

Name: \_\_\_\_\_ Period: \_\_\_\_\_

1. Which of the following was not mentioned in the text as a criticism of Freud's theory?
  - A) The theory is sexist.
  - B) It offers few testable hypotheses.
  - C) There is no evidence of anything like an "unconscious."
  - D) The theory ignores the fact that human development is lifelong.
  
2. The text defines personality as:
  - 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.
  
3. Which of the following places the greatest emphasis on the unconscious mind?
  - A) the humanistic perspective
  - B) the social-cognitive perspective
  - C) the trait perspective
  - D) the psychoanalytic perspective
  
4. A major difference between the psychoanalytic and trait perspectives is that:
  - A) trait theory defines personality in terms of behavior; psychoanalytic theory, in terms of its underlying dynamics.
  - B) trait theory describes behavior but does not attempt to explain it.
  - C) psychoanalytic theory emphasizes the origins of personality in childhood sexuality.
  - D) all of the above are differences.
  
5. According to Freud's theory, 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 mechanisms.
  - C) the collective unconscious and our individual desires.
  - D) our biological impulses and the social restraints against them.

6. According to the psychoanalytic perspective, a child who frequently “slips” and calls her teacher “mom” probably:
- A) has some unresolved conflicts concerning her mother.
  - B) is fixated in the oral stage of development.
  - C) did not receive unconditional positive regard from her mother.
  - D) can be classified as having a weak sense of personal control.
7. 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”
8. A psychoanalyst would characterize a person who is impulsive and self-indulgent as possessing a strong \_\_\_\_\_ and a weak \_\_\_\_\_.
- A) id and ego; superego
  - B) id; ego and superego
  - C) ego; superego
  - D) id; superego
  - E) superego; ego
9. Which of the following is the correct order of psychosexual stages proposed by Freud?
- A) oral; anal; phallic; latency; genital
  - B) anal; oral; phallic; latency; genital
  - C) oral; anal; genital; latency; phallic
  - D) anal; oral; genital; latency; phallic
  - E) oral; phallic; anal; genital; latency
10. According to Freud, \_\_\_\_\_ is the process by which children incorporate their parents' values into their \_\_\_\_\_.
- A) reaction formation; superegos
  - B) reaction formation; egos
  - C) identification; superegos
  - D) identification; egos
11. 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.

12. The Oedipus and Electra complexes have their roots in the:
- A) anal stage.
  - B) oral stage.
  - C) latency stage.
  - D) phallic stage.
  - E) genital stage.
13. Suzy bought a used, high-mileage automobile because it was all she could afford. Attempting to justify her purchase, she raves to her friends about the car's attractiveness, good acceleration, and stereo. According to Freud, Suzy is using the defense mechanism of:
- A) displacement.
  - B) reaction formation.
  - C) rationalization.
  - D) projection.
14. According to Freud, defense mechanisms are methods of reducing:
- A) anger.
  - B) fear.
  - C) anxiety.
  - D) lust.
15. The personality test Teresa is taking involves her describing random patterns of dots. What type of test is she taking?
- A) an empirically derived test
  - B) the MMPI
  - C) a personality inventory
  - D) the Myers-Briggs Type Indicator
  - E) a projective test
16. Projective tests such as the Rorschach inkblot test have been criticized because:
- A) their scoring system is too rigid and leads to unfair labeling.
  - B) they were standardized with unrepresentative samples.
  - C) they have low reliability and low validity.
  - D) it is easy for people to fake answers in order to appear healthy.

17. Neo-Freudians such as Adler and Horney believed that:
- A) Freud placed too great an emphasis on the conscious mind.
  - B) Freud placed too great an emphasis on sexual and aggressive instincts.
  - C) the years of childhood were more important in the formation of personality than Freud had indicated.
  - D) Freud's ideas about the id, ego, and superego as personality structures were incorrect.
18. Which of Freud's ideas would not be accepted by most contemporary 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.
19. The humanistic perspective on personality:
- A) emphasizes the driving force of unconscious motivations in personality.
  - B) emphasizes the growth potential of "healthy" individuals.
  - C) emphasizes the importance of interaction with the environment in shaping personality.
  - D) describes personality in terms of scores on various personality scales.
20. Andrew's grandfather, who has lived a rich and productive life, is a spontaneous, loving, and self-accepting person. Maslow might say that he:
- A) has an internal locus of control.
  - B) is an extravert.
  - C) has resolved all the conflicts of the psychosexual stages.
  - D) is a self-actualizing person.
21. In promoting personality growth, the person-centered perspective emphasizes all but:
- A) empathy.
  - B) acceptance.
  - C) genuineness.
  - D) altruism.
22. According to Rogers, three conditions are necessary to promote growth in personality. These are:
- A) honesty, sincerity, and empathy.
  - B) high self-esteem, honesty, and empathy.
  - C) high self-esteem, genuineness, and acceptance.
  - D) high self-esteem, acceptance, and honesty.
  - E) genuineness, acceptance, and empathy.

23. The school psychologist believes that having a positive self-concept is necessary before students can achieve their potential. Evidently, the school psychologist is working within the \_\_\_\_\_ perspective.
- A) psychoanalytic
  - B) trait
  - C) humanistic
  - D) social-cognitive
24. Wanda wishes to instill in her children an accepting attitude toward other people. Maslow and Rogers would probably recommend that she:
- A) teach her children first to accept themselves.
  - B) use discipline sparingly.
  - C) be affectionate with her children only when they behave as she wishes.
  - D) do all of the above.
25. For humanistic psychologists, many of our behaviors and perceptions are ultimately shaped by whether our \_\_\_\_\_ is \_\_\_\_\_ or \_\_\_\_\_.
- A) ego; strong; weak
  - B) locus of control; internal; external
  - C) personality structure; introverted; extraverted
  - D) self-concept; positive; negative
26. Which of the following is a common criticism of the humanistic perspective?
- A) Its concepts are vague and subjective.
  - B) The emphasis on the self encourages selfishness in individuals.
  - C) Humanism fails to appreciate the reality of evil in human behavior.
  - D) All of the above are common criticisms.
27. Dr. Gonzalez believes that most students can be classified as “Type A” or “Type B” according to the intensities of their personalities and competitiveness. Evidently, Dr. Gonzalez is working within the \_\_\_\_\_ perspective.
- A) psychoanalytic
  - B) trait
  - C) humanistic
  - D) social-cognitive

- 28.** Trait theory attempts to:
- A) show how development of personality is a lifelong process.
  - B) describe and classify people in terms of their predispositions to behave in certain ways.
  - C) determine which traits are most conducive to individual self-actualization.
  - D) explain how behavior is shaped by the interaction between traits, behavior, and the environment.
- 29.** Bill is muscular and physically strong. Sheldon would classify him as a(n):
- A) endomorphic type.
  - B) mesomorphic type.
  - C) ectomorphic type.
  - D) dysmorphic type.
- 30.** The \_\_\_\_\_ classifies people according to Carl Jung's personality types.
- A) Myers-Briggs Type Indicator
  - B) MMPI
  - C) Locus of Control Scale
  - D) Kagan Temperament Scale
  - E) TAT
- 31.** Isaiah is sober and reserved; Rashid is fun-loving and affectionate. The Eysencks would say that Isaiah \_\_\_\_\_ and Rashid \_\_\_\_\_.
- A) has an internal locus of control; has an external locus of control
  - B) has an external locus of control; has an internal locus of control
  - C) is an extravert; is an introvert
  - D) is an introvert; is an extravert
- 32.** Which two dimensions of personality have the Eysencks emphasized?
- A) extraversion-introversion and emotional stability-instability
  - B) internal-external locus of control and extraversion-introversion
  - C) internal-external locus of control and emotional stability-instability
  - D) melancholic-phlegmatic and choleric-sanguine
- 33.** Nadine has a relatively low level of brain arousal. Trait theorists would probably predict that she is:
- A) an extravert.
  - B) an introvert.
  - C) an unstable person.
  - D) both a. and c.

34. Because you have a relatively low level of brain arousal, a trait theorist would suggest that you are a(n) \_\_\_\_\_ who would naturally seek \_\_\_\_\_.
- A) introvert; stimulation
  - B) introvert; isolation
  - C) extravert; stimulation
  - D) extravert; isolation
35. 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 inventory.
  - D) use the method of free association.
36. A psychologist at the campus mental health center administered an empirically derived personality test to diagnose an emotionally troubled student. Which test did the psychologist most likely administer?
- A) the MMPI
  - B) the TAT
  - C) the Rorschach
  - D) the Locus of Control Scale
37. The Minnesota Multiphasic Personality Inventory (MMPI) is a(n):
- A) projective personality test.
  - B) empirically derived and objective personality test.
  - C) personality test developed mainly to assess job applicants.
  - D) personality test used primarily to assess locus of control.
38. The Big Five personality factors are:
- A) emotional stability, openness, introversion, sociability, locus of control.
  - B) neuroticism, extraversion, openness, emotional stability, sensitivity.
  - C) neuroticism, gregariousness, extraversion, impulsiveness, conscientiousness.
  - D) emotional stability, extraversion, openness, agreeableness, conscientiousness.
  - E) emotional stability, extraversion, openness, locus of control, sensitivity.

- 39.** For his class presentation, Bruce plans to discuss the Big Five personality factors used by people throughout the world to describe others or themselves. Which of the following is not a factor that Bruce will discuss?
- A) extraversion
  - B) openness
  - C) independence
  - D) conscientiousness
  - E) agreeableness
- 40.** 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.
- 41.** Dayna is not very consistent in showing up for class and turning in assignments when they are due. Research studies would suggest that Dayna's inconsistent behavior:
- A) indicates that she is emotionally troubled and may need professional counseling.
  - B) is a sign of learned helplessness.
  - C) is not necessarily unusual.
  - D) probably reflects a temporary problem in another area of her life.
- 42.** With regard to personality, it appears that:
- A) there is little consistency of behavior from one situation to the next and little consistency of traits over the life span.
  - B) there is little consistency of behavior from one situation to the next but significant consistency of traits over the life span.
  - C) there is significant consistency of behavior from one situation to the next but little consistency of traits over the life span.
  - D) there is significant consistency of behavior from one situation to the next and significant consistency of traits over the life span.
- 43.** A major criticism of trait theory is that it:
- A) places too great an emphasis on early childhood experiences.
  - B) overestimates the consistency of behavior in different situations.
  - C) underestimates the importance of heredity in personality development.
  - D) places too great an emphasis on positive traits.



44. Today's personality researchers focus their work on:
- A) basic dimensions of personality.
  - B) the interaction of persons and environments.
  - C) grand theories of behavior.
  - D) a. and b.
  - E) a., b., and c.
45. In high school, Britta and Debbie were best friends. They thought they were a lot alike, as did everyone else who knew them. After high school, they went on to very different colleges, careers, and life courses. Now, at their twenty-fifth reunion, they are shocked at how little they have in common. Bandura would suggest that their differences reflect the interactive effects of environment, personality, and behavior, which he refers to as:
- A) reciprocal determinism.
  - B) personal control.
  - C) identification.
  - D) the self-serving bias.
46. Which perspective on personality emphasizes the interaction between the individual and the environment in shaping personality?
- A) psychoanalytic
  - B) trait
  - C) humanistic
  - D) social-cognitive
47. Because Ramona identifies with her politically conservative parents, she chose to enroll in a conservative college. After four years in this environment, Ramona's politics have become even more conservative. Which perspective best accounts for the mutual influences of Ramona's upbringing, choice of school, and political viewpoint?
- A) psychoanalytic
  - B) trait
  - C) humanistic
  - D) social-cognitive
48. Research on locus of control indicates that internals are \_\_\_\_\_ than externals.
- A) more dependent
  - B) more intelligent
  - C) better able to cope with stress
  - D) more sociable
  - E) more depressed

- 49.** With which of the following statements would a social-cognitive psychologist agree?
- A) People with an internal locus of control achieve more in school.
  - B) “Externals” are better able to cope with stress than “internals.”
  - C) “Internals” are less independent than “externals.”
  - D) All of the above are true.
- 50.** Seligman has found that humans and animals who are exposed to aversive events they cannot escape may develop:
- A) an internal locus of control.
  - B) a reaction formation.
  - C) learned helplessness.
  - D) neurotic anxiety.
  - E) displacement.
- 51.** (Close-Up) During a class discussion, Trevor argues that the recent “positive psychology” is sure to wane in popularity, since it suffers from the same criticisms as humanistic psychology. You counter his argument by pointing out that, unlike humanistic psychology, positive psychology:
- A) focuses on advancing human fulfillment.
  - B) is rooted in science.
  - C) is not based on the study of individual characteristics.
  - D) has all of the above characteristics.
- 52.** In studying personality, a social-cognitive theorist would most likely make use of:
- A) personality inventories.
  - B) projective tests.
  - C) observing behavior in different situations.
  - D) factor analyses.
- 53.** Which of the following is a major criticism of the social-cognitive perspective?
- A) It focuses too much on early childhood experiences.
  - B) It focuses too little on the inner traits of a person.
  - C) It provides descriptions but not explanations.
  - D) It lacks appropriate assessment techniques.

54. Which of the following statements about self-esteem is not correct?
- A) People with low self-esteem tend to be negative about others.
  - B) People with high self-esteem are less prone to drug addiction.
  - C) People with low self-esteem tend to be nonconformists.
  - D) People with high self-esteem suffer less from insomnia.
  - E) People with high self-esteem are more persistent at difficult tasks.
55. The behavior of many people has been described in terms of a “spotlight effect.” This means that they:
- A) tend to see themselves as being above average in ability.
  - B) perceive that their fate is determined by forces not under their personal control.
  - C) overestimate the extent to which other people are noticing them.
  - D) do all of the above.
56. Which of the following groups tends to suffer from relatively low self-esteem?
- A) women
  - B) ethnic minorities
  - C) disabled persons
  - D) all of the above
  - E) none of the above
57. Research has shown that individuals who are made to feel insecure are subsequently:
- A) more critical of others.
  - B) less critical of others.
  - C) more likely to display a self-serving bias.
  - D) less likely to display a self-serving bias.
58. James attributes his failing grade in chemistry to an unfair final exam. His attitude exemplifies:
- A) internal locus of control.
  - B) unconditional positive regard.
  - C) the self-serving bias.
  - D) reciprocal determinism.
59. An example of the self-serving bias described in the text is the tendency of people to:
- A) see themselves as better than average on nearly any desirable dimension.
  - B) accept more responsibility for successes than failures.
  - C) be overly critical of other people.
  - D) be overly sensitive to criticism.
  - E) do both a. and b.

- 60.** Regarding the self-serving bias, psychologists who study the self have found that self-affirming thinking:
- A)** is generally maladaptive to the individual because it distorts reality by overinflating self-esteem.
  - B)** is generally adaptive to the individual because it maintains self-confidence and minimizes depression.
  - C)** tends to prevent the individual from viewing others with compassion and understanding.
  - D)** tends not to characterize people who have experienced unconditional positive regard.
- 61.** Individualist cultures:
- A)** value communal solidarity.
  - B)** emphasize personal achievement and identity.
  - C)** are less competitive than collectivist cultures.
  - D)** are characterized by none of the above.
  - E)** are characterized by a., b., and c.
- 62.** Collectivist cultures:
- A)** give priority to the goals of their groups.
  - B)** value the maintenance of social harmony.
  - C)** foster social interdependence.
  - D)** are characterized by none of the above.
  - E)** are characterized by a., b., and c.
- 63.** Being fed up with your cultural background, you decide to move to a culture that places greater value on maintaining social harmony and family identity. To which of the following countries should you move?
- A)** the United States
  - B)** Canada
  - C)** Australia
  - D)** Japan
  - E)** Great Britain
- 64.** Compared to those in collectivist cultures, people in individualist cultures:
- A)** are less geographically bound to elderly parents.
  - B)** tend to be lonelier.
  - C)** are more vulnerable to stress-related disease.
  - D)** have all of the above characteristics.

- 65.** Professor Minton believes that people strive to find meaning in life because they are terrified of their own mortality. Evidently, Professor Minton is a proponent of:
- A) terror-management theory.
  - B) psychodynamic theory.**
  - C) the humanistic perspective.
  - D) the social-cognitive perspective.
  - E) the trait perspective.
- 66.** 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) displacement; regression
  - D) displacement; projection

**Answer Key**

1. C
2. B
3. D
4. D
5. D
6. A
7. B
8. D
9. A
10. C
11. B
12. D
13. C
14. C
15. E
16. C
17. B
18. A
19. B
20. D
21. D
22. E
23. C
24. A
25. D
26. D
27. B
28. B
29. B
30. A
31. D
32. A
33. B
34. C
35. C
36. A
37. B
38. D
39. C
40. A
41. C
42. B
43. B
44. D
45. A

- 46. D
- 47. D
- 48. C
- 49. A
- 50. C
- 51. B
- 52. C
- 53. B
- 54. C
- 55. C
- 56. E
- 57. A
- 58. C
- 59. E
- 60. B
- 61. B
- 62. E
- 63. D
- 64. D
- 65. A
- 66. B