

Exam 2

1. "The magical number 7 plus or minus two" is a phrase that applies to an aspect of our _____ memory storage capacity.
 - A. implicit
 - *B. short-term
 - C. long-term
 - D. behavioral
2. The famous patient H.M. had major impairments of his _____ memory as a result of the damage to his brain.
 - *A. long-term
 - B. short-term
 - C. procedural
 - D. number related
3. The filter model of attention suggests that you
 - A. discard unimportant information during long-term storage.
 - *B. never mentally process unimportant information.
 - C. quickly forget unimportant information once it has passed into your short-term storage.
 - D. treat unimportant and important information equally during the encoding stage.
4. Kiersten's clear memory of the very first time that she met her best friend would be an example of a _____ memory.
 - A. behavioral
 - B. mental
 - *C. episodic
 - D. semantic
5. If you are very distracted while studying for a topic on an exam, your biggest issue with the memory of that topic would relate to problems that occur during the _____ stage of memory.
 - A. retrieval
 - B. storage
 - C. deducing
 - *D. encoding
6. When studying for an exam, which processing approach would be the WORST way to retain the information over the long run?
 - A. elaboration of the material
 - B. organization of the material
 - *C. rote retention of the material
 - D. category clustering of the material
7. The "time-dependency principle" of memory suggests that
 - *A. the longer we take to test our memory of something, the more we forget it.
 - B. we can retain more information during the morning than during the evening.
 - C. the longer we study, the more we retain.
 - D. the more we split up information, the longer we can retain it.

8. Rita has just been in a car accident. This accident was violent enough to render her unconscious and impact her memory. Memory research would suggest that Rita is probably going to struggle with remembering what happened _____-at least right after she starts testing her memory.

*A. both directly before the event and after

B. only before the event

C. only after the event

D. after the event if the front of her brain was damaged, before the event if the back of her brain was damaged

9. Bethany was surprised by her teacher on Monday morning when her teacher asked Bethany to report what was in chapter 15 from the assigned readings. This act of her teacher would be considered a _____ test of memory.

A. harsh (this is not the answer)

B. cued recall

*C. free recall

D. recognition

10. Your best bet to do well on this exam is to take it where you studied the majority of the material for the class. This relates to the _____ principle of memory.

A. depth of processing

*B. encoding specificity

C. time-dependency

D. storage veracity

11. Timothy is reading a story about a superhero that he loves. In the middle of the story, he reads that this superhero loves to sing opera. This fact found in the story seems to be very random. Memory research would define this information as _____ and suggest that Timothy would be _____ likely to remember this information in comparison to details that matches his expectations of the character.

A. schema incongruent; more

B. schema irrelevant; more

C. schema incongruent; less

*D. schema irrelevant; less

12. The library metaphor of memory is flawed in that it assumes that

*A. our memory of information is exact and unaltered over time.

B. our memory of information is near infinite.

C. our mind can categorize information into different groups.

D. we don't ever forget something that we experience.

13. The "War of the Ghosts" story has been used by memory researchers to suggest that our memory should best be seen as a _____ of information.

A. narrative

*B. reconstruction

C. library

D. list

14. The slides in the memory lectures that showed the development of an accident between a car and a pedestrian highlighted how our memory

- *A. can be predictably altered by questions that are asked when we are trying to recall an event.
- B. is fairly clear when we see something emotionally arousing.
- C. is really flawed even right after an event.
- D. can only be improved through repetition.

15. Geometrical figures have often been used by cognitive psychologists as an example for how some categories can be seen as

- A. semantic networks.
- *B. proper sets.
- C. fuzzy sets.
- D. exemplars.

16. Which of the following would be a typical “exemplar” of a bird?

- A. ostrich
- *B. sparrow
- C. penguin
- D. dodo

17. Typicality ratings of various sets of categories has suggested that

- A. categorization of information in our minds almost always follows the use of proper sets.
- B. women categorize through fuzzy sets, while men categorize through typicality.
- C. our mind almost always uses prototypes to categorize information.
- *D. our mind very rarely uses proper sets to organize categories.

18. Which mental approach to a problem is almost always fastest—even if it doesn’t always get us to a correct answer?

- A. algorithm
- *B. heuristic
- C. it ALWAYS depends on the problem so this question cannot be answered
- D. starting with a heuristic, then finishing with an algorithm

19. Tim is playing on a slot machine. He has pulled the lever on his machine 12 times. He has experienced this combination of outcomes in those 12 pulls: Loss-Loss-Loss-Win-Loss-Loss-Loss-Win-Loss-Loss-Loss-Win-Loss-Loss-Loss-Win. He’s now convinced that this slot machine is broken and has a set pattern to it. Tim is falling subject to the _____ heuristic.

- A. availability
- *B. representativeness
- C. simulation
- D. adjustment

20. Gary is first asked if more or less than 2 million people in the United States die of gun deaths every year. He knows that this number is outrageously high, so he says “less”. He’s then asked to estimate how many people in the United States are killed by gun deaths. Research would suggest that this series of events would cause Gary to experience the _____ in his estimate.

- *A. anchoring effect
- B. availability heuristic

- C. representativeness heuristic
- D. simulation heuristic

21. The “Concert and the Scalper” scenario that was discussed in the presentations related to the topic of _____ and suggested that the person that paid _____ would be more likely to leave the horrible concert.

- A. sunk cost; the most
- B. cognitive reappraisal; the least
- *C. sunk cost; the least
- D. cognitive reappraisal; the most

22. A company owner has decided that he needs to layoff several people in his business to save money. Since the owner has taken psychology classes, he decides to discuss these layoffs with his supervisors and employees by talking about “the percentage of people that the company can keep on.” This approach by the owner is an example of

- A. the sunk cost effect.
- *B. framing effects.
- C. the availability heuristic.
- D. hypothesis testing in judgments.

23. When deciding on a risky scenario, research suggests that the decisions for MOST of us are often based on all EXCEPT the following?

- A. our greater aversion to losses than our desire for gains
- B. vivid examples that come to mind
- C. our first impressions of the scenario
- *D. the last piece of information that we hear

24. The intelligence quotient was first introduced by the intelligence researcher

- A. Alfred Binet.
- B. David Wechsler.
- C. Hermann Ebbinghaus.
- *D. Lewis Terman.

25. Progressive matrices tests and other simple tests of intelligence can be used to help control for

- *A. language and cultural issues in testing intelligence.
- B. math deficiencies in people being tested.
- C. memory impairments that can impact test performance.
- D. differences in performance between parents and children.

26. The Flynn Effect examines

- A. the impact of memory after biased information is presented.
- B. delays in cognitive development.
- *C. changes in intelligence test performance across generations.
- D. how a child’s IQ changes during adolescence.

27. 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.

28. 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.

29. The "word superiority effect" is the observation that on the average,

- *A. people recognize a letter within a familiar word more easily than a letter by itself.
- B. people remember an event better and longer if they can express it in words.
- C. people who have just seen one word will more easily recognize another, related word.
- D. people can find a word on a page more easily than the drawing of an object.

30. Which part of the brain has NOT been directly linked to the experience of emotions?

- A. thalamus
- B. amygdala
- *C. parietal lobe
- D. hypothalamus

31. Early research on emotional expressions of the face would suggest that we might have ____ "basic emotions."

- A. 3
- B. 4
- C. 5
- *D. 6

32. The theoretical link between our emotions and our bodily reactions was first explored in detail by the theorist _____ and his colleague Theodore Simon.

- A. Edward Titchener
- B. Robert Thurman
- *C. William James
- D. Sigmund Freud

33. Which of the following facts conflicts with the drive theory of motivation?

- A. Someone who just completed a meal will rest before doing anything else.
- B. Hormones alter the activity of certain parts of the brain.
- *C. People sometimes seek excitement and new experiences.
- D. If one activity doesn't satisfy a goal, people will try something else.

34. According to Abraham Maslow, what do we do when we have several motivations?

- A. We alternate between our attempts to satisfy each of them.
- B. We try to satisfy all of them at the same time.
- C. We are frozen with indecision.
- *D. We start with the lowest need on the hierarchy and work up.

35. The difference between the drive theory of motivation and the incentive theory is similar to the difference between

- A. software and hardware.
- B. eating and digestion.
- C. mind and body.
- *D. push and pull.

36. The “Big Five” concept relates to the different _____ that we possess.

- A. emotions
- *B. personality traits
- C. attachment styles
- D. social interaction approaches

37. Social psychologists study the impact of the ___ on an individual in the $B = f(P,E)$ equation.

- A. B
- B. f
- C. P
- *D. E

38. Most research suggests that the strongest predictor of our behavior is the ___ in the $B = f(P,E)$ equation.

- A. B
- B. f
- C. P
- *D. E

39. Gregariousness, assertiveness, positive emotions, and excitement seeking are all facets of the trait of _____.

- A. conscientiousness
- *B. extraversion
- C. neuroticism
- D. openness to experience

40. _____ is the only trait that IS NOT negatively skewed when looking at people’s rating responses to questions relating to the trait.

- A. Extraversion
- *B. Neuroticism
- C. Agreeableness
- D. Conscientiousness

41. The trait most highly correlated with the trait of extraversion is _____.

- *A. openness to experience
- B. neuroticism
- C. agreeableness
- D. conscientiousness

42. Kerri is attempting to use the “foot-in-the-door” technique to get her roommate to do her laundry. What would be Kerri’s first step in order to accomplish this technique?

A. start with an outrageous request for her roommate

*B. ask something very small of her roommate—something her roommate will likely do

C. compliment her roommate

D. offend her roommate

43. What creates cognitive dissonance?

*A. when our attitudes don't match our behaviors

B. when we like something new

C. when we are confused by a challenging question

D. when our memory of some event is different from another person's

44. At the end of the lecture on "The Dialect Between Person and Behavior", Doctor Kihlstrom mentioned the notion of "Whistling a Happy Tune." Why was this discussed?

A. to suggest how we can relieve stress by blowing out air

B. to suggest that our traits can change through our actions

C. to suggest that we should watch old movies to explore historic psychological concepts

*D. to suggest that we can change our emotions by changing our behaviors

45. 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

46. Which of the following is an example of an internal attribution for someone's behavior?

A. He contributed to the charity because he saw other people doing so.

B. He contributed to the charity because he read about the group's accomplishments.

*C. He contributed to the charity because he is a generous person.

D. He contributed to the charity because he needed a tax deduction.

47. The "mere exposure" effect in social psychology DISAGREES with which of these sayings?

A. Birds of a feather flock together.

B. A penny saved is a penny earned.

*C. Absence makes the heart grow fonder.

D. Out of sight, out of mind.

48. Solomon Asch's line experiment on conformity demonstrated, to his surprise, that people often

A. resist conformity best when they are in a minority of one.

B. conform most to the opinions of people they like the least.

C. prefer to join groups in which they know their opinions will be outnumbered.

*D. conform to others' opinions, even when they know those opinions are wrong.

49. In the Milgram experiment, the teacher heard the learner beg for the experiment to stop at 150 volts, scream in agony at 270 volts, refuse to answer any more questions at 300 volts, and stop making any sound at all at 330 volts. Of the 40 participants, how many teachers were fully obedient and delivered shocks all the way to 450 volts?

- A. none
- B. only a few
- *C. more than half
- D. all

50. A group of people are angry because they feel insulted. After they talk about it with each other, what will probably happen, and what is this tendency called?

- A. They will become more extreme. This is called the actor-observer effect.
- B. They will become more moderate. This is called the actor-observer effect.
- *C. They will become more extreme. This is called group polarization.
- D. They will break into opposing groups. This is called group polarization.