

Exam 2

1. Which of the following statements about the serial position effect is FALSE?

- *A. The speed of the presentation of material impacts on the recency effect.
- B. The ability to remember information at the beginning of a list is called the primacy effect.
- C. The delay after the presenting material has an impact on the recency effect.
- D. The ability to remember information at the end of a list is called the recency effect.

%Correct	%Wrong
83.87%	16.13%

The serial position effect relates to our ability to recall specific bits of information more easily based on its location in the presentation medium. There are several things that have been found to impact the potency of this effect. Answers B and D relate to the two terms that speak directly to where in lists/presentations this serial position effect occurs. In answer C, we discussed how delays and distractions can reduce the effect, namely, the recency effect. Answer A was incorrect.

2. Which statement about attention is TRUE?

- A. Controlled processing allows us to do multiple tasks at the same time.
- *B. If practiced enough, controlled processes can become automatic.
- C. Controlled processes elicit inevitable evocation when activated.
- D. The Stroop effect shows how automatic processes make controlled processes easier.

%Correct	%Wrong
66.13%	33.87%

Though many of us think that we can do multiple controlled processes at the same time, a large body of research refutes those claims. Automatic processes do sometimes elicit inevitable evocation, but controlled processes certainly do not. The Stroop effect actually is an example of how automatic processing sometimes overrides attempts to engage in a controlled processing activity. The only answer on this list that is true is answer B.

3. When Ebbinghaus pioneered the experimental study of memory, what did he memorize?

- A. poetry
- B. Bible passages
- *C. nonsense syllables
- D. word pairs

%Correct	%Wrong
98.39%	1.61%

Hermann Ebbinghaus spent many years testing his memory of a variety of lists of nonsense syllables in various manners. He did this to be the first psychologist to scientifically quantify how concept of memory works. In his research, he was able to create a collection of learning and forgetting curves that became the backbone of how scientific research can be run in the field of cognitive psychology.

4. Professor Yawnmore asks you to write by memory a list of all the recipients of the Nobel Peace Prize. What kind of memory test is this?

- *A. free recall
- B. implicit
- C. recognition
- D. savings

%Correct	%Wrong
85.48%	14.52%

Recognition tests measure memory by seeing if you can identify past learned information out of a list that is presented to you. Savings tests measure memory by examining your ability to quickly relearn information. Implicit tests deal with your body's or mind's reactions to learned associations or exposure to stimuli that can occur, even without conscious recognition. The only test that relates to the example above is the free recall test.

5. If you hear a word, you become more likely to use that word yourself, even if you don't consciously remember hearing it. This phenomenon illustrates which type of memory?

- A. declarative memory
- *B. implicit memory
- C. episodic memory
- D. semantic memory

%Correct	%Wrong
83.87%	16.13%

The correct answer here is B. As stated in the previous question, implicit tests deal with your body's or mind's reactions to learned associations or exposure to stimuli that can occur, even without conscious recognition. In this case, hearing a word causes your mind implicitly to go back to that word, even if you do not consciously intending to do so. The increased proclivity for saying that word indicated that at some level, your later behavior was changed due to the exposure to that stimulus, which is the essence of learning.

6. One difference between long-term memory and short-term memory is that

- A. we forget long-term memories by decay and short-term memories by interference.
- *B. long-term memory holds much more information than short-term memory does.
- C. short-term memory holds language items and long-term memory holds skills.
- D. short-term memory holds skills and long-term memory holds language items.

%Correct	%Wrong
80.65%	19.35%

Answer A is actually considered the opposite of how forgetting occurs for these two types of memory. Though some researchers have suggested that long-term memories might be linked to language, to the best of my knowledge nobody has argued for the statements made in answers C and D. The only answer that is true is B. Our long term memories absolutely have significantly more capacity than our short term memories.

7. What would be the best way to increase your depth of processing when you read a list of words?

- *A. Think about the meaning of the words on the list.
- B. Repeat each word over and over as many times as possible.
- C. Count the number of letters in each word.
- D. Think of other words that rhyme with each word on the list.

%Correct **%Wrong**

74.19% **25.81%**

Depth of processing relates to attempts to store information in our memory in a way that allows us to make multiple mental connections between the information being presented and other information that is already known. In essence, to process information more deeply, we need to link the new information to a combination of different concepts that are already stored in our memories. The only answer in this question that relates to truly DEEP processing is answer A. Though answer D involves deeper processing than answers B and C, answer D requires significantly fewer connections than answer A.

8. According to the principle of encoding specificity, to do well on a test you should

- A. study in a variety of places and times of day.
- *B. study at the same time and place as you will be tested.
- C. study with a friend who can provide encouragement.
- D. break up your information that you study into chunks.

%Correct **%Wrong**

80.65% **19.35%**

Encoding specificity relates to our ability to recall information better if we replicate the circumstances in which we were presented the information. This holds true for effects of mood, language, environment, and several other environment related topics. B is the only answer that has anything to do with this topic, though some of the other methods can indeed improve your memory of information.

9. Someone undergoing Electro Convulsive Therapy will have their memory of _____ greatly impacted due to the treatment.

- A. minor details of a conversation that they had a month before the shock
- B. information presented to them a day or two after the shock
- *C. experiences that they had just before the therapy
- D. semantic, but not procedural

%Correct **%Wrong**

80.65% **19.35%**

This topic was discussed in detail during the lecture on memory and forgetting. This dealt with the encoding process of information, and how it appears to take time for our brains to encode long-term memories. Proof for this came from the research that has shown that trauma to the brain (like through ECT) can cause lapses in memory for events right before and immediately after the trauma.

10. First you memorized the street map of Detroit. If you now memorize the street map of Philadelphia, you might forget the Detroit map because of

- A. state-dependent memory.
- *B. retroactive interference.
- C. proactive interference.
- D. anterograde amnesia.

%Correct	%Wrong
85.48%	14.52%

This question relates to the topic of interference. The concept of interference addresses what happens with retention of information when someone attempts to retain items of information that are similar to each other. We have found in interference studies that both old and new related information is less likely to be recalled by an individual. We call the forgetting of new information proactive interference. We call the forgetting of old material retroactive interference.

11. After damage to his hippocampus, patient H.M. lost most of his ability to

- A. recall memories of events that happened several years before the damage.
- *B. store new long-term memories.
- C. make use of his procedural memories.
- D. store new short-term memories.

%Correct	%Wrong
67.74%	32.26%

The story of HM is one of our classic case studies in memory. The trauma that he experienced with his brain showed us a lot about the storage and retrieval process of memory. Though HM could hold conversations, remember lists for a short period of time, and had a fairly intact short term memory in most respects, when his attention turned elsewhere, all of the information of that event and experience was completely lost. This led us to believe that certain regions of our hippocampus allow us to convert short term memories into long term ones.

12. Results from the “War of the Ghosts” storytelling activity suggest that memory

- A. can be difficult to quantify.
- B. is a form of information reproduction.
- *C. is a reconstructive process.
- D. can be very detailed if given the correct cues.

%Correct	%Wrong
93.55%	6.45%

The War of the Ghosts activity, which was described in class, reveals how our memory of events are not mere replications of the material that we are presented. Instead, our tapping into our memory is more of a creative process where we reconstruct snippets of information in order to form the information into a story. In the case of the War of the Ghosts, we found that people recalling the events of the story fixated on the details that were easiest to comprehend, while simultaneously embedding new memories of things that were not in the original story, but “worked” in the story.

13. People watched a video with no school bus. One group was asked, “Did you see children getting off the school bus?” Later, both groups were asked, “Did you see a school bus?” What happened?

- A. People in both groups were equally likely to say “yes” to the second question.
- *B. People who heard the first question were more likely to say “yes” to the second one.
- C. People who heard the first question were more likely to say “no” to the second one.
- D. Almost no one said “yes” to the second question.

%Correct	%Wrong
83.87%	16.13%

This question addressed a research study done by Elizabeth Loftus in her attempt to better understand memory reconstruction. In this study, and many others that she conducted, she found that questions that were intentionally leading—by suggesting the existence of something, or the manner in which events occurred—caused most people to alter their memories of the event in a way that aligned with the leading questions.

14. The fact that we struggle to identify a penguin as a bird as fast as we can identify a sparrow as a bird is an example of

- A. How heuristics can often cause us to look for perfect sets in categorization
- *B. How typicality challenges the notion of categories as proper sets
- C. How typicality does not work when categorizing items
- D. How disjunctive categories challenges the notion of categories as proper sets

%Correct	%Wrong
51.61%	48.39%

This was part of a collection of questions on mental categorization that apparently a large portion of the class struggled with. For this question, we were looking at how our minds categorize ideas and items together. This related research that has shown that our minds do not sort items the same way we might categorize them as scientists. Though penguins and sparrows both fit into the scientific definition of birds, our mind does not treat them as equals. How typical our mind thinks an item is in a list can at times impact our ability to recognize that item as fitting a list. This mental action has also been shown to slow down the processes of identification, even if we can identify the atypical item as a part of a list.

15. According to the concept of prototypes, how do we decide whether an item belongs to a particular category?

- A. We count how many defining characteristics of the category it has.
- *B. We consult a memorized list of which items belong to the category.
- C. We compare the item to the most typical members of the category.
- D. We compare the features of the item to a precise definition of the category.

%Correct	%Wrong
6.45%	93.55%

This was a typo on the question and answer key on my part. The correct answer to this question is closest to C, which most of you put, but not quite C. Everyone received credit for the confusion around this topic. Just to be clear, Eleanor Rosch’s work on her prototype theory suggested that instead of treating all items in a category equally, we rank members of a category based on which is most “typical” of the category.

16. If hearing one word helps you think of another word, we call that effect

- A. the attentional blink.
- *B. priming.
- C. the Choice-Delay task.
- D. the Stroop effect.

%Correct **%Wrong**

95.16% **4.84%**

This is a classic example of priming. Priming can cause both conscious and subconscious actions, ideas, and memories to occur due to the exposure to a stimulus. It suggests that once a concept is activated, other concepts that we link to the original concept become more easily recalled and identified. This effect is called spreading activation, and has been highlighted in several memory studies related to the question above, as well as several word completion tests (e.g. “finish this word stem: b a __”).

17. Suppose you have been asked to find as many prime numbers as possible. (A prime number is one that cannot be evenly divided by any integer larger than 1.) You know that it is impossible to test all the positive integers, so you devise a strategy for testing only certain numbers that you guess might be primes. Your way of solving this problem makes use of

- *A. heuristics.
- B. an algorithm.
- C. a prototype.
- D. base-rate information.

%Correct **%Wrong**

64.52% **35.48%**

This was a part of the thinking section. Algorithms, which is the option that a large number of you chose, involve coming up with a rule or approach that will guarantee that you get to an answer. They're usually much more time consuming, but they'll get you to the answer eventually. Heuristics, which are quicker approaches to getting to an answer, involve generating shortcut approaches that don't guarantee a correct response, but do give the thinker at least a chance to come up with a right answer.

18. When is it better to use heuristics than an algorithm to solve a problem?

- *A. when there are too many possible hypotheses to test them all
- B. when it is necessary to get an answer that is precisely accurate
- C. when it is possible to calculate the correct answer quickly and simply
- D. when the question concerns physics or chemistry

%Correct **%Wrong**

66.13% **33.87%**

If you were on the right track for #17, #18 was a small step away. Heuristics become especially necessary when algorithms require a ton of effort. They can also become necessary when there are so many possible answers that an algorithm might never get you to the right answer. The students taking the exam that were a little fuzzy on the difference between algorithms and heuristics leaned on C. This is the exact opposite of what is true. If you can calculate out an answer quickly, guess based approaches like heuristics make no sense.

19. Compared to a “satisficer,” what is an advantage to being a “maximizer”?

- A. usually make a decision more quickly
- B. usually more pleased with the decision one has made
- *C. usually make better decisions, according to objective criteria
- D. usually stand out in a crowd as being a nonconformist

%Correct **%Wrong**

72.58% **27.42%**

Satisficer decisions look for solutions that fit the minimum requirements of a problem. Though satisficers are often easier to find and are found more quickly, they don't necessarily lead to optimal decisions. Maximizer decisions might take longer to arrive at, but when a decision is made, the maximizer decisions are more beneficial in the long run.

20. The tendency to assume that if an item is similar to members of a particular category, it is probably a member of that category itself, is known as the

- A. Stroop effect.
- B. base-rate effect.
- *C. representativeness heuristic.
- D. availability heuristic.

%Correct **%Wrong**

79.03% **20.97%**

The stroop effect is a perceptual effect that relates to automaticity. The base-rate effect deals with our forming a perception of an outcome likelihood based on our knowledge or assumptions about base-rates. The availability heuristic in categories relates to decisions about category membership based on immediate examples that come to mind. The representative heuristic, the correct answer for this question, involves us determining the probability of an item being a member of a group by looking at several members of the group and how closely the item resembles those members.

21. You can either take the bus or a taxi to your friend's house, and you decide on the bus. After waiting at the bus stop for fifteen minutes, a taxi passes by, but you continue to wait for the bus, having waited so long already. Your decision is influenced by the

- *A. sunk cost effect.
- B. availability heuristic.
- C. confirmation bias.
- D. demand characteristic.

%Correct **%Wrong**

82.26% **17.74%**

Sunk cost effects explain an interesting effect in heuristics that explains how we don't make all decisions equally. Past experiences, decisions, and effort can greatly alter our perception of options that are placed in front of us at the time. The classic example of sunk costs relates to overvaluing something because of past investments to the item. For example, would you stay at a horrible movie if you paid \$20 to see it? Would you stay at a free screening of a horrible movie? Most of you would say yes to the first, but very few of you would say yes to the second.

22. Under which circumstances are people most likely to take a gamble?

- A. in order to gain something of value
- *B. in order to avoid losing something
- C. when the possible wins and losses are great
- D. under all circumstances equally

%Correct %Wrong

33.87% 66.13%

This was apparently a difficult question, but it was discussed in detail in the lecture. This related to the topic involving how gains and losses impact our willingness to gamble. In the study discussed in class, people were told that a disaster would occur and were asked to choose between gambling with saving a percentage of the population and allowing a portion die to ensure that others lived. People tend to want to gamble in that situation. However, when a bunch of people are already dying, and people are given the chance to choose between being certain to save some, or gambling with everyone's life in order to saving all, we tend to opt for the certainty.

23. Binet and Simon developed the first intelligence tests in order to measure

- A. creativity.
- *B. the skills that children need for success in school.
- C. cognitive impairment in victims of head injury.
- D. job skills in adult factory workers.

%Correct %Wrong

91.94% 8.06%

Alfred Binet is considered by many to be the first psychologist to generate a popularly used intelligence test. Though it became used for many purposes, the original goal of Binet and Simon was fairly direct. They generated this test in order to help the French Ministry of Education in their attempts to detect children that were struggling to succeed in the traditional classroom setting. This was done by designing questions that they believed involved skills that were essential for success in the traditional school system.

24. If a psychologist wanted to measure someone's IQ, but also wanted to identify the person's pattern of strengths and weaknesses, which of these tests would be appropriate?

- *A. Wechsler tests
- B. Rorschach Inkblots
- C. Raven's Progressive Matrices
- D. MMPI

%Correct %Wrong

66.13% 33.87%

The only two tests listed here that involve intelligence are the Wechsler tests and Raven's Progressive Matrices. That being said, Raven's Progressive Matrices look only at one aspect of intelligence, pattern recognition. The Wechsler scales involve a much more complex group of tests that attempt to measure many different aspects of intelligence.

25. Improved nutrition and increased cognitive stimulation are among the possible explanations for
- A. differences between reliability and validity.
 - *B. the Flynn effect.
 - C. the Stroop effect.
 - D. stereotype threat.

%Correct	%Wrong
82.26%	17.74%

Though the phrasing of this question made things a bit more challenging, the only effect listed below the question that has anything to do with the impact of nutrition and cognitive stimulation was the Flynn effect. The Flynn effect is the name given to the finding that each progressive generation tends to perform better and better on intelligence tests in comparison to past generations. Since an IQ score of 100 is always the standardized average for each age group, IQ averages have NOT gone up, but intelligence tests keep having to raise the bar for the score of 100 because of the improved performance.

26. What is the relationship between the sentences “The building is big” and “It is a large building”?
- A. They have the same surface structure and the same deep structure.
 - B. They have the same surface structure but different deep structures.
 - *C. They have the same deep structure but different surface structures.
 - D. They have different deep structures and different surface structures.

%Correct	%Wrong
79.03%	20.97%

This was a question that related to the language section. This question focused on the difference between deep and surface structures of language. In this particular case, since the two statements meant the same thing, they have the same deep structure. Since they were phrased differently, they had different surface structures.

27. What does the “language acquisition device” do?
- A. It translates sentences from one language to another.
 - *B. It helps children learn language.
 - C. It helps brain-damaged people communicate.
 - D. It measures brain activity while people are speaking.

%Correct	%Wrong
90.32%	9.68%

The language acquisition device is still a bit of a controversial topic. There is question as to whether or not this is something that is special, or just a term that we can use to describe the fact that children learn vocabulary at a ridiculously rapid pace for a number of years. Regardless of whether or not it an actual device, when discussing this device, we are discussing the topic of the vocabulary, and the amazing spurt in vocabulary that occurs during childhood.

28. The language errors of 2- to 3-year-old children reveal that the children

- A. do not yet understand the meanings of the words they say.
- *B. seem to be applying grammatical rules, even when exceptions should apply.
- C. rarely make a new sentence they have not heard someone else say.
- D. learn to use the passive voice before they can use the active voice correctly.

%Correct **%Wrong**

61.29% **38.71%**

This is a tricky question. It required that you knew which vocabulary challenge was common in 2 to 3 year old children, and the details of this vocabulary challenge. This age range is linked to the learning of morphology. Morphology involves structuring word endings and combinations of words correctly. For example, we need to learn whether the statement “I ate an apple” or “I ate a apple” is correct.

29. Which of the following words has exactly one morpheme?

- A. games
- B. gagging
- *C. gather
- D. graceful

%Correct **%Wrong**

70.97% **29.03%**

Morphemes are units of meaning found in words. For answer A, game and s (plural) are both morphemes. For answer B, gag and ging (action descriptor) are morphemes. For answer D, grace and ful (possessing) are both morpheme. The only morpheme in answer C is gather. It simply cannot be broken down even more into sub units.

30. According to the James-Lange theory of emotions,

- A. your trembling has nothing to do with your feeling afraid.
- *B. you start trembling and then decide you must be afraid.
- C. you feel afraid only when you stop trembling.
- D. you have to feel fear of something before you can begin to tremble.

%Correct **%Wrong**

80.65% **19.35%**

The James-Lange theory of emotions was one of the first theories of emotions that attempted to explain how we determine the emotions that we are experiencing. James and Lange controversially proposed in their theories that it wasn't our experiences that were causing our emotions, which then changed our bodies. Instead, our experiences impacted our bodies, which we then used to determine the experience of emotions.

31. What do the results of Schachter and Singer's experiment with epinephrine and placebo injections during euphoria and anger inducing situations suggest?

- A. Anxiety produces more intense autonomic changes than other emotions do.
- B. Each emotional state has a specific set of autonomic changes.
- *C. Emotion is an interpretation of physiological arousal based on the situation.
- D. Emotional feelings lead to changes in autonomic activity.

%Correct	%Wrong
83.87%	16.13%

The Schachter and Singer experiments strongly suggested that even though we might indeed use our physiological activity to interpret some information about our emotions, we also appear to use our interpretation of the environment to better understand the specific emotions and level of the emotions that we are feeling. Their theory involved more of an interaction between mind and body than the step by step process proposed in past theories about the experience of emotions.

32. Which of the following anatomical portions of the brain have NOT been linked to the experience of emotions?

- A. Hypothalamus
- B. Amygdala
- C. Thalamus
- *D. Cerebellum

%Correct	%Wrong
82.26%	17.74%

The hypothalamus, a part of the brain linked to memory plays a large role in emotions. The amygdala, the area of our brain that most neuroscientists link directly to emotional experiences, is definitely a correct answer in this question. The thalamus, the gate keeper of our senses and the part of our brain that sends messages to our body to produce physiological responses to our environment, also plays a role in the experience of emotions. The cerebellum, the part of our nervous system that is usually associated with balance and basic motor control has never been definitively linked with emotions yet.

33. In Maslow's hierarchy, the highest need is the need for

- A. social interaction.
- B. food and shelter.
- C. competitive success.
- *D. self-actualization.

%Correct	%Wrong
95.16%	4.84%

Abraham Maslow was one of the big personality, motivational, and clinical psychologists that pushed the humanist perspective. His big contribution to this theory was his hierarchy of needs. In it, he proposed that we have a desire to address a lot of personal concerns, but to approach the higher concerns, we need to address the ones located below (physiological needs, safety needs, etc.). The top need in his hierarchy, the one that we can only pursue if all of our other needs are met, was self-actualization.

34. Which of the following is the clearest example of a homeostatic motivation?

- A. self-actualization
- B. fear of failure
- *C. temperature regulation
- D. desire to succeed

%Correct **%Wrong**

85.48% **14.52%**

Homeostatic motivation is a concept that explains motivation based on us having a sense of “normalcy”. It implies that we are motivated to keep things in our world balanced. If we feel a sense of imbalance, motivation rises in us so we can pursue a means to restore that balance. The only answer listed above that has anything to do with restoring balance is the temperature regulation answer.

35. Which statement about intrinsic and extrinsic motivation is FALSE?

- A. Extrinsic motivators can sometimes undermine intrinsic ones
- B. Extrinsic motivators can sometimes enhance intrinsic ones
- C. How much you care about a task impacts the relationship between intrinsic and extrinsic motivators
- *D. Motivators can still be extrinsic without there being any promise or prospect of reward

%Correct **%Wrong**

58.06% **41.94%**

This was a fairly difficult question. It required that you know a number of different topics related to intrinsic and extrinsic motivation. The A response dealt with the topic of the overjustification effect. The B response dealt with more recent research that contradicted the notion of the overjustification effect being a universal rule. Answer C relates to the theory that we have devised to explain this effect discussed in B. Answer D is incorrect. It contradicts the main point of defining motivators as being extrinsic motivators.

36. Which of the following is not part of the theory of reciprocal determinism for human behavior?

- A. person
- B. environment
- *C. emotion
- D. behavior

%Correct **%Wrong**

80.65% **19.35%**

This theory of reciprocal determinism relates to the attempt to explain where personality and personality related behaviors come from. It suggests that there is a multidirectional relationship between the environment, the behaviors of the individual, and the individual’s perceptions that all come together to form the person’s personality. Emotions are not considered a part of this triad of interactional components.

37. The mathematical tool that allowed researchers to generate the “big 5” traits in personality psychology was the

A. observational report.

B. t-test.

*C. factor analysis.

D. likert scale.

%Correct	%Wrong
67.74%	32.26%

Though items A and D are related to trait research in personality psychology, the only one that is both a mathematical tool AND was related to the big 5 was the factor analysis. The factor analysis is a regression based tool that looks for overlaps in likert responses of different traits that individuals assign to themselves. The t-test, a test typically used to compare to groups to each other, is not something that was used in the generation of the big 5.

38. Which of the following is NOT part of the big 5?

A. conscientiousness

*B. intuitiveness

C. extraversion

D. openness to experience

%Correct	%Wrong
96.77%	3.23%

The big 5 are openness to experience, conscientiousness, extraversion, agreeableness, and neuroticism. Intuitiveness is not one of the big 5.

39. How would Sigmund Freud explain why someone eats, drinks, or smokes too much?

A. The person has a strong id and a weak superego.

B. The person has a very high level of libido.

C. The person is engaging in projection and rationalization.

*D. The person had a fixation during the oral stage.

%Correct	%Wrong
70.97%	29.03%

Though there might be other explanations for different impulses, the main concept of Freud’s that dealt with smoking, drinking, and eating is answer D. If a person was overly impulsive in numerous situations, Freud might argue that there are id/superego issues. Libido is related to psychosexual stages of development, but it isn’t an overly strong libido that causes fixations. Instead, the fixations result from unmet needs during a past psychosexual stage of development. In this case, the fixations listed in the question above relate to the oral stage.

40. Which of the following is on the spectrum of superordinate traits?

- *A. a primary trait
- B. an action
- C. a habit
- *D. a tertiary trait

%Correct(D)	%Wrong(A,B,C)
32.26%	67.74%

This particular question just barely passed the threshold of being a “bad” question. Upon further review, there’s a good reason for this—there were actually two answers that were correct in this one. The spectrum of superordinate traits include: tertiary traits, secondary traits, primary traits, habitual actions, and specific actions. The question was supposed to read “which of the following is HIGHEST on the spectrum of superordinate traits?” In which case, the only correct answer would have been D. Everyone that answered A (nearly 50% of the students) and D received credit for this question.

41. The process of releasing an emotion, getting it out of one's system, is called

- A. displacement.
- B. obsession.
- *C. catharsis.
- D. transference.

%Correct	%Wrong
96.77%	3.23%

This was a term related to the theories of Sigmund Freud. He coined the term “catharsis” to describe this release of tension that he said we felt when we acted on our desires. He used this concept to explain what compelled us to act across multiple situations. Catharsis is a topic applied to both personality and motivational psychology.

42. The foot in the door technique indicates how

- *A. the person can actually perceive the attitude differently based on their actions.
- B. the person’s attitudes are independent of their actions.
- C. the person’s attitudes have a great impact on the actions that they commit.
- D. traits can explain the majority of human behavior in ambiguous situations.

%Correct	%Wrong
48.39%	51.61%

The foot in the door technique is one of a variety of different persuasion techniques that were covered in the class. This technique involved getting someone to first agree to and act on a small request. Then, it involves making larger and larger requests afterward that the person continues to agree to. Like almost all persuasion techniques, it is effective because it creates cognitive dissonance in the individual. Namely, it gets people to agree to a final request that they would not originally agree to, by getting them to agree to smaller and more progressively building requests.

43. If you are sad and your friend tells you to smile in order to cheer up, what does the research on the topic of mood and manipulated expressions suggest about this recommendation?

- A. this will not work
- B. this will only work if you want it to
- *C. doing this should actually work to an extent
- D. your personality will greatly impact how effective this is

%Correct	%Wrong
67.74%	32.26%

This question relates to research that has been done on facial posturing and mood. In studies that explore this topic, we have found that moods can indeed be manipulated to a small extent by having people change the facial expressions that they are making. Some propose that this effect might relate to neurological paths that involve a collection of neurons called mirror neurons.

44. According to the propinquity effect, which person will you most likely be interested in becoming friends with?

- A. someone that shares your interests
- B. someone that looks like you
- *C. someone that lives close to you
- D. someone that is attractive

%Correct	%Wrong
79.03%	20.97%

The propinquity effect in social psychology is a concept that relates to liking and attraction. Propinquity involves a feeling of closeness in physical or psychological distance. Several studies have shown that we are significantly more attracted to (socially and sometimes physically) individuals that we feel are closer to us.

45. Based on research with the mere exposure effect, which of the following images of yourself would you prefer?

- A. one where you have a new hairstyle
- *B. one that matches what you see in the mirror
- C. one that is the same as what others see
- D. one that balances your irregular or imbalanced features

%Correct	%Wrong
75.81%	24.19%

The mere exposure effect relates to our attraction to individuals or items based on familiarity and prior exposures. The only answer above that relates to repeated exposures is answer B. This is considered a fairly powerful effect. The only caveat to this that is important to mention, is the fact that the mere exposure effect might not work if we do not start with a neutral or positive perception of the individual or item.

46. Research done by Seavey et al. that had adults interact with infants and toys indicated the fact that _____ can have a pretty big impact on the environment that we find ourselves in.

- A. early exposure
- B. learned helplessness
- *C. the prejudices that we evoke
- D. our level of activity

%Correct	%Wrong
71.67%	28.33%

This question relates to a study that examined an aspect of the concept of reciprocal determinism. In this study, participants were asked to play with an infant that was either dressed in "boy" clothes or "girl" clothes. What they found was anticipated, but profound. When the adults were interacting with the "boy", they primarily used toys and displayed behaviors that were related to boys. When they interacted with the "girl", they primarily used toys and displayed behaviors that are related to girls. This showed how we ourselves (in this case because of our gender) can impact the social world that exists around us.

47. Which of the following statements is a typical example of the actor-observer effect?

- A. "I am studying because I enjoy learning; Lynn is studying because her parents will punish her if she doesn't study."
- B. "I painted a picture of some mountain climbers, then Lynn copied me and drew the same thing."
- *C. "I went to the party because other people expected me to; Lynn went to the party because she likes parties."
- D. "I have been watching Lynn acting on stage, and I think she is doing a great job."

%Correct	%Wrong
64.52%	35.48%

The actor-observer effect indicates that we tend to make internal attributions (personality, desires, etc.) of the behaviors of others, while making external attributions (situation, past, etc.) for the behaviors of ourselves (at least the negative ones). The only answer that matches with that theory is answer C. It relates to a person making an external attribution for their own behavior, while making an internal attribution for the same behavior of someone else.

48. What could an experimenter do in order to induce cognitive dissonance?

- A. Ask people to watch themselves on videotape before trying to explain what they did.
- *B. Use a small reward to persuade people to do something opposed to their attitudes.
- C. Ask people who are all leaning in the same direction on some issue to discuss the issue for an hour and then express their attitudes on it.
- D. Make it appear that one person is in distress while several people, unacquainted with one another, are in a position to help.

%Correct	%Wrong
68.33%	31.67%

Cognitive dissonance is experienced when there is a mismatch between our attitudes and behaviors. None of the above examples would naturally create this mismatch except for option B. In that answer, giving someone a small reward for something that they wouldn't like doing should create a mismatch between that person's attitude and behavior. This mismatch can often encourage people to change their attitudes if they cannot undo or justify their behaviors.

49. In a classic study, Solomon Asch measured conformity by testing

A. how much the opinions of jurors in a courtroom trial changed after the jury discussed a case.

*B. whether someone would agree with a majority that gave wrong answers in a visual-judgment experiment.

C. how much an address by the president of the United States changed public opinion as measured by a survey.

D. how much the smoking and drinking habits of high-school students differed from those of their parents.

%Correct **%Wrong**

93.44% **6.56%**

This was one of the classic experiments in the history of social psychology. In the study, Solomon Asch asked participants to judge the length of lines. The catch to the experiment came in the fact that though a group of several “participants” were used in each session, there was only one true participant. A person that Asch was trying to manipulate by having all of the other “participants” in the study give a wrong answer before it was the true participant’s turn to respond. What Asch found was amazing. It suggested that we sometimes conform to a group, even when it is obvious that the group is not doing the right thing.

50. You are asked to list all the uses you can think of for a brick. You will list more if you are working alone than if your list is to be combined with several other people’s lists. This tendency illustrates which concept?

A. groupthink

B. conformity

C. group polarization

*D. social loafing

%Correct **%Wrong**

85.25% **14.75%**

Though all of these terms relate to the impacts of groups and their formation, the only one that relates to the example above is social loafing. Social loafing examines the effects of being in a group where your performance is not being directly observed. In studies on this topic, we have found that simple tasks, like the one described above, are not done as well when we are in a group in comparison to when we are alone.