

PSYCHOLOGY

SECTION I

Time—1 hour and 10 minutes

100 Questions

Directions: Each of the questions or incomplete statements below is followed by five suggested answers or completions. Select the one that is best in each case and then fill in the corresponding circle on the answer sheet.

1. Alex observes his neighbor yell at her daughter. He knows the neighbor to be warm and friendly and has never seen her behave this way before. Alex concludes that the neighbor must have had a stressful day. What type of attribution has Alex made about his neighbor?
(A) The fundamental attribution error
(B) A dispositional attribution
(C) A situational attribution
(D) The actor-observer effect
(E) The self-fulfilling prophecy
2. Sigmund Freud emphasized the role of childhood events and the unconscious in one's life. Which of the following theoretical approaches does Freud represent?
(A) Cognitive
(B) Structuralism
(C) Behavioral
(D) Humanistic
(E) Psychoanalytic
3. Katherine and her classmates volunteered to paint houses in their neighborhood. Because there were many volunteers, some of the students did not work very hard, assuming others would do the work. What phenomenon best explains this behavior?
(A) Groupthink
(B) Social Loafing
(C) Social Facilitation
(D) Social Inhibition
(E) Group Polarization
4. Joseph feels that his life is stagnating; he has been dating the same woman for a number of years, but does not see a future with her. He feels as if he is stuck in a "dead end" job, but lacks the motivation to look for a new position. Which theoretical perspective would focus on Joseph's future and emphasize his ability to grow in both his professional and interpersonal relationships?
(A) Cognitive
(B) Psychoanalytic
(C) Behavioral
(D) Functionalism
(E) Humanistic
5. Johann is 83 years old and has recently experienced a stroke, which left the right side of his body paralyzed. In addition, he is having trouble understanding direct questions or requests. Johann has no trouble speaking. Which of the following brain areas is likely to have been damaged by Johann's stroke?
(A) The somatosensory cortex
(B) Wernicke's area
(C) The hypothalamus
(D) Broca's area
(E) The reticular activating system

6. Lisa wants to assess the intelligence of students in her kindergarten class. She tests thirty-students over the course of the year to determine how their cognitive abilities change. She uses validated IQ tests and reports each student's IQ at the start and end of the school year. She informs all parents of the results at the conclusion of the study and uses numerical codes to keep the students identities confidential. Which of the following ethical guidelines has Lisa overlooked?
- (A) Informed consent from parents
 - (B) No clear dependent variable
 - (C) Debriefing
 - (D) Confidentiality
 - (E) The emotional toll of the research on the children.
7. Jennifer spent most of her free time playing lacrosse because she loved the strategy of the game and enjoyed spending time with her teammates. She earned a college scholarship for lacrosse and must continue playing in order to keep her scholarship. She appreciates the financial incentive this opportunity has provided, but now finds herself playing only to keep her scholarship rather than for the love of the game. Which of the following best explains her feeling towards lacrosse when she is in college?
- (A) Positive punishment
 - (B) The drive reduction theory of motivation
 - (C) The overjustification effect
 - (D) Maslow's hierarchy of needs
 - (E) Negative reinforcement
8. Mary is a high school senior who is nervous about her AP[®] exams because she wants to earn as many college credits as possible. As her exams draw near, Mary begins to feel tired and worn down, but she perseveres in her studies. Which stage of Hans Seyle's general adaptation syndrome would best explain Mary's ability to fight through her flu-like symptoms?
- (A) Fight or flight
 - (B) A low level of conscientiousness
 - (C) Alarm
 - (D) Exhaustion
 - (E) Resistance
9. William James believed that one's stream of consciousness would allow the individual to be properly evaluated by sharing his collective life experiences. James posed this as an alternative to Wundt's process of introspection. James's theory is known as
- (A) the structuralist approach.
 - (B) Gestalt psychology.
 - (C) the functionalist approach.
 - (D) the psychoanalytic theory.
 - (E) the James-Lange theory.
10. A visual message moves from the visual receptors located in the retina (rods and cones) towards the occipital lobe. Choose the correct route of the message as it is processed by the respective components of the visual system.
- (A) Optic nerve; bipolar cells; ganglion cells
 - (B) Fovea; ganglion cells; bipolar cells
 - (C) Bipolar cells; fovea; ganglion cells
 - (D) Bipolar cells; ganglion cells; optic nerve
 - (E) Ganglion cells; bipolar cells; optic nerve

11. Henry has great anxiety before any exam. If he performs a ritual to organize exam materials before he begins, his anxiety temporarily goes away. Because this ritual provides relief for Henry, he has increased this habit. This is an example of
- (A) negative reinforcement.
 - (B) positive punishment.
 - (C) aversive conditioning.
 - (D) negative punishment.
 - (E) positive reinforcement.
12. Janet is studying for her final exam in Biology. She is trying to recall the correct order for the classification of living things. She creates the saying Ken Puts Candy On Fred's Good Suit to remember Kingdom, Phylum, Class, Order, Family, Genus, and Species. This technique for remembering is known as
- (A) functional fixedness.
 - (B) insight.
 - (C) breaking set.
 - (D) a mnemonic device.
 - (E) method of loci.
13. According to Carl Rogers, the key component of creating an empathetic relationship between client and therapist was to demonstrate _____ toward the client.
- (A) reciprocal determinism
 - (B) internal locus of control
 - (C) unconditional positive regard
 - (D) belief in the client's potential for self-actualization
 - (E) behavioral therapy
14. Elaine is no longer interested in the activities she previously enjoyed and feels a general lack of energy. She has been feeling this way for about two months. Elaine has also started having thoughts of suicide. Which of the following best describes the condition Elaine is likely to be experiencing?
- (A) Manic disorder
 - (B) Dissociative disorder
 - (C) Major depressive disorder
 - (D) Bipolar disorder
 - (E) Somatoform disorder
15. Jonathan has been seeing his therapist for three years. Typically, Jonathan sits on a couch and talks about his week. He may discuss his dreams or conflicts with his wife and parents. Jonathan's therapist will then make a connection between what Jonathan is discussing and what is occurring in his unconscious. What type of treatment is Jonathan's therapist employing?
- (A) Client-centered therapy
 - (B) Free association
 - (C) Rational-emotive therapy
 - (D) Counterconditioning
 - (E) Psychopharmacology
16. Gerald took his ACT four times. Each time he received the same score. Gerald is frustrated because he wanted to score a few points higher to be accepted to his preferred University. The results of the exams indicate that the tests are high in
- (A) content validity.
 - (B) split-half reliability.
 - (C) content reliability.
 - (D) test-retest reliability.
 - (E) face validity.

17. Kaitlin found out where her favorite pop star attended college and let that drive her decision to attend the same school. Kaitlin used which of the following methods of persuasion when making her college decision?
- (A) Mere exposure effect
 - (B) Central route persuasion
 - (C) Reciprocity
 - (D) Foot-in-the-door
 - (E) Peripheral route persuasion
18. Gwendolyn believes that because she has failed a test she will not be able to pass her chemistry class or get into the college of her choice and therefore will not be able to major in chemistry. Which of the following psychologists would be most likely to help change Gwendolyn's negative thoughts?
- (A) Sigmund Freud
 - (B) Carl Rogers
 - (C) Abraham Maslow
 - (D) Aaron Beck
 - (E) Albert Bandura
19. Maria conducted a survey regarding the amount of sleep individuals in her study had each night for one month. She then tested them in a virtual driving machine to see how many errors they made while driving. She wanted to determine if sleep deprivation impacted driving accuracy. She found that the less sleep people received, the more errors they made while driving. What kind of study did Maria create and what type of relationship can be identified?
- (A) Experiment; negative
 - (B) Correlational study; negative
 - (C) Correlational study; illusory
 - (D) Correlational study; positive
 - (E) Experiment; positive
20. Which branch of the nervous system controls digestion, breathing, and heart rate?
- (A) Autonomic
 - (B) Central
 - (C) Somatic
 - (D) Limbic
 - (E) Endocrine
21. Jennifer has been suffering from a major depressive episode. If her therapist has prescribed her an SSRI to help her overcome her depression, what impact would the SSRI have on Jennifer's neurotransmitters to help her overcome the depression?
- (A) Act as an agonist for serotonin.
 - (B) Act as an agonist for dopamine.
 - (C) Act as an agonist for acetylcholine.
 - (D) Act as an antagonist for serotonin.
 - (E) Act as an antagonist for dopamine.
22. Researchers at the Big City University are studying the impact of weight lifting on the speed of student athletes on the track and field team. One group will weightlift for one hour per day and the other group will not weightlift at all during the trial period. The independent variable is _____ and the dependent variable is _____.
- (A) speed; weight lifting
 - (B) studying; weightlifting
 - (C) weightlifting; studying
 - (D) weightlifting; speed
 - (E) studying; speed

23. Edwin is experiencing problems forming new memories. He recently suffered a stroke and can remember episodic and semantic memories prior to the stroke, but nothing after the incident. Which of the following brain regions may have been damaged in the stroke?
- (A) Hypothalamus
 - (B) Thalamus
 - (C) Hippocampus
 - (D) Amygdala
 - (E) Wernicke's area

For Question 24, please refer to the chart below.

Problem #	Number 1	Number 2	Answer
1	6	8	7
2	3	9	6
3	12	2	7
4	10	6	8
5	4	6	5
6	6	6	6
7	6	2	4

24. Sarah has been presented with the problems in the chart above. For the first six problems, Sarah added the two numbers and then divided to find the mean. For the seventh problem the same strategy will work but she can also simply subtract from the first number to arrive at the correct answer. Which of the following best explains why she does not attempt to try a different and simpler approach when attempting to solve problem 7?
- (A) Prototypes
 - (B) The representative heuristic
 - (C) A mental set
 - (D) The availability heuristic
 - (E) Algorithms
25. Professor Smyth is studying the relationship between watching violent television and a desire to play violent video games. He finds that the teens who watch violent shows are more likely to also play violent video games. Which of the following best describes his findings?
- (A) A negative correlation
 - (B) An illusory correlation
 - (C) A normal distribution
 - (D) A positive correlation
 - (E) A bimodal distribution
26. Three-year old Evan does not realize that if he stands in front of his mother as she watches television, she cannot see what is displayed. He thinks that because he can see the television that she will be able to as well. What Piagetian stage and what Piagetian concept are demonstrated by Evan's behavior?
- (A) Preoperational; object permanence
 - (B) Concrete operational; egocentrism
 - (C) Preoperational; egocentrism
 - (D) Preoperational; conservation
 - (E) Preconventional; conservation

27. In the Montessori model of education, students do not receive grades and are allowed to explore independently. Even though students are not “rewarded” by receiving grades, they often learn much information. Which of the following concepts is exemplified by this situation?
- (A) Negative reinforcement
 - (B) Positive punishment
 - (C) Modeling
 - (D) Intrinsic motivation
 - (E) Classical conditioning
28. Jerry becomes ill after eating a Caesar salad. Now, whenever Jerry even smells Caesar salad he begins to feel nauseous. Which component of classical conditioning explains Jerry’s reaction to the smell of Caesar salad?
- (A) A neutral stimulus
 - (B) An unconditioned stimulus
 - (C) An unconditioned response
 - (D) A conditioned stimulus
 - (E) A conditioned response
29. Alana has been playing roulette for the past hour. Red has come up as the winning bet eight times in a row. Alana is convinced that it is time for black to win and places her bet accordingly. Which of the following is driving Alana’s decision to place her money on black?
- (A) An algorithm
 - (B) A representative heuristic
 - (C) Insight
 - (D) An availability heuristic
 - (E) The conjunction fallacy
30. Edith just returned from a three week “trip” to Orlando in which she took on a new identity. She suddenly realized who she was and returned home to her “normal” life in Cleveland, but has no recollection of her time spent in Orlando and seems to have simply “blacked out.” Edith’s experience is most consistent with which of the following category of disorders?
- (A) Somatic
 - (B) Psychotic
 - (C) Anxiety
 - (D) Dissociative
 - (E) Mood
31. Ralph is a clinical psychologist diagnosing a new client. He wants to be sure to take into account any neurological, stress/trauma or cultural influences that may be impacting the client’s behavior. From which of the following approaches is Ralph conducting his diagnosis?
- (A) Medical model
 - (B) Biopsychosocial approach
 - (C) Humanistic approach
 - (D) Psychodynamic approach
 - (D) Behavioral approach
32. Which of the following concepts best illustrates the behavioral component of stereotypical beliefs?
- (A) Self-serving bias
 - (B) Discrimination
 - (C) Stereotype threat
 - (D) Prejudice
 - (E) Scapegoating

33. Karl looks up at his teacher and knows that she is farther away from him than his friend Geoff who is partially blocking Karl's view of the teacher. Karl uses which of the following monocular cues to make this judgement?
- (A) Interposition
 - (B) Texture gradient
 - (C) Relative height
 - (D) Relative size
 - (E) Relative Motion
34. As Karen looks at the desks in her classroom, she is able to distinguish between the horizontal and vertical lines that make up the desks. What part of the visual system allows Karen to distinguish these different types of inputs?
- (A) Ganglion cells
 - (B) Feature detectors
 - (C) Rods
 - (D) Bipolar cells
 - (E) The optic nerve
35. As Emily transitions from an alert to a sleeping state, her brain waves begin to slow down but she has bursts of small rapid brain waves. What are these small bursts of activity called which occur in NREM-2?
- (A) Sleep spindles
 - (B) Beta waves
 - (C) Delta waves
 - (D) Theta waves
 - (E) NREM waves
36. As an action potential moves through an axon, which of the following occurs?
- (A) Sodium ions rush in as potassium ions are pushed out.
 - (B) All potassium and chloride ions remain in the axon.
 - (C) Potassium ions rush in as sodium ions are pushed out.
 - (D) Chloride ions rush in as sodium ions are pushed out.
 - (E) Potassium ions rush in as chloride ions are pushed out.
37. If a rabbit were frightened by a German shepherd, which area of the brain would allow the rabbit to experience fear?
- (A) Wernicke's area
 - (B) Amygdala
 - (C) Thalamus
 - (D) Medulla
 - (E) Pituitary gland
38. Professor Kempt finds out that the results of her study on visual stimuli and activity in the right hemisphere are statistically significant. What does it mean when a study is statistically significant?
- (A) The results are important.
 - (B) There is a clear operational definition.
 - (C) The outcome is not likely due to chance.
 - (D) The independent variable is the only reason for the outcome.
 - (E) The result has been replicated.

39. Brad is thinking about settling down with his girlfriend. They met in college and have been dating for three years; they share their inner thoughts and feelings with one another and feel a special bond. Which stage of Erikson's psychosocial development is Brad experiencing?
- (A) Competence vs. inferiority
 - (B) Identity vs. role confusion
 - (C) Generativity vs. stagnation
 - (D) Intimacy vs. isolation
 - (E) Ego Integrity vs. despair
40. Kari does not like her math instructor because she does not understand his style of teaching and finds him to be abrasive with students. However, she is convinced that he does not like her and does not admit her own feelings of dislike towards him. According to Sigmund Freud, which of the following defense mechanisms is Kari demonstrating?
- (A) Repression
 - (B) Projection
 - (C) Regression
 - (D) Sublimation
 - (E) Displacement
41. Debbie needs to change a flat tire by herself, which she has never done before. She has all the necessary tools, but at first cannot make any sense of how to use them to change the tire. All of a sudden she understands what she needs to be done. This sudden understanding is referred to by psychologists as
- (A) insight.
 - (B) functional fixedness.
 - (C) a mental set.
 - (D) a cognitive map.
 - (E) associative learning.
42. Each time baby Adelade says "ba" she is given a soft, cuddly lamb which she likes to squeeze and bite. Because she is given the lamb for making this specific utterance, she says, "ba" more frequently. Which of the following psychologists would support this method of language acquisition?
- (A) Noam Chomsky
 - (B) Benjamin Lee Whorf
 - (C) Jean Piaget
 - (D) B. F. Skinner
 - (E) Mary Ainsworth
43. Darren feels that he is entitled to special treatment because he is smarter and better looking than anyone he has met. When people comment on his behavior, he reasons that they are "just jealous" of his special talents. Which of the following personality disorders is most consistent with Darren's behavior?
- (A) Schizoid
 - (B) Paranoid
 - (C) Narcissistic
 - (D) Histrionic
 - (E) Borderline

44. Selma is an interior designer who recently created a "new look" in a living room for a client. She thought through a number of options, all of which would create a beautiful effect. Creating a workable design in which many solutions could be considered correct is an example of
- (A) an availability heuristic.
 - (B) an algorithm.
 - (C) divergent thinking.
 - (D) insight.
 - (E) functional fixedness.
45. Characteristics that are fixed from birth and are a result of an individual's genetic make up are known as one's
- (A) cardinal traits.
 - (B) central traits.
 - (C) genotype.
 - (D) phenotype.
 - (E) functional fixedness
46. What is Karen Horney's explanation for tension that exists from childhood and is resolved by moving towards, away or against people?
- (A) The inferiority complex
 - (B) Basic anxiety
 - (C) Trust v. Mistrust
 - (D) Regression
 - (E) The collective unconscious
47. A group of politically active high school students listen to a radical speaker. Rather than being persuaded by his extreme message, the audience collectively moves towards the argument opposing the speaker's perspective. Which social psychology phenomenon is demonstrated in this example?
- (A) Group polarization
 - (B) Fundamental attribution error
 - (C) Social facilitation
 - (D) Groupthink
 - (E) Social loafing
48. Even though John does not have much money and needs a new pair of shoes, he does not steal a pair because he is afraid his name will appear in the paper and he will be embarrassed in front of his friends and family. Which level of Lawrence Kohlberg's moral development is John demonstrating?
- (A) Preoperational
 - (B) Post conventional
 - (C) Concrete Operational
 - (D) Conventional
 - (E) Preconventional
49. Janice creates training programs to develop the emotional intelligence of her company's sales force. This is done to increase sales and to help the climate of her workplace. Which of the following best describes the field in which Janice works?
- (A) Human factors psychology
 - (B) Industrial-organizational psychology
 - (C) Psychometric psychology
 - (D) Cognitive psychology
 - (E) Educational psychology

50. Amelia is a frequent visitor to the slot machines on the Boardwalk each time she goes to the beach. She will spend hours playing the machines, even when she does not frequently win any money. She always feels like the next game will be the one where she wins big. Which schedule of reinforcement keeps her playing?
- (A) Variable-Ratio
 - (B) Variable-Interval
 - (C) Continuous
 - (D) Fixed-Ratio
 - (E) Fixed-Interval
51. Robert Rescorla indicated that rewards and punishments are not the only explanations for behavior as radical behaviorists proposed. Rescorla added that individuals will be more likely to exhibit a behavior if
- (A) they have the expectation of receiving a reward.
 - (B) they are predisposed for certain behaviors.
 - (C) they fear punishment.
 - (D) they are reinforced on a continuous schedule.
 - (E) they have been classically conditioned.

Use the following scenario to answer questions 52 and 53:

Professor Randolph is conducting research on the impact of chewing gum on weight loss. She randomly places her 200 participants into either the group that gets sugar-free chewing gum or the group that gets regular chewing gum. After two weeks, she measures how much weight each of the participants has lost.

52. During which part of the experimental process has Professor Randolph placed the individuals into one of the two groups?
- (A) Population selection
 - (B) Cohort grouping
 - (C) Random assignment
 - (D) Random selection
 - (E) Stratified sampling
53. Professor Randolph wants to clarify the operational definition of the dependent variable. For the study described above, the operational definition of the dependent variable is
- (A) the amount of regular gum eaten.
 - (B) the amount on sugar free gum eaten.
 - (C) pounds of lost weight.
 - (D) two weeks.
 - (E) amount of gum distributed in the study.
54. A high school teacher wants to study the seating habits of students in the cafeteria. She wants to determine if students sit in the same seats or change seats from day to day. She sits in the cafeteria and without interacting with the students, records where they sit each day. A potential benefit to this type of research is
- (A) there is a clear independent variable.
 - (B) there is a clear dependent variable.
 - (C) this can be beneficial for gaining much information about a specific individual.
 - (D) that the participants should act normally.
 - (E) it can be beneficial for gaining information over and extended period of time.

55. Penelope used to have an intense fear of the dentist. After finding a highly skilled dentist with a warm personality, the fear faded and eventually went away completely. Suddenly, when visiting her dentist for a routine check-up, her fear returns. This phenomenon is known as
- (A) extinction.
 - (B) acquisition.
 - (C) insight.
 - (D) stimulus generalization.
 - (E) spontaneous recovery.
56. Carl Rogers believed that one is mentally healthy when
- (A) the real self and ideal self have a fairly good match.
 - (B) one resolves their basic anxiety.
 - (C) one overcomes their inferiority complex.
 - (D) one becomes self-actualized.
 - (E) one examines their collective unconscious.
57. A young pregnant woman drinks during her pregnancy. This is dangerous because the alcohol may act as _____ to the unborn child.
- (A) an agonist
 - (B) a stimulant
 - (C) a hallucinogen
 - (D) a teratogen
 - (E) an antagonist
58. Diana Baumrind classified parents with extremely rigid, inflexible rules who seek little input from their children as which of the following?
- (A) Permissive
 - (B) Rejecting-Neglecting
 - (C) Authoritative
 - (D) Authoritarian
 - (E) Uninvolved
59. Which of the following correctly identifies the "Big Five" personality characteristics?
- (A) Extraversion, Impulsiveness, Openness, Neuroticism, Agreeableness
 - (B) Agreeableness, Impulsiveness, Extraversion, Intelligence, Openness
 - (C) Agreeableness, Extraversion, Openness, Neuroticism, Conscientiousness
 - (D) Conscientiousness, Openness, Intelligence, Agreeableness, Extraversion
 - (E) Openness, Intelligence, Agreeableness, Extraversion, Neuroticism
60. Danita has just learned to ride her bike. What type of memory is formed from learning this new skill?
- (A) Iconic
 - (B) Echoic
 - (C) Semantic
 - (D) Episodic
 - (E) Procedural
61. Rhonda was shown an ambiguous picture and was asked to tell a story about what was happening before, during and after the event in the picture. What type of test has Rhonda been given?
- (A) TAT
 - (B) MMPI
 - (C) NEO-PI-R
 - (D) Rorschach
 - (E) IQ

62. E. L. Thorndike placed kittens in puzzle boxes to see if they could figure out how to escape. Once the kittens solved the problem, they could easily replicate the procedure and escape over and over again. This led Thorndike to create which of the following concepts?
- (A) Classical conditioning
 - (B) Negative punishment
 - (C) Behaviorism
 - (D) The law of effect
 - (E) Positive punishment
63. Cassie believes that she should do her part to save the environment. However, she does not take the time to sort through the different remnants of her lunch to place some items in the recycling bin and others in the garbage. Later, she feels tense and guilty about not behaving in a fashion consistent with her beliefs. Cassie is experiencing which of the following phenomenon?
- (A) Cognitive dissonance
 - (B) Social inhibition
 - (C) Scapegoating
 - (D) Social loafing
 - (E) Groupthink
64. In Stanley Milgram's landmark study regarding obedience, which of the following factors most limited the amount of obedience to the experimenter?
- (A) The "learner" was moved closer to the "teacher."
 - (B) The "teacher" witnessed another "teacher" refuse to continue with the shocks.
 - (C) The experimenter was physically close to the "teacher."
 - (D) The "teacher" had to physically place the "learner's" hand onto a shock plate.
 - (E) The experiment was moved from an anonymous office building to the campus of Yale University.
65. If a child was afraid of a dog, one could play pleasant music playing in the background each time he was presented with the dog. If the child learned to associate the pleasant music with the dog, Mary Cover Jones suggested he could overcome his fear of dogs. This type of treatment is known as
- (A) implosive therapy.
 - (B) aversive conditioning.
 - (C) cognitive therapy.
 - (D) counterconditioning.
 - (E) client-centered therapy.
66. Which of the following is a negative symptom of schizophrenia?
- (A) Hallucinations
 - (B) Delusions
 - (C) Flat affect
 - (D) Word salad
 - (E) Increased emotional responses
67. Anytime Jared walks through a doorway, he must pass through exactly in the center. If he does not, he goes back and tries again until it is perfect. This exercise often consumes hours of his days. From what disorder does Jared likely suffer?
- (A) Conversion
 - (B) PTSD
 - (C) Obsessive-compulsive
 - (D) Phobia
 - (E) Dissociative fugue

68. After Kimberly completed a woodworking class, she took an exam to determine the best type of wood for certain projects and the tools typically used for specific woodworking techniques. The test intended to measure what Kimberly had learned from the course. What type of test did Kimberly take?
- (A) Intelligence
 - (B) Achievement
 - (C) Aptitude
 - (D) Personality
 - (E) Projective
69. Charles Spearman believed that one's overall intelligence was a combination of specific talents. The overall intelligence Spearman identified is known as
- (A) the *g* factor.
 - (B) multiple intelligences.
 - (C) practical intelligence.
 - (D) emotional intelligence.
 - (E) creative intelligence.
70. Dustin believes government officials are taking secret pictures of him. He is suspicious that his family members are reporting his every movement to government agencies. Dustin is experiencing which of the following symptoms of schizophrenia?
- (A) Delusions
 - (B) Flat affect
 - (C) Compulsions
 - (D) Hallucinations
 - (E) Somatic symptoms
71. Which Neo-Freudian discussed the significance of the collective unconscious in the actions and personality?
- (A) Carl Jung
 - (B) Alfred Adler
 - (C) Karen Horney
 - (D) Erik Erikson
 - (E) Carl Rogers
72. Edie just celebrated her 97th birthday. She lives independently and has many social interactions. Edie walks two miles each day and makes an effort to eat right and take care of her health. Until recently she had also remained cognitively alert. In the last few months, she has experienced a sharp decline in her cognition. This sudden decline of cognition in extreme old age is known as
- (A) multiple intelligence.
 - (B) fluid intelligence.
 - (C) terminal decline.
 - (D) Alzheimer's disease.
 - (E) Parkinson's disease.
73. A criticism of Lawrence Kohlberg's theory of moral development was that
- (A) it only examined civil disobedience and parenting.
 - (B) the postconventional level was based primarily on masculine behaviors found in western cultures.
 - (C) it looked at disobedient response rates.
 - (D) it emphasized care and relationships.
 - (E) it placed too much emphasis on personal identity.

74. A type of therapy wthat has been beneficial for individuals to recognize that they are not alone in their suffering and that others are experiencing similar issues is known as
- (A) family therapy.
 - (B) systematic desensitization.
 - (C) rational emotive therapy.
 - (D) client-centered therapy.
 - (E) group therapy.
75. What area of the brain is responsible for the production of one's growth hormone and often referred to as the "master gland" of the endocrine system?
- (A) Adrenal gland
 - (B) Thyroid gland
 - (C) Pancreas
 - (D) Thalamus
 - (E) Pituitary gland
76. Ernest Hilgard found that hypnotized participants tend to withstand higher levels of pain than participants who were not hypnotized. Hilgard attributed this resistance to pain to which of the following?
- (A) Dissociation
 - (B) Meditation
 - (C) Endorphins
 - (D) Hormones
 - (E) Latent tolerance for pain
77. Researchers have discovered that the basic universal emotions, such as happiness, disgust, and anger, are represented by facial expressions that are virtually the same all over the world. Which psychologist was the first to make this discovery?
- (A) Sigmund Freud
 - (B) Martin Seligman
 - (C) Paul Ekman
 - (D) William James
 - (E) Jean Piaget
78. Joey has been an avid runner for many years. He has always been competitive and is training to run a marathon in under three hours. Joey has finally broken this barrier and feels that has reached his full potential as a runner. According to Maslow, in regard to his running, Jonathan
- (A) is satisfying his physiological needs.
 - (B) is fulfilling his safety needs.
 - (C) is fulfilling his belonging and love needs.
 - (D) is fulfilling his self-esteem needs.
 - (E) is self-actualized.
79. Alicia is in a yoga class. She is very thirsty and finds herself preoccupied with thoughts of quenching her thirst as she attempts to hold different yoga poses. Which theory of motivation best explains her preoccupation with her thirst?
- (A) The incentive theory
 - (B) The drive-reduction theory
 - (C) Maslow's hierarchy
 - (D) Schachter's theory
 - (E) James-Lange theory

80. John Garcia found that some types of associative learning occurred more quickly than others. He proposed that this learning seemed to be a mechanism by which an organism protects oneself. His research focused primarily on
- (A) latent learning.
 - (B) positive punishment.
 - (C) taste aversion.
 - (D) cognitive learning.
 - (E) insight.
81. Jacob complains of many body aches and pains that occur when he is under a great deal of stress. This has been happening for several years. Doctors can find no physical cause for the complaint. Jacob is likely suffering from which of the following types of disorders?
- (A) PTSD
 - (B) Mood
 - (C) Anxiety
 - (D) Somatic symptom
 - (E) Psychotic
82. In the *Robber's Cave* experiment Muzafer Sherif pitted the "The Rattlers" and "The Eagles" against one another in many tasks. Eventually, Sherif combined the teams and found that they would work collaboratively if they were presented with which of the following?
- (A) Superordinate goals that needed collaboration to be successful.
 - (B) Rewards for achieving a given task.
 - (C) They did not work together regardless of the task provided.
 - (D) Verbal recognition of their accomplishments.
 - (E) A competitive atmosphere in which to work.
83. Kara is afraid of social encounters. She is working with a therapist to become more comfortable around others. Her therapist first exposes her to photographs of individuals she would like to converse with. Next, they work through a role playing exercise in which she asks friends to join her for a movie night. Eventually, Kara is able to interact more comfortably with others. What type of therapy is Kara's therapist using?
- (A) Rational-emotive therapy
 - (B) Psychoanalytic therapy
 - (C) Client-centered therapy
 - (D) Systematic desensitization
 - (E) Group therapy
84. Jonathan has two older sisters who often leave the house in disarray and blame him. Because he is younger and serves as a good target, Jonathan's sisters are engaging in _____ towards Jonathan.
- (A) the just world phenomenon
 - (B) social loafing
 - (C) scapegoating
 - (D) social interference
 - (E) discrimination
85. Before a national examination is proctored, all students are read the same instructions. Testing conditions must be the same in all testing centers and include the same amount of time for students to complete the exam. These measures are efforts to be sure that the test has
- (A) been normed.
 - (B) test-retest reliability.
 - (C) construct validity.
 - (D) been standardized.
 - (E) a normal bell curve.

86. After France mandated public school for children in the early 1900s, an IQ test was developed. This test attempted to assess those students who needed extra help to catch up to their classmates before starting school. Which of the following individuals is responsible for creating these initial IQ tests?
- (A) Charles Spearman
 - (B) Alfred Binet
 - (C) Sir Francis Galton
 - (D) Lewis Terman
 - (E) William Stern
87. As we look at an image, we follow the direction of an established pattern rather than seeing it as different components. This Gestalt principle is known as
- (A) closure.
 - (B) similarity.
 - (C) proximity.
 - (D) figure-ground.
 - (E) continuity.
88. Stanley Schachter and Jerome Singer modified earlier theories of emotion by adding which of the following components?
- (A) Physiological arousal
 - (B) The role of the thalamus in directing emotional responses.
 - (C) Cognitive appraisal
 - (D) An empathetic understanding of others.
 - (E) The movement between opposing emotions.
89. Francis never learned to read and has difficulty in social situations. He is, however, remarkable in his musical abilities. After hearing a song once he can play it back flawlessly and is also able to change the style that the song is played in. Francis most likely has _____ which supports the intelligence theory of _____.
- (A) kinesthesia; Sir Francis Galton
 - (B) g factor; Alfred Binet
 - (C) egocentrism; Lewis Terman
 - (D) practical intelligence; Charles Spearman
 - (E) savant syndrome; Howard Gardner
90. A fertilized egg is known as a
- (A) fetus.
 - (B) embryo.
 - (C) blastocyst.
 - (D) germinal.
 - (E) zygote.
91. Josie is a baby who cries often and seeks constant attention from her parents. She is often fussy and irritable. According to Thomas and Chess, Josie has which of the following types of temperament?
- (A) Difficult
 - (B) Easy
 - (C) Slow-to-warm-up
 - (D) Anxious
 - (E) Ambivalent

92. What types of drugs are often given to individuals to help them become more calm and relaxed?
- (A) Inhalants.
 - (B) Benzodiazepines.
 - (C) Anti-depressant.
 - (D) MAOI inhibitors.
 - (E) Stimulant.
93. Individuals who suffer from diabetes often have low levels of which of the following hormones?
- (A) Glycogen
 - (B) Free-fatty acids
 - (C) Insulin
 - (D) Adrenaline
 - (E) Ghrelin
94. Which of the following scanning techniques is used on the brain to detect blood flow to examine which areas are more active in situations, such as when reading, or conditions, such as schizophrenia?
- (A) PET
 - (B) CT
 - (C) EEG
 - (D) Electrodes
 - (E) MRI
95. As a ballerina, Betty has a sense of when she needs to move a part of her body to get a position just right. This sense of one's bodily position in space is known as
- (A) gustation.
 - (B) olfaction.
 - (C) nociception.
 - (D) kinesthesia.
 - (E) depolarization.
96. The process by which information is changed from physical information to neural information that can be processed by the brain is known as
- (A) resting potential.
 - (B) transformation.
 - (C) transduction.
 - (D) action potential.
 - (E) depolarization.
97. When Andrew lifts a 10-pound weight, he has to add one pound to notice that it is heavier. Based on Weber's law, how much weight would Andrew have to add to a 50-pound weight to notice the same difference?
- (A) 10 pounds
 - (B) 5 pounds
 - (C) 8 pounds
 - (D) 2 pounds
 - (E) 1 pound

98. Rebecca is experiencing a decrease in her ability to process sounds. Doctors have determined that there is nothing wrong with her ear and have decided to investigate if there might be something happening in her brain that could cause this hearing loss. Which area should they investigate first?
- (A) Temporal lobe
 - (B) Parietal lobe
 - (C) Broca's area
 - (D) Frontal lobe
 - (E) Occipital lobe
99. Elizabeth Loftus interviewed college students about their childhood experiences. After students reported specific events from childhood, Loftus inserted the memory of being lost at a shopping mall. Weeks later when the students were presented with a list of memories they accepted the shopping mall experience as their own. What term does Loftus give to "adopting" these new memories?
- (A) Flashbulb memories
 - (B) Misinformation effect
 - (C) Availability heuristic
 - (D) Source amnesia
 - (E) Framing effect
100. A distribution in which the three measures of central tendency are the same is known as a
- (A) positive skew.
 - (B) negative skew.
 - (C) normal bell curve.
 - (D) positively correlated.
 - (E) negatively correlated.

SECTION II
Time- 50 minutes

DIRECTIONS: Answer the following questions in essay form. It is not enough to answer a question by merely listing facts. You should present a cogent argument based on your critical analysis of the questions posed, using appropriate psychological terminology.

1. Alexis recently attended an amusement park for the first time with her family. The park had many rides and attractions that Alexis had never experienced before.
 - A. Explain how the following terms might help or hinder Alexis' experience at the amusement park.
 - Openness to experience
 - Yerkes-Dodson law
 - Selective attention
 - Reticular formation
 - Confirmation bias
 - B. Explain how the following concepts may impact her memory of the experience.
 - Retroactive interference
 - Misinformation effect

2. Professor Brody is interested in the impact of diet on athletic performance. He is examining students enrolled at his university. He provides one group of participants with a high protein, low-fat diet and asks the other group of participants to continue eating their normal diet.
 - A. Identify the following factors in Professor Brody's experiment.
 - Independent variable
 - Dependent variable
 - Operational definition
 - Control group
 - Experimental group
 - B. Consider how Professor Brody might complete each of the following components in his experiment.
 - An ethical consideration
 - Debriefing
 - Selection of participants
 - Assignment participants