Multiple Choice

1. Needs, wants, interests and desires that propel people in certain directions are known as
   a. drives
   b. motives
   c. incentives
   d. habits

2. According to drive theorists, the foremost motivation for all organisms is to
   a. achieve self-actualization
   b. maintain homeostasis
   c. ensure their own survival and the survival of their species
   d. experience as much pleasant stimulation as possible

3. Food-deprived rats will learn a new response if given nonnutritive, saccharine-sweetened water as a reward. Thus, the sweet-tasting water is motivating even though no actual hunger reduction takes place. This fact raises questions about
   a. instinct theories of motivation
   b. sociobiological theories of motivation
   c. incentive theories of motivation
   d. drive theories of motivation

4. Which of the following behaviors is consistent with a drive theory of motivation?
   a. eating an apple when hungry
   b. eating dessert after a large meal
   c. looking up information in the encyclopedia
   d. studying hard to earn an "A" on the test

5. An external goal that has the capacity to motivate behavior is referred to as
   a. an incentive
   b. a drive
   c. a homeostatic mechanism
   d. an expectancy

6. Drive theories of motivation are classified as ____ theories, while incentive theories of motivation are classified as ____ theories.
   a. external; internal
   b. sociobiological; sociological
   c. constrained; unconstrained
   d. push; pull

7. Which of the following is NOT considered a social need in humans?
   a. affiliation
   b. aggression
   c. nurturance
   d. achievement

8. Dr. Linzle has implanted an electrode in the hypothalamus of a rat. When the rat's brain is electrically stimulated, the rat starts to eat again, even if it has just finished a large meal. The electrode is most likely activating the
   a. ventromedial hypothalamus
   b. parvocellular hypothalamus
   c. magnocellular hypothalamus
9. A laboratory rat has had part of its hypothalamus destroyed by lesioning. The rat seems to have lost all interest in food and is starving itself, even though there is food available. In this case, it would appear that portions of the hypothalamus have been destroyed.
   a. lateral hypothalamus have been destroyed
   b. ventromedial hypothalamus have been destroyed
   c. parvocellular hypothalamus have been destroyed
   d. magnocellular hypothalamus have been destroyed

10. Animals that have lesions in the ventromedial nucleus of the hypothalamus
   a. go for days without sleep
   b. lose all interest in sex
   c. overeat and become obese
   d. ignore food and often starve

11. A laboratory rat has had part of its hypothalamus destroyed by lesioning. The rat doesn't seem to know when to stop eating and has ballooned to several times its normal size. In this case, it would appear that portions of the hypothalamus have been destroyed.
   a. ventromedial hypothalamus have been destroyed
   b. lateral hypothalamus have been destroyed
   c. parvocellular hypothalamus have been destroyed
   d. magnocellular hypothalamus have been destroyed

12. Manipulations that decrease blood glucose level cause ____; manipulations that increase blood glucose level cause ____.
   a. an increase in general arousal; a decrease in general arousal
   b. a decrease in general arousal; an increase in general arousal
   c. a decrease in hunger; an increase in hunger
   d. an increase in hunger; a decrease in hunger

13. Leptin apparently activates receptors in the brain that inhibit the release of ____; thus resulting in an inhibitory effect on eating.
   a. insulin
   b. glucostats
   c. serotonin
   d. neuropeptide Y

14. Many experts prefer to access obesity in terms of
   a. Body Mass Index
   b. kilograms
   c. kilograms divided by height
   d. height divided by weight

15. The basic idea behind the set-point theory of body weight is that
   a. the body monitors fat stores and tries to keep them stable
   b. the body monitors carbohydrate stores and tries to keep them stable
   c. the body monitors protein levels and tries to keep them stable
   d. glucostats are critical in weight control

16. Settling-point theory proposes that weight tends to drift around
   a. a low set point
   b. the level at which the factors of food consumption and energy expenditure are at equilibrium
   c. a high set point
   d. the level at which the factors of food storage and energy expenditure are at equilibrium

17. Which of the following needs is NOT generally considered a component of the achievement motive?
a. outperforming others
b. meeting high standards of excellence
c. being accepted by others
d. desiring to excel

18. The Thematic Apperception Test has been used to assess an individual's
a. arousal level
b. competence motive
c. psychocognitive motive
d. achievement motive

19. The Thematic Apperception Test is considered ____ test.
a. an aptitude
b. a projective
c. an achievement
d. a criterion-based

20. The projective test that has been used a great deal to measure affiliation need is the
a. Thematic Apperception Test
b. Minnesota Multiphasic Personality Test
c. Sarason Sociability Scale
d. Rorschach Ink Blot Test

21. Royce is telling a story about a character on a TAT card. In his story, Royce focuses on the character's need to win a contest as she prepares a speech that will be presented. He indicates that the character has spent a great deal of time worrying whether the speech may not be good enough to impress the judges and win the contest. Royce's response to this TAT card suggests that he most likely has
a. a low need for achievement
b. a high need for affiliation
c. a high need for achievement
d. a low need for affiliation

22. A person high in achievement motivation would be expected to show all but which of the following characteristics?
a. greater persistence on tasks
b. tendency to seek immediate gratification
c. tendency to choose competitive occupations
d. tendency to choose tasks of intermediate difficulty

23. Which of the following statement regarding the need for achievement is the most accurate?
a. The need for achievement is highly variable in a given person throughout his/her lifetime.
b. Achievement motive is generally determined by situational factors.
c. The need for achievement is a fairly stable aspect of one's personality.
d. There is a strong genetic component in the need for achievement.

24. Which of the following characteristics is least likely to be found in persons high in achievement motivation?
a. tendency to select the hardest tasks
b. tendency to delay gratification
c. future-oriented
d. persistent

25. Given a high level of achievement motivation, which type task should maximize one's sense of accomplishment?
a. a very difficult task
b. an intermediate difficulty task
c. a very easy task
d. task difficulty doesn't matter
26. The three components that any complete treatment of emotion should include are
   a. cognitive, behavioral, physiological
   b. cognitive, situational, physiological
   c. social, situational, cognitive
   d. behavioral, physiological, social

27. Laura is about to take her certification exam that will qualify her as a licensed therapist. As she enters the
testing room she feels anxious and nervous. This reaction is part of the
   a. physiological component in Paola's emotional experience
   b. behavioral component in Paola's emotional experience
   c. objective component in Paola's emotional experience
   d. cognitive component in Paola's emotional experience

28. The ____ component of an emotion refers to the bodily arousal of that emotion.
   a. cognitive
   b. physiological
   c. affective
   d. behavioral

29. The galvanic skin response is a measure of
   a. blood flow through the skin
   b. muscle tension of the skin
   c. electrical conductivity of the skin
   d. two-point difference threshold of the skin

30. The GSR is usually considered to be
   a. a measure of conscious emotion
   b. an index of honesty
   c. a measure of the cognitive component of emotion
   d. a general measure of autonomic arousal

31. Most of the discernible physiological arousal associated with emotion occurs through the actions of the
   a. medulla
   b. forebrain
   c. central nervous system
   d. autonomic nervous system

32. Lee is about to take his drivers exam. As he enters the testing room he notices that he is feeling anxious. The
physiological experience of his emotion reaction is most likely the result of the action of Lee's
   a. medulla
   b. forebrain
   c. central nervous system
   d. autonomic nervous system

33. Laura is about to take her certification exam that will qualify her as a licensed therapist. As she enters the
testing room she feels anxious and nervous. This reaction is most likely the result of activity in what part of
Laura's brain?
   a. amygdala
   b. thalamus
   c. temporal lobe
   d. pineal gland

34. Research on the role of the amygdala in the modulation of emotion has focused mainly on which of the
following emotions?
   a. fear
   b. sadness
   c. surprise
35. What part of the brain is known for its role in voluntary control over emotional reactions?
   a. amygdala
   b. thalamus
   c. temporal lobe
   d. prefrontal cortex

36. The _____ component of an emotion refers to the characteristic overt expression of that emotion.
   a. physiological
   b. affective
   c. behavioral
   d. cognitive

37. The facial feedback hypothesis suggests that
   a. other people can identify your emotional state by observing your facial expressions
   b. a facial expression is simply an external sign of the internal feelings
   c. you can affect how you feel by making a certain facial expression
   d. the internal state causes the facial expression

38. The idea that muscles of the face send information to the brain and that this affects the emotion we feel is known as
   a. Schachter's cognitive theory
   b. the James-Lange theory
   c. Darwin's facial expression theory
   d. the facial feedback hypothesis

39. Warrick was posing for his girlfriend while she painted a picture for her art class. She had asked him to hold his mouth in a frown because she was trying to depict someone who was sad and dejected. Now that he has finished posing, Warrick finds that he is feeling somewhat unhappy, but he is not really sure why. This type of reaction is consistent with which of the following?
   a. the two-factor theory of emotion
   b. the James-Lange theory of emotion
   c. the common-sense view of emotion
   d. the facial feedback hypothesis

40. Diane has been feeling somewhat down for the past few days. Her sister suggests that if Diane smiled a little more, she might feel better. This suggestion is consistent with
   a. the two-factor theory of emotion
   b. the James-Lange theory of emotion
   c. the common-sense view of emotion
   d. the facial feedback hypothesis

41. Research by Paul Ekman and Wallace Friesen indicate that subjects are generally successful in identifying (from facial cues in photographs) all but which of the following emotions?
   a. fear
   b. anger
   c. happiness
   d. contentment

42. Ekman, who has conducted a number of studies of facial expressions associated with emotions, found
   a. expression of the same emotion varies from culture to culture
   b. six fundamental emotions that most everyone agrees on
   c. that there are too many different emotions to identify
   d. common expressions for happiness and sadness only

43. Research results have indicated considerable cross-cultural agreement in which of the following elements of emotional experiences?
a. cognitive only  
b. physiological and behavioral, but not cognitive  
c. cognitive and physiological but not behavioral  
d. cognitive, physiological and behavioral

44. Cultural norms that regulate the appropriate expression of emotions are called  
a. cognitions  
b. polygraphs  
c. display rules  
d. emotional cues

45. As Tevin walked into the strange house, the lights suddenly went out and he heard a loud groan off to one side. Based on the James-Lange view of emotions, Tevin should report  
a. "I am trembling because I am afraid."  
b. "I feel afraid because I am trembling."  
c. "This situation makes me tremble and it makes me feel afraid."  
d. "My trembling must be fear because this situation is dangerous."

46. According to the James-Lange theory of emotions, one's conscious experience of emotion results from one's perception of  
a. others' emotions  
b. autonomic arousal  
c. skin conductancy  
d. tension in the facial muscles

47. The James-Lange theory of emotions focuses on the ____ determinants of emotions.  
a. psychological  
b. behavioral  
c. cognitive  
d. physiological

48. Imagine that your house is on fire and you are afraid. Which of the following explanations best represents the James-Lange theory?  
a. "I'm shaking because I'm afraid."  
b. "I'm afraid because I'm shaking."  
c. "My shaking must be due to fear, since my house is on fire."  
d. "My fear is a built-in, primary reaction to a dangerous situation."

49. Dylan is on a roller coaster that has just reached the top of the first climb and is starting to drop. Based on the James-Lange theory of emotions, Dylan should report  
a. "My racing heart must mean I'm terrified because everyone else is screaming."  
b. "I feel terrified because my heart is racing."  
c. "My heart is racing because I am terrified."  
d. "The sight of the drop makes my heart race and it makes me feel terrified."

50. Imagine that an individual has taken medication that has lowered his or her overall level of autonomic arousal. If this person reports less intense emotional experiences, it would provide some support for  
a. the Cannon-Bard theory of emotion  
b. the common-sense view of emotion  
c. the facial feedback hypothesis  
d. the James-Lange theory of emotion

51. According to the James-Lange theory, the conscious experience of emotion ____ physiological arousal; according to the Cannon-Bard theory, the conscious experience of emotion ____ physiological arousal.  
a. precedes; follows  
b. coincides with; precedes  
c. follows; coincides with
52. One problem with the James-Lange theory of emotions, and the Cannon-Bard theory of emotions, is that both fail to consider the role of
   a. physiological responses in the experience of emotions
   b. expressive reactions in the experience of emotions
   c. cognitive interpretations in the experience of emotions
   d. the interaction between physiological responses and conscious experiences

53. The Cannon-Bard theory of emotions focuses on the ____ determinants of emotions.
   a. psychological
   b. behavioral
   c. cognitive
   d. neural

54. As Erica watched the televised drawing of lottery numbers, she realized she had the winning combination. If her heart starts to race at the same instant that she feels euphoria over winning the lottery, Erica's response pattern would lend support to
   a. the Cannon-Bard theory of emotion
   b. the James-Lange theory of emotion
   c. Izard's evolutionary theory of emotion
   d. Schachter's two-factor theory of emotion

55. According to the Cannon-Bard theory of emotion,
   a. the experience of emotion depends on autonomic arousal and your cognitive interpretation of that arousal
   b. different patterns of autonomic activation lead to the experience of different emotions
   c. emotion occurs when the thalamus sends signals simultaneously to the cortex and to the autonomic nervous system
   d. emotions develop because of their adaptive value
CHAPTER 10 - MOTIVATION AND EMOTION - PRETEST
Answer Section

MULTIPLE CHOICE

1. ANS: A  PTS: 1  REF: p. 376  OBJ: 10-1
   KEY: Factual  MSC: ** (new or revised)

2. ANS: B  PTS: 1  REF: p. 376  OBJ: 10-1
   KEY: Factual

3. ANS: D  PTS: 1  REF: p. 376  OBJ: 10-1
   KEY: Concept/Applied

4. ANS: A  PTS: 1  REF: p. 376  OBJ: 10-1
   KEY: Concept/Applied  MSC: ** (new or revised)

5. ANS: A  PTS: 1  REF: p. 377  OBJ: 10-1
   KEY: Factual

6. ANS: D  PTS: 1  REF: p. 377  OBJ: 10-1
   KEY: Concept/Applied

7. ANS: B  PTS: 1  REF: p. 378  OBJ: 10-2
   TOP: WWW  KEY: Concept/Applied

8. ANS: D  PTS: 1  REF: p. 378  OBJ: 10-3
   KEY: Concept/Applied

   TOP: WWW  KEY: Concept/Applied

10. ANS: C  PTS: 1  REF: p. 378  OBJ: 10-3
    KEY: Factual

11. ANS: A  PTS: 1  REF: p. 378  OBJ: 10-3
    KEY: Concept/Applied

12. ANS: D  PTS: 1  DIF: Correct = 70%
    REF: p. 379  OBJ: 10-3  KEY: Factual

13. ANS: D  PTS: 1  REF: p. 380  OBJ: 10-3
    KEY: Factual

    KEY: Factual  MSC: ** (new or revised)

15. ANS: A  PTS: 1  REF: p. 384  OBJ: 10-5
    TOP: WWW  KEY: Factual

    KEY: Concept/Applied  MSC: ** (new or revised)

17. ANS: C  PTS: 1  REF: p. 396  OBJ: 10-14
    KEY: Factual

18. ANS: D  PTS: 1  REF: p. 396  OBJ: 10-13
    KEY: Factual  MSC: ** (new or revised)

19. ANS: B  PTS: 1  REF: p. 396  OBJ: 10-13
    KEY: Factual

20. ANS: A  PTS: 1  DIF: Correct = 59%
    REF: p. 396  OBJ: 10-13  KEY: Factual  MSC: ** (new or revised)

    KEY: Concept/Applied  MSC: ** (new or revised)

22. ANS: B  PTS: 1  REF: p. 396-397  OBJ: 10-14
23. **ANS:** C  **PTS:** 1  **REF:** p. 397  **OBJ:** 10-14  
**KEY:** Critical Thinking

24. **ANS:** A  **PTS:** 1  **REF:** p. 397  **OBJ:** 10-14  
**KEY:** Critical Thinking

25. **ANS:** B  **PTS:** 1  **DIF:** Correct = 42%  
**REF:** p. 397  **OBJ:** 10-14  
**KEY:** Critical Thinking

26. **ANS:** A  **PTS:** 1  **DIF:** Correct = 67%  
**REF:** p. 398-399  **OBJ:** 10-16  
**KEY:** Factual

27. **ANS:** B  **PTS:** 1  **REF:** p. 399  **OBJ:** 10-16  
**KEY:** Factual

28. **ANS:** B  **PTS:** 1  **REF:** p. 400  **OBJ:** 10-17  
**KEY:** Factual  **MSC:** ** (new or revised)

29. **ANS:** C  **PTS:** 1  **REF:** p. 400  **OBJ:** 10-17  
**TOP:** WWW  **KEY:** Factual

30. **ANS:** D  **PTS:** 1  **REF:** p. 400  **OBJ:** 10-17  
**KEY:** Factual

31. **ANS:** D  **PTS:** 1  **REF:** p. 400  **OBJ:** 10-17  
**KEY:** Factual

32. **ANS:** D  **PTS:** 1  **REF:** p. 400  **OBJ:** 10-17  
**KEY:** Concept/Applied  **MSC:** ** (new or revised)

33. **ANS:** A  **PTS:** 1  **REF:** p. 401  **OBJ:** 10-17  
**KEY:** Concept/Applied  **MSC:** ** (new or revised)

34. **ANS:** A  **PTS:** 1  **REF:** p. 401-402  **OBJ:** 10-17  
**KEY:** Factual

35. **ANS:** D  **PTS:** 1  **REF:** p. 402  **OBJ:** 10-17  
**KEY:** Factual  **MSC:** ** (new or revised)

36. **ANS:** C  **PTS:** 1  **REF:** p. 402  **OBJ:** 10-18  
**KEY:** Factual  **MSC:** ** (new or revised)

37. **ANS:** C  **PTS:** 1  **REF:** p. 402  **OBJ:** 10-18  
**KEY:** Concept/Applied

38. **ANS:** D  **PTS:** 1  **REF:** p. 402  **OBJ:** 10-18  
**KEY:** Factual

39. **ANS:** C  **PTS:** 1  **REF:** p. 402  **OBJ:** 10-18  
**KEY:** Concept/Applied

40. **ANS:** D  **PTS:** 1  **REF:** p. 402  **OBJ:** 10-18  
**KEY:** Concept/Applied

41. **ANS:** D  **PTS:** 1  **REF:** p. 403  **OBJ:** 10-18  
**KEY:** Factual

42. **ANS:** B  **PTS:** 1  **DIF:** Correct = 72%  
**REF:** p. 403  **OBJ:** 10-19  
**KEY:** Factual

43. **ANS:** D  **PTS:** 1  **REF:** p. 404  **OBJ:** 10-19  
**KEY:** Factual  **MSC:** ** (new or revised)

44. **ANS:** C  **PTS:** 1  **DIF:** Correct = 76%  
**REF:** p. 404  **OBJ:** 10-19  
**KEY:** Factual

45. **ANS:** B  **PTS:** 1  **REF:** p. 405  **OBJ:** 10-20  
**KEY:** Concept/Applied  **MSC:** ** (new or revised)

46. **ANS:** B  **PTS:** 1  **REF:** p. 405  **OBJ:** 10-20  
**KEY:** Factual
47. ANS: D  PTS: 1  DIF: Correct = 48%
   REF:  p. 405  OBJ: 10-20  KEY: Factual
48. ANS: B  PTS: 1  DIF: Correct = 47%
   REF:  p. 405  OBJ: 10-20  KEY: Concept/Applied
49. ANS: B  PTS: 1  REF:  p. 405  OBJ: 10-20
   KEY: Concept/Applied
50. ANS: D  PTS: 1  REF:  p. 405  OBJ: 10-20
   KEY: Critical Thinking
51. ANS: C  PTS: 1  DIF: Correct = 31%
   REF:  p. 405-406  OBJ: 10-20  KEY: Factual
52. ANS: C  PTS: 1  REF:  p. 405-406  OBJ: 10-20
   KEY: Concept/Applied
53. ANS: D  PTS: 1  REF:  p. 406  OBJ: 10-20
   KEY: Factual  MSC: ** (new or revised)
54. ANS: A  PTS: 1  REF:  p. 406  OBJ: 10-20
   KEY: Concept/Applied
55. ANS: C  PTS: 1  REF:  p. 406  OBJ: 10-20
   TOP: WWW  KEY: Factual