CHAPTER 12 - PERSONALITY - EXAM

Multiple Choice
Identify the letter of the choice that best completes the statement or answers the question.

___ 1. By attributing our own unacceptable feelings to others and saying others have the feelings and not us, we are using
   a. reaction formation
   b. repression
   c. displacement
   d. projection

___ 2. Under stress, a college student cries and throws things. The behavior of the student is an example of
   a. reaction formation
   b. displacement
   c. immaturity
   d. regression

___ 3. Walking through the forest, you see a bear. Your heart starts pounding and you start to run away from this dangerous situation that caused you to be afraid. This description best illustrates the ___ theory of emotion.
   a. Cannon-Bard
   b. commonsense
   c. Schachter two-factor
   d. James-Lange

___ 4. Maslow's systematic arrangement of needs, according to priority, in which basic needs must be met before less basic needs are aroused is referred to as
   a. a theory of needs
   b. a pyramid of needs
   c. a hierarchy of needs
   d. an archetype of needs

___ 5. The self or self-concept is the central focus of
   a. Bandura's social cognitive theory
   b. Adler's individual psychology
   c. Roger's person-centered theory
   d. Maslow's theory of self-actualization

___ 6. Which personality test was originally designed to aid in the diagnosis of psychological disorders?
   a. Thematic Apperception Test (TAT)
   b. The Sixteen Personality (16PF) Questionnaire
   c. NEO Personality Inventory
   d. Minnesota Multiphasic Personality Inventory (MMPI)

___ 7. Jung termed emotionally charged images and thought forms that have universal meaning in a wide variety of cultures
   a. phallic symbols
   b. archetypes
   c. hierarchy fixtures
   d. subjective symbols

___ 8. According to Freud's theory, the developmental periods that leave their mark on adult personality are
   a. psychological stages
   b. defense mechanism stages
   c. psychosexual stages
   d. fixation stages
9. Freud believed that during the phallic stage, children develop erotically tinged desires for
   a. the parent of the opposite sex
   b. the parent of the same sex
   c. playmates
   d. siblings

10. The correct order or sequence of Piaget's stages is
   a. preoperational, sensorimotor, concrete operational, formal operational
   b. sensorimotor, preoperational, concrete operational, formal operational
   c. preoperational, concrete operational, formal operational, sensorimotor
   d. sensorimotor, concrete operational, preoperational, formal operational

11. The crucial developmental task associated with the anal stage is
   a. toilet training
   b. gaining superiority
   c. weaning from the breast or bottle
   d. the Oedipal complex

12. One criticism of humanistic theories of personality is that the theories
   a. overgeneralize from animal behavior to human behavior
   b. have a sexist bias
   c. are unrealistically optimistic about human nature
   d. lack a strong theoretical framework

13. Freud believed that smoking, overeating, and habitual gum chewing could result from fixation in the ____ stage.
   a. phallic
   b. genital
   c. anal
   d. oral

14. According to Alfred Adler, overcompensation may be found in those who
   a. have an inferiority complex
   b. have not been successful in the use of defense mechanisms
   c. are fixated at one of the psychosexual stages
   d. have a superiority complex

15. One primary criticism of behavioral theories of personality is that the theories
   a. suggest that unconscious forces influence behavior
   b. are unrealistically optimistic about human nature
   c. overgeneralize from animal behavior to human behavior
   d. generally lack scientific or empirical support

16. According to Freud, a basic defense mechanism that protects a person from anxiety by keeping distressing thoughts and feelings out of the conscious mind is
   a. repression
   b. projection
   c. displacement
   d. regression

17. Personality tests that ask individuals to answer a series of questions about their characteristic behavior are referred to as
   a. self-report inventories
   b. projective tests
   c. behavioral personality tests
   d. objective tests

18. The correct order of Freud's psychosexual stages of development is
19. Which of the following is not a weakness associated with self-report inventories?
   a. response sets
   b. inconsistent scoring
   c. deliberate deception
   d. social desirability bias

20. If you are interested in measuring and describing the personality traits of a typical or normal individual, you would be most likely to administer the
   a. MMPI or 16PF
   b. MMPI or Rorschach
   c. 16PF or NEO Personality Inventory
   d. Rorschach or TAT

21. The need to master difficult challenges, to outperform others, and to meet high standards of excellence defines the
   a. autonomy motive
   b. mastery motive
   c. affiliation motive
   d. achievement motive

22. Which of the following is a common criticism of psychodynamic theories of personality?
   a. under-emphasis on the importance of early childhood experiences
   b. a reliance on the use of clinical experiments
   c. sex bias against men
   d. lack of testability

23. A durable disposition or tendency to behave in a particular way in a variety of situations defines
   a. a personality trait
   b. distinctiveness
   c. a descriptive adjective
   d. personality

24. Which of the following is not a psychodynamic personality theorist?
   a. Carl Rogers
   b. Carl Jung
   c. Sigmund Freud
   d. Alfred Adler

25. The germinal stage of prenatal development is
   a. the first three months after conception
   b. the first two weeks after conception
   c. from two months after conception through birth
   d. from two weeks until the end of the second month after conception

26. Skinner believed that an individual's tendency to show consistent patterns of behavior was the result of
   a. the individual's personality traits
   b. the individual's genetic inheritance
   c. response tendencies acquired through learning
   d. the conscious functioning of the individual's ego

27. Typically infants with ____ attachments exhibit little, if any, distress when their mothers leave the room.
   a. avoidant
   b. anxious-ambivalent
28. According to the James-Lange theory, one's conscious experience of emotion occurs
   a. before autonomic arousal
   b. independently of autonomic arousal
   c. after autonomic arousal
   d. simultaneously with autonomic arousal

29. Social cognitive theory differs from Skinner's approach in giving more weight to
   a. respondent conditioning
   b. genetic factors
   c. secondary reinforcers
   d. cognitive processes

30. Individuals who tend to be preoccupied with the internal world of their own thoughts, feelings and
    experiences are described as
   a. compensaters
   b. fixated
   c. introverts
   d. extraverts

31. Research in behavioral genetics has shown that identical twins
   a. are not as similar in personality as was commonly assumed
   b. reared apart, often exhibit similar personality traits
   c. have personalities that are more strongly influenced by environmental factors than is the case for other pairs of siblings
   d. are no more similar in personality traits than fraternal twins

32. According to Kohlberg, a person who believes that Heinz should steal the drug so his wife can live and cook him dinner is reasoning at the _____ level of moral development.
   a. postconventional
   b. preconventional
   c. conventional
   d. concrete

33. The component of personality that operates according to the reality principle is the
   a. conscious
   b. id
   c. ego
   d. superego

34. The hormone produced by fat cells that tends to diminish feelings of hunger when at high levels is
   a. glucose
   b. leptin
   c. insulin
   d. adrenalin

35. Professor Stephenson argues that personality is the result of reciprocal determinism, that is that internal mental events, external environmental events and overt behavior all influence one another and determine an individuals personality. Whose theory of personality is she presenting?
   a. B. F. Skinner
   b. Carol Rogers
   c. John Watson
   d. Albert Bandura

36. The id is
   a. a developmental period that leaves its mark on adult personality
b. the moral component of personality
c. the primitive, instinctive component of personality
d. the decision-making component of personality

37. Of the brain structures listed below, which one do scientists currently believe plays a larger role than the other structures in the modulation of hunger?
a. paraventricular hypothalamus
b. ventromedial hypothalamus
c. dorsal hypothalamus
d. lateral hypothalamus

38. Humanistic personality theories focus on
a. unconscious mental forces
b. an individual's freedom and potential for growth
c. learning
d. genetic factors

39. The thoughts, memories, and desires you have that you do not realize you have are in your _____ awareness.
a. superego
b. unconscious
c. preconscious
d. conscious

40. According to Rogers, children who experience ____ love or affection tend to develop an incongruent self-concept as a result of blocking from their self-concept those experiences that did not receive parental affection.
a. consistent
b. unconditional
c. inconsistent
d. conditional

41. According to Jung, the ____ is a storehouse of latent memory traces inherited from people's ancestral past.
a. universal unconscious
b. unconscious
c. collective unconscious
d. personal unconscious

42. According to Freud, unresolved unconscious conflicts often produce
a. archetypes
b. anxiety
c. pleasure
d. fixation

43. Four-year-old Sam has erotically tinged desires for his mother and also feels hostility to his father. Freud would conclude that Sam is experiencing the
a. phallic complex
b. Oedipal complex
c. identification complex
d. genital complex

44. During Erikson's crisis of intimacy versus isolation the key concern involves developing the capacity to share intimacy with others. This stage is associated with
a. middle adulthood
b. adolescence
c. late adulthood
d. early adulthood
45. The idea that internal mental events, external environmental events, and overt behaviors all influence one another is termed
   a. self-efficacy
   b. introversion-extraversion
   c. archetypes
   d. reciprocal determinism

46. According to Maslow, after people satisfy their physiological needs and safety and security needs they will next become concerned with
   a. esteem needs
   b. cognitive needs
   c. belongingness and love needs
   d. self-actualization needs

47. Jason just sat down to work on his term paper when his friends called and invited him to a party. If Jason decides he will only go to the party after he finishes outlining the term paper, his decision reflects the functioning of his
   a. superego
   b. ego
   c. id
   d. preconscious

48. The personal unconscious and collective unconscious are associated with
   a. Jung’s theory
   b. Freud’s theory
   c. Maslow’s theory
   d. Adler’s theory

49. A strength of the behavioral perspective theories of personality is that the theories
   a. focus on the importance of childhood experiences
   b. emphasize an individual’s subjective view
   c. are based on extensive empirical research
   d. generalize from animal to human behavior

50. According to Rogers, the degree of disparity between one’s self-concept and one’s actual experience is termed
   a. consistency
   b. incongruence
   c. congruence
   d. inconsistency

51. The superego is Freud’s term for
   a. the moral component of personality
   b. the mediating agent between the other two components of personality
   c. the biological impulses that drive our behavior
   d. the unconscious aspect of personality

52. A commonly used projective test in which the subject is asked to examine inkblots and describe what they look like is the
   a. The Sixteen Personality (16PF) Questionnaire
   b. Thematic Apperception Test (TAT)
   c. Rorschach Test
   d. Minnesota Multiphasic Personality Inventory (MMPI)

53. According to Freud’s theory, either excessive gratification or excessive frustration of needs may result in
   a. overcompensation
   b. defense mechanisms
   c. fixation
54. According to the five-factor model of personality, people who score high in ____ tend to be diligent, disciplined, well organized, and punctual.
   a. conscientiousness
   b. extraversion
   c. agreeableness
   d. neuroticism

55. The belief a person has about his ability to perform behaviors that should lead to expected outcomes is termed
   a. self-esteem
   b. self-concept
   c. self-appraisal
   d. self-efficacy

56. Your psychology professor argues that personality is a collection of response tendencies that are tied to various stimulus situations. What theory of personality is she presenting?
   a. rational-emotive
   b. behaviorism
   c. invasive
   d. humanism

57. Personality tests that ask individuals to respond to vague, ambiguous stimuli in ways that may reveal the subject's needs, feelings, and personality traits are referred to as
   a. projective tests
   b. self-report inventories
   c. behavioral tests
   d. objective tests

58. Which of the following statements is least likely to be made by a humanist?
   a. People are unique.
   b. People are rational.
   c. People can rise above their animal heritage.
   d. People are dominated by unconscious conflicts.

59. Janice was shown a series of cards with vague, ambiguous scenes and asked to describe what she thought was happening in each scene. Janice was given a(an) ____ test called the ____.
   a. objective; MMPI
   b. subjective; 16PF
   c. projective; Rorschach
   d. projective; TAT

60. According to Freud, which of the following is entirely unconscious?
   a. the self
   b. the superego
   c. the ego
   d. the id
## MULTIPLE CHOICE

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17. **ANS:** A  
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