

173. (D) Learned helplessness is defined as failure to take steps to avoid or escape from an aversive stimulus that occurs as a result of previous unavoidable painful stimuli. The dogs, having no way out for several minutes, gave up, even when there was a viable escape.

174. (B) Spontaneous recovery is the reappearance of an extinguished response after some time has passed. In this case, Jada's fear of going to the dentist returned only when she had to go back for a root canal. That is an example of spontaneous recovery. Generalization would have been if Jada feared all doctors as a result of her fear of the dentist.

175. (A) Money is an example of a primary reinforcer.

Chapter 10: Memory

176. (C) Encoding is the process of transferring information from short-term memory to long-term memory by paying attention to it or by forming new associations. In this case Katie made a new association with the number 111. Choice (D) does seem like it could be the correct answer because it is the ability to retain information; however, encoding gives a more specific explanation.

177. (A) Episodic memory is a type of memory that involves knowledge of a specific event or personal experience. In this case, remembering that you got a bicycle is a personal memory. Choices (B), (D), and (E) are all examples of semantic memory. Choice (C) is an example of procedural memory.

178. (C) Procedural memory involves things learned through classical conditioning. We are not aware of these memories and cannot retrieve them. In this case Sophia is unable to explain her fear of spiders, which would fall under procedural memories.

179. (D) The hippocampus transfers words, facts, and personal events from short-term memory to long-term memory. People with damage to the hippocampus cannot save any declarative memories. Choice (C) could be tempting, but the amygdala deals with emotional feelings associated with memories, not the transfer from STM to LTM.

180. (B) Echoic memory is a form of sensory memory that holds auditory information for one to two seconds. In this case you are able to recall your friend's exact words because they are still in your echoic memory. Iconic memory is a form of sensory memory that holds visual information for a brief period of time. Sensory memory is the initial process that receives and holds environmental information. Short-term memory is the process of holding information for a short period of time, but it is not what would have been used in this particular situation.

181. (E) For information to be processed it must go through three steps: Encoding using sensory receptors is the initial step because it is picking up information from the environment in its raw form. Storing information is the second step in the process; to retrieve the information at a later time, the information has to be stored properly to begin with. The third step is the ability, when necessary, to retrieve it. Information cannot be retrieved before it has been stored.

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182. (E) The only false statement is choice (E). Procedural memory involves skills, habits, and things learned through classical conditioning, not declarative memory. Declarative memory involves facts or events such as scenes, stories, words, or conversations.

183. (D) State-dependent learning is the idea that we recall information more easily when we are in the same physiological or emotional state as when the information was originally encoded. In this case when Jeff drank alcohol, it put him in the same physiological state, enabling him to remember the details of the crime.

184. (B) Short-term memory is called working memory because it can hold only a limited amount of information for a short period of time, between 2 and 30 seconds. If during that time you become more involved in the information, it can last longer.

185. (C) Eidetic memory or imagery is the ability to examine a picture and then retain the detailed visual image. This is found in a small percentage of children. Flashbulb memories are vivid recollections of dramatic incidents. Semantic memories are declarative memories consisting of factual knowledge. Echoic memories hold auditory information. Iconic memories hold visual images.

186. (A) The amygdala is responsible for emotionally charged memories.

187. (B) Choice (B) specifically describes the phenomenon behind the primacy effect. Words at the beginning of a list are more likely to be remembered because of proper rehearsal and encoding techniques. Choices (C) and (E) would apply to the recency effect.

188. (D) Semantic memory involves knowledge of facts, concepts, words, definitions, and language rules. Episodic memory is incorrect because it involves specific personal experiences. Procedural memory is incorrect because it involves memories of skills and habits.

189. (A) Long-term memory does have an unlimited capacity. Short-term memory can hold an average of seven items for up to 30 seconds. The other choices were simply put there to confuse the reader.

190. (B) Choice (B) is the definition of maintenance rehearsal. Intentionally repeating information can help the information remain in your short-term memory for a longer period of time.

191. (A) Short-term memory is also called working memory for this very reason. Because it only has a limited amount of space, one must make a conscious effort to keep the information there for a short period of time before it disappears. The other choices do not apply to the scenario.

192. (D) Chunking is combining separate items of information into a larger unit, then remembering chunks of information rather than individual items. Elaborate rehearsal involves actively making meaningful associations between information, not what was done in the scenario presented in the question. Maintenance rehearsal is simply repeating information.

193. (B) Making associations increases the likelihood that the information will be encoded properly. Repetition by itself does not ensure efficient encoding from STM to LTM.

194. (C) Maintenance rehearsal, the practice of intentionally repeating information, is necessary for information to remain in STM for up to 30 seconds. For information to be processed into LTM, elaborate rehearsal is necessary. Elaborate rehearsal involves making meaningful associations between information to be learned and information already stored in long-term memory.

195. (D) Chunking is the only choice that is not part of effortful encoding. Effortful encoding involves the transfer of information from STM to LTM either by repeating the information, rehearsing it, or making associations between new and old information.

Chapter 11: Remembering and Forgetting

196. (B) Eyewitness testimony refers to recalling or recognizing a suspect observed during a potentially disrupting emotional situation. Because of the concern of eyewitness testimony, studies have been conducted to show that people can be misled, especially if given false information. Furthermore, asking a person misleading questions can create false memories.

197. (C) This is a simple definition answer. Nodes are memory files. Schemas are not memory files but mental categories, which is why choice (E) can be confusing.

198. (D) The forgetting curve measures the amount of previously learned information that the subject can recall or recognize over time. Ebbinghaus himself forgot the greatest number of nonsense syllables within the first hour.

199. (B) Proactive interference occurs when old information, in this case the Spanish language, blocks or disrupts the remembering of related new information, in this case, the Italian language. Choice (A) is not correct because retroactive interference occurs when new information blocks the retrieval of old information learned earlier. Choices (C) and (D) refer to a type of amnesia that occurs after a head trauma.

200. (C) Retrograde amnesia involves memory loss for events that occurred before the time of the head trauma. Choice (A) is the definition for anterograde amnesia. The other choices do not apply to this question.

201. (E) Suppression is the process of deliberately trying to stop thinking about something. Repression is the unconscious process of forgetting past memories. Amnesia is usually brought on by some type of head trauma. Forgetting is the inability to retrieve, recall, or recognize information.

202. (B) Anterograde amnesia is the type of amnesia that prevents an individual from making new memories after the head trauma. Retrograde amnesia is the inability to recall events preceding the head trauma. Choices (C) and (D) refer to blocking or disrupting information.

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203. (C) The method of loci is an encoding technique that creates visual associations between already memorized places and new items to be memorized. It is a three-step process that involves memorizing familiar places, creating associations for each item to be memorized, and putting each item into the memorized place. An example of this could be selecting a specific place in your apartment to keep your keys and always remembering that place. Based on this definition, choice (C) is the correct answer.

204. (D) The hippocampus works similar to the save button on your computer. It transfers a file into permanent storage on your hard drive. People with damage to the hippocampus cannot save any declarative memories, such as new words or personal events.

205. (B) Rote rehearsal is also known as maintenance rehearsal. It is the practice of intentionally repeating information so it remains longer in short-term memory. Elaborate rehearsal involves actively making meaningful associations between information to be learned and information already stored in long-term memory.

206. (C) The decay theory argues that the passage of time causes forgetting. In this case, the passage of time caused the subjects to forget the three letters. Choices (A) and (B) refer to the disruption of information due to either new information or old information getting in the way. The forgetting curve is probably the choice most students will mistake for the correct answer. But the forgetting curve is based on the idea that the majority of information is forgotten within the first hour and then it levels off. This question does not give enough information for the reader to assume the forgetting curve phenomenon was at work here.

207. (B) Remember, retrograde interference is when new information disrupts the retrieval of old information. In this case Ava studied the bones in the foot, the new information, which interfered with remembering the bones in the hand, the old information. Choice (A) is an example of proactive interference.

208. (D) Implicit memory is information that either was unintentionally committed to memory or was unintentionally retrieved from memory. In this case, Jack did not realize he remembered where a particular piece of information was on a page; therefore, it is an example of implicit memory. Explicit memory is intentionally committing information to memory.

209. (B) Recognition involves identifying previously learned information with the help of more external cues. A multiple-choice test is an example of recognition. Choice (A) is an example of recall, not recognition. Choice (D) was placed there to confuse students. Recognition is not creating entirely new responses.

210. (D) Recall involves retrieving previously learned information, in this case, items from the grocery store, without the aid of or with very few external cues.

211. (A) The method of loci creates a visual association between already memorized places and new items to be memorized. In this scenario, the playroom is the "already memorized place." The toys are the "to be memorized items." The peg method refers to an encoding process that creates associations between number-word rhymes and items to be memorized, for example, "one is thumb, two is shoe."

212. (B) Herman Ebbinghaus's research showed that the greatest number of nonsense syllables were forgotten within the first hour. Afterward the amount of information forgotten levels off.

213. (A) Choice (A) is the definition of the forgetting curve.

214. (C) Recognition involves identifying previously learned information with the help of external cues. Multiple-choice questions exemplify recognition because cues exist. Recall involves retrieving previously learned information without the aid of external cues. A fill-in-the-blank test does not give the reader any cues to work with.

215. (A) Repression is a mental process that involves automatically hiding emotionally threatening or anxiety-provoking information in the unconscious. In this scenario, Kimberly did something embarrassing and her unconscious is blocking her memory of the event.

Chapter 12: Intelligence and Testing

216. (A) Mental age is defined as an estimation of a child's intellectual ability, based on his or her score on an intelligence test. Choices (B) and (C) were put there to throw off the test taker. Neither raw score nor computed age have anything to do with mental age. Choice (D) mentions child's age level, which is another concept used to throw off the reader. Choice (E), charting a child's age, does not make clear enough sense to be the correct answer.

217. (B) Validity means the test is measuring what it is supposed to. A test with little or no validity produces results that could be produced by guessing or by chance. Choice (A) might confuse some students: A reliable test refers to the consistency: a person's score on a test at one point in time should be similar to the score obtained by the same person on a similar test at another point in time. Choice (D) refers to the test conditions, which should remain constant for all students taking the exam.

218. (C) Alfred Binet, best known as the father of intelligence, believed strongly that intelligence was a collection of mental abilities and that the best way to assess intelligence was to measure a person's ability to perform cognitive tasks. Paul Broca, a neurologist, claimed that there was a considerable relationship between size of the brain and intelligence. This later proved to be unreliable and poorly correlated. David Wechsler created both the WISC and the WAIS, both of which focused on performance-based IQ tests to eliminate cultural bias. Lewis Terman, in 1916, devised a formula to calculate an intelligence quotient score. Francis Galton observed that intelligent people often had intelligent relatives and concluded that intelligence is, to a large extent, inherited.

219. (D) Reaction range indicates the extent to which traits, abilities, and IQ scores vary as a result of environmental interactions. For example, one's IQ score can vary as much as 10 to 15 points depending on whether one has an enriched, normal, or impoverished environment. Students may confuse the correct answer for choice (B), heritability, which is the number that indicates the amount of some ability or trait that can be attributed to genetic factors.

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220. (D) The calculation for the intelligence quotient is $MA/CA \times 100$. In this case the MA is 5 and the CA is 4; $5/4 = 1.25$; $1.25 \times 100 = 125$.

221. (A) The most widely used IQ tests are the Wechsler Adult Intelligence Scale for ages 16 and older and the Wechsler Intelligence Scale for Children for ages 3 to 16. The test includes a verbal and a performance section. The performance section contains a subtest that involves arranging pictures and assembling objects. The test was designed to eliminate any cultural biases by using nontraditional methods of testing.

222. (C) Spearman's two-factor theory says that intelligence has a general mental ability, which represents what different cognitive tasks have in common, as well as specific factors, which include mathematical and verbal skills.

223. (E) Sternberg's triarchic theory says that intelligence can be divided into three ways of gathering information: (1) Analytical thinking skills are measured by traditional intelligence tests. (2) Problem-solving skills require creative thinking and learning from experience. (3) Practical thinking skills help a person adjust and cope with his or her environment.

224. (B) Crystallized intelligence is the ability to retain information; while fluid intelligence refers to the ability to solve problems.

225. (A) Howard Gardner's theory is called the theory of multiple intelligence. Gardner proposes eight different types of intelligence: linguistic, logical-mathematical, musical, spatial, body-kinesthetic, interpersonal, intrapersonal, and naturalistic. Choice (C), Louis Thurstone, believed there was an existence of a wider range of components of intelligence, specifically eight primary mental abilities. But the ones mentioned in the question refer to Gardner's theory and not Thurstone's theory.

226. (A) A score of 85 places you one standard deviation below the mean. In a perfectly normal distribution, that means you have outperformed about 16 percent of the other test takers.

227. (B) Aptitude measures the capacity of the test taker to perform some task in the future. Choice (A) could look like the correct answer, but achievement measures an individual's knowledge of a particular subject.

228. (C) Savants are individuals, not necessarily children, with serious cognitive limitations such as mental retardation or autism who possess a remarkable talent in art or music. This eliminates choices (A), (B), (D), and (E).

229. (E) Charles Spearman's concept of "g," or general intelligence, is a unitary reference to a sort of overall smartness, which does not suggest the existence of more than one kind of intelligence.

230. (A) This is a definition question. An IQ of 55–70 is mild retardation, 40–55 is moderate retardation, 25–40 is severe retardation, and below 25 is profound retardation.

231. (B) David Wechsler created both tests to eliminate cultural biases that exist in IQ testing by adding a performance component to his test. WAIS stands for the Wechsler Adult Intelligence Scale, and the WISC is the Wechsler Intelligence Scale for Children.

232. (D) The MMPI was originally designed to diagnose mental disorders, and it is still widely used as an assessment tool among clinicians. It has more than 500 true-or-false items designed to identify characteristics of personality and behavior.

233. (C) Projective tests of personality want the subject's impression of ambiguous stimuli. The Rorschach test offers an array of inkblots for subjects to identify. On the Myers-Briggs Type Indicator test you are asked to choose which statement is most representative of your own thoughts.

234. (D) This is the definition of equivalent reliability. Choice (A) is the definition for the split half reliability. Choice (B) could be confused as the correct answer, but reliability measures standardized tests only. Choice (C) is the definition for inter-rater reliability.

235. (A) Choices (B), (C), and (D) can all be eliminated because Binet did not come up with the intelligence quotient; Lewis Terman did. Choice (E) is incorrect because Binet did not become the father of intelligence by discussing heritability.

236. (D) Studies have shown just how important environment can be to IQ scores, eliminating choices (A), (B), and (E). Data also shows that an IQ can change by 10 to 15 points.

237. (B) Reaction range indicates the extent to which certain factors or abilities increase or decrease as a result of the environment. Although choice (C) may sound correct, reaction range does not say intelligence is completely due to environmental factors.

238. (A) In terms of genetics, fraternal twins are no different from other siblings—unlike identical twins, who share the same genetic material.

239. (C) The score of 85 is one standard deviation below the average. The score of 115 is one standard deviation above the average. This means that in a normal distribution curve the percentage is 68.26 percent.

240. (D) To know this answer you must study a distribution curve. In this case knowing the curve would tell you only choice (D) could be correct.

Chapter 13: Thought and Language

241. (C) The prototype theory says that a person forms a concept by creating a mental image that is based on the average characteristics of an object. To identify new objects the person matches it to the one for which he or she has already formed a prototype. In this case a poodle has four legs, average size, with nose, tail, and ears. Therefore it would be a prototype.

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242. (D) Functional fixedness refers to a mental set that is characterized by the inability to see an object as having a function different from its usual one.

243. (A) An algorithm is a fixed set of rules that, if followed correctly, will eventually lead to a solution. Because this holds true for chess or checkers, (A) is the correct answer. A heuristic is a shortcut, allowing one to solve a problem more easily. A concept is a way to group objects. A prototype is the average characteristic of an object. Morphemes are the smallest meaningful combination of sounds.

244. (B) Availability heuristic says that we rely on information that is most prominent or easily recalled and overlook other information that is available but less prominent. In this case, students might choose (A), representative heuristic, but representative heuristic is similar to a stereotype, not prominent information.

245. (C) Convergent thinkers begin with a problem and come up with a single correct answer, while divergent thinkers begin with a problem and come up with many different solutions. Because an algorithm is a fixed set of rules, it is more likely used among convergent thinkers.

246. (D) Representative heuristic is problem solving based on stereotyping. In this case, Janet was stereotyping pilots by assuming the pilot was a male. Confirmation bias is incorrect because it means ignoring all information that does not support your beliefs. Janet was not ignoring anything; instead she was assuming. Convergent thinking is incorrect because Janet is not coming up with one solution to solve her problem. Availability heuristic is incorrect because Janet is not basing her answer on the most prominent information.

247. (B) Phonemes are the basic sounds of consonants and vowels.

248. (E) Noam Chomsky's theory states that all languages share a universal grammar and that all children inherit a mental program to learn this universal grammar.

249. (A) Chomsky is the only choice who believes language development is innate. Whorf believes culture influences language. Skinner is a behaviorist. Saffron is not a psychologist whom students would need to know for the exam. Sapir worked with Whorf on his language theory.

250. (C) Choice (C) is the only choice that states language development is innate. The other choices all support the Whorf-Sapir linguistic relativity hypothesis, which states that culture has a direct influence on determining the words that become part of our language.

251. (D) Confirmation bias is the tendency to find information that supports one's beliefs and ignore information that refutes them. This can sometimes prevent problem solving.

252. (B) A compensatory model is a rational decision-making model in which choices are systematically evaluated on various criteria. In this case the attractive features can offset or compensate for the unattractive features. Choice (C) can be confusing. The noncompensatory model is a decision-making model in which weakness in one or more criteria are not offset by strengths in other criteria.

253. (A) Overregularization is when children apply grammatical rules without making appropriate exceptions. In this case "I goed to the store" indicates the use of the general rule that we form the past tense by adding "-ed" to the word.
254. (D) Noam Chomsky believes that children are born with a language acquisition device, an internal mechanism for processing speech, wired into the human brain.
255. (D) A holophrase is a one-word sentence, commonly used by children under two years of age to represent a larger, more meaningful concept.
256. (A) Framing refers to the way an issue is stated. How an issue is framed can affect a person's perception or decision. In this case women were more likely to go get a mammogram after hearing they could die if they didn't, rather than that it could save their life.
257. (B) This is the definition of the term *babbling*.
258. (A) Language stages refer to four different forms: phonemes, morphemes, syntax, and semantics. Easier to understand are the four stages: babbling, one-word phrase, two-word combinations, and sentences.
259. (E) All of the other choices give examples of thinking outside the box and seeing a way to use an object besides its true purpose. Choice (E), the math formula, does not apply to functional fixedness.
260. (A) The definition theory is the idea that we form a concept of an object by making a mental list of the actual or essential properties that define it.
261. (C) Availability heuristic is a general rule by which we rely on information that is more prominent and easily recalled and overlook other information that is less prominent. In this case, Steven complains about his job after having a bad day and overlooks the fact that he really does enjoy his job.
262. (C) Information retrieval is a problem-solving strategy that requires only the recovery of information from long-term memory. In this scenario, information retrieval is an important option when a solution must be found quickly. This is why choice (A), remembering a 16th birthday, is not the correct answer.
263. (E) Solving an anagram by trying every possible letter guarantees a solution. Therefore, this is an example of an algorithm.
264. (A) Functional fixedness is not a problem-solving strategy. It is a mental set characterized by the inability to see an object having multiple uses, different from its usual one.
265. (B) This is a definition question. Subgoals involve creating separate parts. Brainstorming involves coming up with various solutions, heuristics are shortcuts to problem solving, and algorithms are fixed sets of rules.

Chapter 14: Motivation

266. (B) Choice (B) is the definition of motivation. The other choices do not correctly define motivation. Choice (A) defines fixed action pattern. Choice (C) defines a need. Choice (D) defines homeostasis. Choice (E) defines incentives.
267. (C) Instincts are innate tendencies or biological forces. The examples given are all innate feelings. Many students might look at choice (B) as the correct answer; however, emotions include subjective feelings. Instincts occur without subjectivity.
268. (D) The drive reduction theory says that a need results in a drive, creating a state of tension. A person must act to reduce that state of tension and return to homeostasis.
269. (C) A fixed action pattern is an innate biological force that predisposes an organism to behave in a fixed way in a specific environmental condition. In this case, the baboon is innately reacting to a condition in his environment, for survival. Choices (A) and (B) refer to needs. Needs are not innate patterns of behavior. Choices (D) and (E) are examples of conditioning.
270. (A) Intrinsic motivation involves behaviors that are personally rewarding and help us fulfill our beliefs. The other choices are examples of extrinsic motivation and positive reinforcement.
271. (C) According to Maslow's hierarchy of needs, level 3 is love and belonging—which simply means affiliation with others.
272. (E) According to Maslow's hierarchy of needs, level 5 is self-actualization. Self-actualization is the fulfillment of one's unique potential. This involves developing and reaching our full potential as a unique individual.
273. (B) Esteem needs refer to achievement competency and gaining approval. In this case, earning a master's degree would be an example of achievement.
274. (B) The lateral hypothalamus regulates hunger by creating feelings of being hungry. The other choices are all examples of satiety signals.
275. (B) Choice (B) is the definition of homeostasis. Once a need is satisfied, the body will return to a state of equilibrium.
276. (D) The ventromedial hypothalamus regulates hunger by creating a feeling of satiety. Therefore, if the ventromedial hypothalamus is destroyed, the feeling of satiety will go away, causing the organism to overeat.
277. (E) Set point is a certain level of body fat our bodies try to maintain throughout our lives. When an individual's set point is high, so is his or her fat storage and body fat.

278. (A) The metabolic rate refers to how efficiently our body breaks down food into energy and how quickly our bodies burn it off. If a person has a low metabolic rate he or she will burn less fuel and store more fuel as fat, thus having a fatter body.

279. (E) Nutrition is the only choice that does not involve psychology. To put it another way, choices (A), (B), (C), and (D) all deal with issues other than physiological changes in the body.

280. (C) Gender identity differs from gender role in that gender identity is a subjective feeling about being male or female. Gender roles are stereotypical attitudes society designates as feminine or masculine.

281. (B) Gender roles are traditional attitudes society designates to both females and males. By age five, for example, boys learn stereotypical male behavior like playing sports. Girls learn the importance of physical appearance.

282. (B) The lateral hypothalamus signals hunger, while the ventromedial hypothalamus signals satiety.

283. (D) Maslow's hierarchy of needs demonstrates the importance of the order in which you satisfy your biological and social needs. Biological needs must be met first. If you are starving and homeless you cannot worry about earning a master's degree.

284. (B) The incentive theory refers to environmental factors, such as external stimuli, reinforcers, or rewards that motivate a person to behave in a certain way. In this case the journalist was looking for recognition and the ability to increase his or her salary, both incentives based on external stimuli.

285. (C) Motivational behavior starts with a biological state in which an organism lacks something essential in its life. The need produces a drive, which in turn motivates action.

Chapter 15: Emotion

286. (B) Because the James-Lange theory focuses on the interpretation of physiological changes in the body, only choice (A) or (B) can be the correct answer. In this case, choice (B) is correct because in order to feel an emotion, according to the James-Lange theory, one must interpret the physiological change first before having the emotion.

287. (A) The facial feedback theory says that your brain interprets the sensations or feedback from the movement of your face muscles. This idea originated with Charles Darwin as a means of survival.

288. (C) James and Lange believed that our interpretation of our physiological changes in the body determine the emotions we are feeling. The problem with this theory is that many different emotions share the same physiological changes in the body. Therefore, physiological changes are not specific enough to determine emotions.

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- 289. (D)** Schachter and Singer conducted an experiment in which subjects were injected with adrenaline, causing increased heart rate and blood pressure. Half the subjects were placed in a room with an extremely happy person and the other half were placed in the room with an extremely angry person. Those in the room with the happy person associated their physiological changes with that person. Those in the room with the angry person associated their physiological changes with that person. These results helped to prove the Schachter-Singer theory, that perception is everything.
- 290. (A)** Choice (A) is the only one that is based on a person's interpretation or perception of the situation before feeling an emotion.
- 291. (D)** The affective-primacy theory states that in some situations you can feel an emotion before having the time to interpret the situation. An example could be as follows: you are walking in a forest, you hear leaves rustling behind you, and you feel scared before you have time to assess the situation.
- 292. (B)** Researchers Ekman and Friesen concluded that there is evidence for innately determined universal facial emotional expressions. The evidence came from studying people's recognition of emotional expressions in remote areas of the world.
- 293. (A)** The fact that infants show fear, universally between the ages of five and seven months, is proof that emotional expressions are innate. The other choices are based on modeling, which does not support the Ekman-Friesen experiment.
- 294. (C)** According to the Yerkes-Dodson law, performance on a task depends on the level of physiological arousal and the difficulty of the task. Low arousal is better for success on a difficult task. High arousal can help on the performance of easy tasks.
- 295. (D)** Studies have shown that an individual's happiness is based more on positive feelings and overall life satisfaction than on the amount of money one makes.
- 296. (A)** The adaptation level theory states that a person can quickly become comfortable receiving a large fortune and begin to take it for granted. Eventually this contributes less to long-term levels of happiness. The Yerkes-Dodson law has to do with physiological arousal and difficulty of task. The relative deprivation theory has to do with a sense of entitlement for others.
- 297. (D)** According to display rules, individual cultures determine appropriate emotional expression. Choices (B) and (C) can look like the correct answer but, again, they both depend on cultural attitudes and are, therefore, really part of choice (D).
- 298. (E)** The cognitive-appraisal theory assumes that your appraisal of a situation is often the primary cause of emotion. Choice (A), the affective-primacy theory, focuses on emotion before interpretation. Choices (B), (C), and (D) all focus on how physiological change influences our interpretation, not subjective feelings.

- 299. (B)** Schachter and Singer believed that thoughts are important in establishing an emotional feeling. Based on the scenario, this belief would hold true and actually goes against the ideas behind the other choices.
- 300. (C)** Cannon and Bard believed that physiological changes and the brain's interpretation happen at the same time. Although the James-Lange theory stated physiological changes happen first, Cannon and Bard believed that it is not one before the other. Instead, they occur at the same time.
- 301. (A)** The cognitive-appraisal theory is the only one of these choices that focuses on subjectivity of an emotional experience based on the situation.
- 302. (B)** The James-Lange theory said that physiological changes in the body determine the interpretation of an emotion. Therefore, we cry and then we know we are sad. The Cannon-Bard theory stated that those two occurrences happen simultaneously. The facial feedback theory focuses on facial muscle movement.
- 303. (B)** Approach-avoidance conflict is a conflict that has one positive consequence and one negative consequence, unlike approach-approach conflict, which has two positive consequences.
- 304. (C)** Because Latoya must choose between two excellent colleges, it has two positive consequences.
- 305. (D)** The limbic system controls a large amount of our emotional stability.
- 306. (C)** The opponent-process theory of emotion states that eventually our level of emotion changes with experience.
- 307. (E)** Robert Zajonc believed that feelings or emotions might occur before thinking. This thinking is part of the affective-primacy theory. Choices (B), (C), and (D) all agree that interpretation occurs before the emotion.
- 308. (A)** The hypothalamus deals with feeling and having emotional responses. The thalamus is the brain's "switchboard." The temporal lobe deals with auditory control. The parietal lobe deals with the sensation of touch. The amygdala controls emotional memories.
- 309. (A)** The adaptation level theory states that we quickly become accustomed to receiving a new fortune and eventually take it for granted. This is why choice (A) is the correct answer. The other choices do not refer to taking anything for granted.
- 310. (A)** The Yerkes-Dodson law states that difficult tasks are more successful with low arousal and easy tasks are performed better with high arousal. Because simple tasks can be boring, high arousal can keep the person from becoming disengaged.