (E) Learning set
169. Which of the following psychologists would argue that learning can take place when someone is watching another person and performs that behavior even when not reinforced?
- (A) Edward Tolman
 - (B) Wolfgang Kohler
 - (C) B. F. Skinner
 - (D) John Watson
 - (E) Albert Bandura

170. Which of the following responses is *not* learned through operant conditioning?
- (A) Shelly gets \$50 after getting a 90 percent in her math class.
 - (B) A pigeon learns to peck a disc to get food pellets.
 - (C) A dog learns to turn in circles for a reward.
 - (D) A baby takes his first steps.
 - (E) A horse jumps over a fence to avoid an electric shock.
171. Joey is refusing to complete his homework on time. After learning about Joey's love of trains, Mrs. Anderson promises to reward Joey with a Thomas and Friends video upon completion of his next two homework assignments. This is an example of:
- (A) Positive reinforcement
 - (B) Generalization
 - (C) Insight
 - (D) Latent learning
 - (E) The Premack Principle
172. While taking his math placement exam, Spencer became stuck on one problem. With only five minutes left, he suddenly arrived at the answer. This is an example of:
- (A) Latent learning
 - (B) Insight
 - (C) Learning set
 - (D) Abstract learning
 - (E) Operant conditioning
173. After several attempts at escape with no success, the electrically shocked dogs give up. At that moment the gates open and the dogs could simply walk out, but they don't; instead they just sit there. This could most likely be explained by the concept of:
- (A) Latent learning
 - (B) Spontaneous recovery
 - (C) Vicarious learning
 - (D) Learned helplessness
 - (E) Intrinsic motivation

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174. After overcoming her fear of the dentist, Jada finds out she needs a root canal. On her way to the dentist's office, her old fears and anxieties return and she begins to panic. This is an example of:
- (A) Generalization
 - (B) Spontaneous recovery
 - (C) Discrimination
 - (D) Insight
 - (E) Classical conditioning
175. Salina receives a one-thousand-dollar bonus at her job after she sold the most cars this month. The one-thousand-dollar bonus is an example of a:
- (A) Primary reinforcer
 - (B) Secondary reinforcer
 - (C) Partial reinforcer
 - (D) Continual reinforcer
 - (E) Total reinforcer