These are sample questions, intended to help you study and to check your understanding of the material. All material covered in these questions are in the lectures and textbook. Do not simply memorize these questions; none of them will be on the real exam. If you are unsure why a particular answer is correct, be sure to consult the lecture notes AND the textbook before contacting the instructor. Answers are on the last page. Good luck.

Development

1. The rooting reflex occurs when a:
   a) Newborn’s foot is tickled
   b) Newborn’s cheek is touched
   c) Newborn hears a loud noise
   d) Newborn makes eye contact with his or her caregiver

2. Habituation, the simple form of learning used by researchers to demonstrate the capabilities of the newborn, demonstrates the extent of infant:
   a) Hearing
   b) Motor development
   c) Rooting reflex
   d) Cognition

3. In Piaget’s stage of concrete operational intelligence, the child acquires an understanding of the principle of:
   a) Conservation
   b) Abstract logic
   c) Attachment
   d) Object permanence

4. Piaget held that egocentrism is characteristic of the
   a) Sensorimotor stage
   b) Preoperational stage
   c) Concrete operational stage
   d) Formal operational stage
5. During which stage of cognitive development do children acquire object permanence?
   a) Sensorimotor
   b) Preoperational
   c) Concrete operational
   d) Formal operational

6. Harlow's studies of attachment in monkeys showed that:
   a) Provision of nourishment was the single most important factor motivating attachment
   b) A cloth mother produced the greatest attachment response
   c) Whether a cloth or wire mother was present mattered less than the presence or absence of other infants
   d) Attachment in monkeys is based on imprinting

7. According to Piaget, the ability to think logically about abstract propositions is indicative of the stage of
   a) Preoperational thought
   b) Concrete operations
   c) Formal operations
   d) Sensorimotor intelligence

8. Stranger anxiety develops soon after:
   a) The concept of conservation
   b) Egocentrism
   c) A theory of mind
   d) The concept of object permanence

9. Before Piaget, people were more likely to believe that:
   a) The child's mind is a miniature model of the adult's
   b) Children think about the world in radically different ways from adults
   c) The child's mind develops through a series of stages
   d) Children interpret their experiences in terms of their current understandings
10. Which is the correct sequence of stages in Piaget’s theory of cognitive development?
   a) Sensorimotor, preoperational, concrete operational, formal operational
   b) Sensorimotor, preoperational, formal operational, concrete operational
   c) Preoperational, sensorimotor, concrete operational, formal operational
   d) Preoperational, sensorimotor, formal operational, concrete operational

11. Insecurely attached infants who are left by their mothers in an unfamiliar setting often will:
   a) Hold fast to their mothers on their return
   b) Explore the new surroundings confidently
   c) Be indifferent toward their mothers on their return
   d) Display little emotion at any time

12. Compared to when he was younger, 4-year-old Antonio is better able to empathize with his friend’s feelings. This growing ability to take another’s perspective indicates that Antonio is acquiring a:
   a) Self-concept
   b) Schema
   c) Temperament
   d) Theory of mind

13. As a child observes, liquid is transferred from a tall, thin tube into a short, wide jar. The child is asked if there is now less liquid in order to determine if she has mastered:
   a) The schema for liquids
   b) The concept of object permanence
   c) The concept of conservation
   d) The ability to reason abstractly

14. I am 3 years old, can use language, and have trouble taking another person’s perspective. I am in Piaget’s ______ stage of cognitive development.
   a) Sensorimotor
   b) Preoperational
   c) Concrete operational
   d) Formal operational
15. Four-year-old Jamail has a younger sister. When asked if he has a sister, he is likely to answer _______; when asked if his sister has a brother, Jamail is likely to answer ________.
   a) Yes; yes
   b) No; no
   c) Yes; no
   d) No; yes

16. In preconventional morality, the person
   a) Obeys out of a sense of social duty
   b) Conforms to gain social approval
   c) Obeys to avoid punishment or to gain rewards
   d) Follows the dictates of his or her conscience

17. To which of Kohlberg’s levels would moral reasoning be based on the existence of fundamental human rights?
   a) Preconventional morality
   b) Conventional morality
   c) Postconventional morality
   d) Generative morality

18. Sam, a junior in high school, regularly attends church because his family and friends think he should. Which stage of moral reasoning is Sam in?
   a) Preconventional
   b) Conventional
   c) Postconventional
   d) Too little information to tell

Social

1. According to cognitive dissonance theory, dissonance is most likely to occur when:
   a) A person’s behavior is not based on strongly held attitudes
   b) Two people have conflicting attitudes and find themselves in disagreement
   c) An individual chooses to do something that is personally disagreeable
   d) An individual is coerced into doing something that he or she does not want to do
2. When male students in an experiment were told that a woman to whom they would be speaking had been instructed to act in a friendly or unfriendly way, most of them subsequently attributed her behavior to:
   a) The situation
   b) The situation and her personal disposition
   c) Her personal disposition
   d) Their own skill or lack of skill in a social situation

3. Which of the following is true?
   a) Attitudes and behaviors rarely correspond
   b) Attitudes predict behavior about half the time.
   c) Attitudes are excellent predictors of behavior
   d) Attitudes predict behavior under certain conditions.

4. Before she gave a class presentation favoring gun control legislation, Wanda opposed it. Her present attitude FAVORING such legislation can best be explained by:
   a) Attribution theory
   b) Cognitive dissonance theory
   c) Social exchange theory
   d) Evolutionary theory

5. Which of the following situations should produce the greatest cognitive dissonance?
   a) A soldier is forced to carry out orders he finds disagreeable
   b) A student who loves animals has to dissect a cat in order to pass biology
   c) As part of an experiment, a subject is directed to deliver electric shocks to another person
   d) A student volunteers to debate an issue, taking the side he personally disagrees with.

6. A high school teacher’s students did very poorly on the last exam. The tendency to make the fundamental attribution error might lead the professor to conclude that the class did poorly because:
   a) The test was unfair
   b) Not enough time was given for students to complete the test
   c) Students were distracted by some social function on campus
   d) Students were unmotivated
7. Which of the following is an example of the foot-in-the-door phenomenon?
   a) To persuade a customer to buy a product, a store owner offers a small gift.
   b) After agreeing to wear a small “Obama/Biden” pin, a woman agrees to volunteer her time to calling people to encourage them to vote for Barack Obama.
   c) After offering to sell a car at a ridiculously low price, a car salesperson is forced to tell the customer the care will cost $1000 more.
   d) All of the above are examples.

8. In his study of obedience, Stanley Milgram found that the majority of subjects:
   a) Refused to shock the learner even once.
   b) Complied with the experiment until the “learner” first indicated pain.
   c) Complied with the experiment until the “learner” began screaming in agony.
   d) Complied with all the demands of the experiment.

9. Conformity increased under which of the following conditions in Asch’s studies of conformity?
   a) The group had three or more people.
   b) The group had high status.
   c) Individuals were made to feel insecure.
   d) All of the above increased conformity.

10. Subjects in Asch’s line-judgment experiment conformed to the group standard when their judgments were observed by others but not when they were made in private. This tendency to conform in public demonstrates:
    a) Social facilitation
    b) Overjustification
    c) Informational social influence
    d) Normative social influence

11. Based on findings from Milgram’s obedience studies, participants would be less likely to follow the experimenter’s orders when:
    a) They hear the “learner” cry out in pain
    b) They merely administer the test while someone else delivers the shocks.
    c) The “learner” is an older person or mentions having some physical problem.
    d) They see another subject disobey instructions.
12. Which of the following conclusions did Milgram derive from his studies of obedience?
   a) Even ordinary people, without any particular hostility, can become agents in a destructive process
   b) Most people are able, under the proper circumstances, to suppress their natural aggressiveness
   c) The need to be accepted by others is a powerful motivating force
   d) All of the above conclusions were reached.

13. Maria recently heard a speech calling for a ban on aerosol sprays that endanger the earth’s ozone layer. Maria’s subsequent decision to stop using aerosol sprays is an example of:
   a) Informational social influence
   b) Normative social influence
   c) Deindividuation
   d) Social facilitation

14. Increasing the number of people that are present during an emergency tends to:
   a) Increase the likelihood that people ill cooperate in rendering assistance
   b) Decrease the empathy that people feel for the victim
   c) Increase the role that social norms governing helping will play
   d) Decrease the likelihood that anyone will help.

15. The mere exposure effect demonstrates that
   a) Familiarity breeds contempt
   b) Opposites attract
   c) Birds of a feather flock together
   d) Familiarity breeds fondness

16. In one experiment described in class and in the text, men were physically aroused and then introduced to an attractive woman. Compared to men who had not been aroused, these men:
   a) Reported more positive feelings toward the woman
   b) Reported more negative feelings toward the woman
   c) Were unsure about their feelings toward the woman
   d) Were more likely to feel that the woman was “out of their league” in terms of attractiveness
17. The deep affection that is felt in long-lasting relationships is called ________ love.
a) Passionate
b) Companionate
c) Self-serving
d) Libido

18. Most people prefer mirror-image photographs of their faces. This is best explained by:
a) The principle of equity
b) The principle of self-disclosure
c) The mere exposure effect
d) Mirror-image perceptions

19. Research studies indicate that in an emergency situation, the presence of others often:
a) Prevents people from even noticing the situation
b) Prevents people from interpreting an unusual event as an emergency
c) Prevents people from assuming responsibility for assisting
d) Leads to all of the above

20. Which of the following factors is the most powerful predictor of friendships?
a) Similarity in age
b) Common racial and religious background
c) Similarity in physical attractiveness
d) Physical proximity

**Personality**

1. The definition of personality is
a) The set of personal attitudes that characterizes a person
b) An individual’s characteristic pattern of thinking, feeling, and acting
c) A predictable set of responses to environmental stimuli
d) An unpredictable set of responses to environmental stimuli
2. According to Freud, defense mechanisms are methods of reducing
   a) Anger
   b) Fear
   c) Anxiety
   d) Lust

3. Which of Freud’s ideas would NOT be accepted by most modern psychologists?
   a) Development is essentially fixed in childhood
   b) Sexuality is a potent drive in humans
   c) The mind is an iceberg with consciousness being only the tip
   d) Repression can be the cause of forgetting

4. Id is to ego as ______________ is to __________.
   a) Reality principle; pleasure principle
   b) Pleasure principle; reality principle
   c) Conscious forces; unconscious forces
   d) Conscience; “personality executive”

5. Recent research has provided more support for defense mechanisms such as __________ than
   for defense mechanisms such as __________.
   a) Displacement; reaction formation
   b) Reaction formation; displacement
   c) Reaction formation; repression
   d) Displacement; projection

6. According to Freud, personality arises in response to conflicts between:
   a) Our unacceptable urges and our tendency to become self-actualized
   b) The process of identification and the ego’s defense mechanism
   c) The collective unconscious and our individual desires
   d) Our biological impulses and the social restraints against them
7. Jill has a biting, sarcastic manner. According to Freud, she is:
   a) Projecting her anxiety onto others
   b) Fixated in the oral stage of development
   c) Fixated in the anal stage of development
   d) Displacing her anxiety onto others

8. In studying personality, a trait theorist would most likely
   a) Use a projective test
   b) Observe a person in a variety of situations
   c) Use a personality survey
   d) Use the method of free association

9. The Big Five personality factors are:
   a) Neuroticism, openness, introversion, sociability, locus of control
   b) Neuroticism, extraversion, openness, emotional stability, sensitivity
   c) Neuroticism, gregariousness, extraversion, impulsiveness, conscientiousness
   d) Neuroticism, extraversion, openness, agreeableness, conscientiousness

10. Recent research on the Big Five personality factors provides evidence that:
    a) Some tendencies decrease during adulthood, while others increase
    b) These traits only describe personality in Western, individualist cultures
    c) The heritability of individual differences in these traits generally runs about 25 percent or less
    d) All of the above are true

11. Professor Updegraff likes it when his house is neat, tidy, and orderly, and spends many hours a week cleaning. His lovely wife often pays little attention to the messes she creates, is frequently disorganized, but is also very generous. According to Freud, Professor Updegraff is probably ____________, while his wife is more likely to be ________________.
    a) Genitally fixated; orally fixated
    b) Anally retentive; anally expulsive
    c) Orally fixated; anally fixated
    d) Anally fixated; orally fixated
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