

Chapter 12 Quick Quiz

1. Cailee and Rick's parents take them to church every week. What type of influence on personality is being exhibited?
 - a. Genetic
 - b. Nonshared environmental
 - c. Shared environmental
 - d. Sociological
2. Which theory of personality is most concerned with understanding people's *unconscious* motivations?
 - a. Behavioral
 - b. Humanism
 - c. Psychoanalytic
 - d. Trait
3. You notice your classmate Hannah chewing on her pencil as she takes her psychology final. Which psychosexual stage may not have been resolved?
 - a. Genital
 - b. Phallic
 - c. Oral
 - d. Anal
4. Which is NOT a criticism of Freud's theories?
 - a. Unrepresentative samples
 - b. Failed predictions
 - c. Unfalsifiability
 - d. Importance of early experiences
5. Freud placed much more emphasis on _____ than either Adler or Jung.
 - a. the unconscious
 - b. sexuality
 - c. anxiety
 - d. childhood
6. The behavioral theories tend to focus on
 - a. unconscious desires.
 - b. learning.
 - c. genetics.
 - d. self-actualization.
7. Dr. Law is giving a lecture on radical behaviorism. Which of the following terms might you be surprised to hear as part of the lecture?
 - a. Covert behavior
 - b. Unconscious
 - c. Overt behavior
 - d. Contingencies
8. _____ focused on how we are influenced by our differing social environments.
 - a. Behaviorists
 - b. Social learning theorists
 - c. Humanists
 - d. Psychoanalysts
9. What was the third, and some would say final, major force in the field of personality psychology?
 - a. Behaviorism
 - b. Humanism
 - c. Psychoanalytic
 - d. Social learning

10. If you surveyed 100 trait theorists, you would expect to see many of them argue that personality is structured on _____ different dimensions.
- 2
 - 4
 - 5
 - 7

Chapter 12 Quick Quiz Answers

- Chapter Section:** Personality: What Is It, and How Can We Study It?
Answer: c **Page(s):** 419 **Type:** Applied **Diff:** 3
Rationale: Shared environmental experiences make individuals within the same family more alike.
- Chapter Section:** The Psychoanalytic Theory of Personality
Answer: c **Page(s):** 422 **Type:** Factual **Diff:** 2
Rationale: This is a factual question.
- Chapter Section:** Psychosexual Stages of Development
Answer: c **Page(s):** 426 **Type:** Applied **Diff:** 3
Rationale: The oral stage focuses on the mouth.
- Chapter Section:** Psychoanalytic Theory Evaluated Critically
Answer: d **Page(s):** 427–428 **Type:** Conceptual **Diff:** 2
Rationale: Most psychoanalysts agree that early experiences do impact development.
- Chapter Section:** Freud's Followers: The Neo-Freudians
Answer: b **Page(s):** 428 **Type:** Factual **Diff:** 1
Rationale: This is a factual question.
- Chapter Section:** Behavioral Views of the Causes of Personality
Answer: b **Page(s):** 430 **Type:** Conceptual **Diff:** 2
Rationale: Behaviorists believe that differences in our personalities stem largely from differences in our learning histories.
- Chapter Section:** Behavioral, Social Learning, and Humanistic Theories of Personality
Answer: b **Page(s):** 431 **Type:** Applied **Diff:** 3
Rationale: Behavioral theories focus more on conscious motivations.
- Chapter Section:** Social Learning Theories of Personality
Answer: b **Page(s):** 432 **Type:** Conceptual **Diff:** 3
Rationale: Social learning theorists maintain that observational learning plays a large part in personality development.
- Chapter Section:** Humanistic Models of Personality: The Third Force
Answer: b **Page(s):** 433 **Type:** Factual **Diff:** 2
Rationale: This is a factual question.
- Chapter Section:** Models of Personality Structure: The Big Five
Answer: c **Page(s):** 437 **Type:** Conceptual **Diff:** 2
Rationale: Also known as the Big Five, these have surfaced repeatedly in factor analyses of personality measures.

Chapter 12: Personality

Multiple Choice

- 12.1-1. According to your authors, mass media psychologists and other social commentators are often guilty of
- assuming that causation implies correlation regarding human behavior.
 - offering nonfalsifiable theories to explain human behavior.
 - proposing single-cause explanations of human behavior.
 - supplying nonparsimonious explanations for the causes of various human behaviors.

Difficulty: 3

Question ID: 12.1-1

Page Ref: 418

Topic: Introduction

Skill: Factual

Objective: 12.1

Answer: c. proposing single-cause explanations of human behavior.

% correct 29 a = 33 b = 31 c = 29 d = 8 r = .23

- 12.1-2. Psychologists believe that personality is largely the result of

- genetics.
- multiple factors.
- parental and peer influences.
- responses to life stressors.

Difficulty: 2

Question ID: 12.1-2

Page Ref: 419

Topic: Personality: What Is It, and How Can We Study It?

Skill: Factual

Objective: 12.1

Answer: b. multiple factors.

- 12.1-3. Cailee and Rick's parents take them to church every week. What type of influence on personality is being exhibited?

- Genetic
- Nonshared environmental
- Shared environmental
- Sociological

Difficulty: 3

Question ID: 12.1-3

Page Ref: 419

Topic: Personality: What Is It, and How Can We Study It?

Skill: Applied

Objective: 12.1

Answer: c. Shared environmental

Rationale: Shared environmental experiences make individuals within the same family more alike.

12.1-4. Susie is a on the cheerleading squad, and her sister is in the band. What type of influence on personality is being exhibited?

- a. Genetic
- b. Shared environmental
- c. Mixed environmental
- d. Nonshared environmental

Difficulty: 3

Question ID: 12.1-4

Page Ref: 419

Topic: Personality: What Is It, and How Can We Study It?

Skill: Applied

Objective: 12.1

Answer: d. Nonshared environmental

Rationale: Nonshared environmental experiences make individuals within the same family less alike.

12.1-5. Which of the following represents a shared environmental influence?

- a. Todd and Vie both receive 5 dollars for each "A" they earn on their report cards.
- b. Taryn and Owen have chores to do around the house.
- c. June goes to ballet, while Mitch is at football.
- d. Both A and B are correct.

Difficulty: 3

Question ID: 12.1-5

Page Ref: 419

Topic: Personality: What Is It, and How Can We Study It?

Skill: Applied

Objective: 12.1

Answer: d. Both A and B are correct.

Rationale: Both answers contain experiences that would make individuals in the same family more alike.

12.1-6. Dr. Longbottom is researching personality traits in pairs of identical twins. He believes that genetics play a large role in personality development. Which of the following traits is LEAST likely to support his position?

- a. Anxiousness
- b. Traditionalism
- c. Impulse control
- d. Achievement orientation

Difficulty: 3

Question ID: 12.1-6

Page Ref: 420

Topic: Researching the Causes of Personality: Overview of Twin and Adoption Studies

Skill: Applied

Objective: 12.1

Answer: d. Achievement orientation

Rationale: Of the choices, achievement has the weakest correlation and is the most influenced by environment.

- 12.1-7. Your friend Kate is a new mom. She is constantly worried that she is going to ruin her child by doing or saying the wrong thing. What advice might you give her?
- Most of her parenting will have minimal impact on her child's adult personality.
 - Although she can afford to make a few mistakes, if she isn't careful her child may have lifelong problems.
 - Often children's personalities are shaped initially by genetics, but environmental influences take over in adolescence, so she has plenty of time.
 - As long as her child has enough shared environmental influences with his siblings, the child will be fine.

Difficulty: 3

Question ID: 12.1-7

Page Ref: 420

Topic: Researching the Causes of Personality: Overview of Twin and Adoption Studies

Skill: Applied

Objective: 12.1

Answer: a. Most of her parenting will have minimal impact on her child's adult personality.

Rationale: Twin studies reveal that much of the basis of personality is biological.

- 12.1-8. Mike and Elizabeth have a new baby. If you wanted to see what she will be like as an adult, where might you focus your attention?
- Examine the frequency of interactions between the parents and the child.
 - Observe Mike and Elizabeth's basic personalities.
 - Look at the friends she makes growing up and their respective personalities.
 - Wait until the baby has a sibling and look at the various activities they engage in together.

Difficulty: 3

Question ID: 12.1-8

Page Ref: 420–421

Topic: Researching the Causes of Personality: Overview of Twin and Adoption Studies

Skill: Applied

Objective: 12.1

Answer: b. Observe Mike and Elizabeth's basic personalities.

Rationale: Twin and adoption studies reveal that much of the basis of personality is biological, so we should look to the parents.

- 12.1-9. Dr. Ritter is a geneticist. He is conducting research to identify the "happy" gene; in other words, a single gene that determines our happiness. What advice might you give him?
- With the use of molecular studies, he should be able to identify the gene responsible for happiness.
 - If he relies heavily on twin studies, especially twins reared apart, he should be successful in identifying the "happy" gene.
 - Understand that most personality traits are determined by multiple factors, and therefore isolating a single gene related to happiness is unlikely.
 - If he is willing to combine molecular genetics with the newest brain imaging techniques, he should be able to isolate the "happy" gene.

Difficulty: 3

Question ID: 12.1-9

Page Ref: 421

Topic: Behavior-Genetic Studies: A Note of Caution

Skill: Applied

Objective: 12.1

Answer: c. Understand that most personality traits are determined by multiple factors, and therefore isolating a single gene related to happiness is unlikely.

Rationale: Genes code for proteins, not specific behaviors or attitudes.

- 12.1-10. Which theory of personality is most concerned with understanding people's *unconscious* motivations?
- a. Behavioral
 - b. Humanism
 - c. Psychoanalytic
 - d. Trait

Difficulty: 2

Question ID: 12.1-10

Page Ref: 422

Topic: The Psychoanalytic Theory of Personality

Skill: Factual

Objective: 12.2

Answer: c. Psychoanalytic

% correct 70 a = 10 b = 5 c = 70 d = 15 r = .60

- 12.1-11. The Freudian idea of psychic determinism implies that
- a. any psychological event has an underlying cause.
 - b. childhood experiences determine adult adjustment.
 - c. no action is ever meaningless.
 - d. unconscious desires and urges drive human behavior.

Difficulty: 3

Question ID: 12.1-11

Page Ref: 422

Topic: The Psychoanalytic Theory of Personality

Skill: Factual

Objective: 12.2

Answer: a. any psychological event has an underlying cause.

% correct 60 a = 60 b = 5 c = 5 d = 30 r = .39

- 12.1-12. The idea that all psychological events have an underlying cause is better known as
- a. common sense.
 - b. experimental psychology.
 - c. popular psychology.
 - d. psychic determinism.

Difficulty: 2

Question ID: 12.1-12

Page Ref: 422

Topic: The Psychoanalytic Theory of Personality

Skill: Factual

Objective: 12.2

Answer: d. psychic determinism.

- 12.1-13. Myra is a psychoanalytic theorist who uses this perspective to guide her therapeutic treatment of psychological disorders. As a result, she is most likely to improve her understanding of her client's
- conscious motivations.
 - desire for personal growth.
 - patterns of thinking and behaving.
 - symbolic dream imagery.

Difficulty: 1

Question ID: 12.1-13

Page Ref: 422

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: d. symbolic dream imagery.

Rationale: Psychoanalytic theorists make three basic assumptions—all psychological events have a cause, all actions have a symbolic meaning, and more of what we do is guided by our unconscious than our conscious mind.

- 12.1-14. Freud's theory of personality is most interested in understanding the interaction among the three structures of personality within the _____ mind.
- conscious
 - preconscious
 - split
 - unconscious

Difficulty: 1

Question ID: 12.1-14

Page Ref: 422–423

Topic: The Psychoanalytical Theory of Personality

Skill: Conceptual

Objective: 12.2

Answer: d. unconscious

Rationale: The Freudian view has been compared to an iceberg, with the unconscious being the large and uncharted part of the mind.

- 12.1-15. Which of the following is analogous to the role of the unconscious in psychoanalytic theory?
- The radio
 - The fuel
 - The body
 - The engine

Difficulty: 3

Question ID: 12.1-15

Page Ref: 422–423

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: d. The engine

Rationale: Though hidden, the unconscious is the most important part.

- 12.1-16. Which of the following agencies of the human psyche are we likely to observe in a gorilla?
- a. Id
 - b. Ego
 - c. Superego
 - d. All of the above

Difficulty: 3

Question ID: 12.1-16

Page Ref: 423

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: a. Id

Rationale: The id is entirely unconscious and houses our basic impulses and drives.

- 12.1-17. Jamal has a very bad temper. He is notorious for lashing out at his friends when he doesn't get his way. What is dominating Jamal's actions?

- a. Ego
- b. Id
- c. Superego
- d. Libido

Difficulty: 3

Question ID: 12.1-17

Page Ref: 423

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: b. Id

Rationale: The id is entirely unconscious and houses our basic impulses and drives.

- 12.1-18. Some authors relate Freud's personality structure to an iceberg, saying that the _____ is completely submerged in our unconscious.

- a. id
- b. ego
- c. superego
- d. defense mechanism

Difficulty: 2

Question ID: 12.1-18

Page Ref: 423

Topic: The Psychoanalytic Theory of Personality

Skill: Conceptual

Objective: 12.2

Answer: a. id

Rationale: Freud believed that the id is entirely unconscious.

12.1-19. Which motto would best fit the id?

- a. "I can't do that because it is against the rules."
- b. "I would like to do that, but I can wait for later."
- c. "If it feels good, then do it."
- d. "If she did it, I can too."

Difficulty: 2

Question ID: 12.1-19

Page Ref: 423

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: c. "If it feels good, then do it."

Rationale: The id is only concerned with primitive impulses and does not delay gratification.

12.1-20. According to Freud, the ego is the

- a. moral component.
- b. decision maker.
- c. primitive instinct.
- d. collective unconscious.

Difficulty: 1

Question ID: 12.1-20

Page Ref: 423

Topic: The Psychoanalytic Theory of Personality

Skill: Factual

Objective: 12.2

Answer: b. decision maker.

12.1-21. What structure serves as the social component of one's personality?

- a. The actual self
- b. Ego
- c. Id
- d. Superego

Difficulty: 3

Question ID: 12.1-21

Page Ref: 423

Topic: The Psychoanalytic Theory of Personality

Skill: Conceptual

Objective: 12.2

Answer: b. Ego

Rationale: The ego is the principal decision maker, interacting with the real world and resolving conflicts between the id and superego in socially acceptable ways.

12.1-22. Justin is working on his psychology paper for class when he gets a phone call inviting him to a party. His decision to finish the paper before going to the party reflects the functioning of the

- a. conscious.
- b. superego.
- c. id.
- d. ego.

Difficulty: 2

Question ID: 12.1-22

Page Ref: 423

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: d. ego.

Rationale: The ego is the primary decision maker, keeping the id in check.

12.1-23. The id is motivated by the desire for

- a. free will.
- b. immediate gratification.
- c. moral perfection.
- d. social acceptability.

Difficulty: 1

Question ID: 12.1-23

Page Ref: 423

Topic: The Psychoanalytic Theory of Personality

Skill: Factual

Objective: 12.2

Answer: b. immediate gratification

% correct 53 a = 24 b = 53 c = 16 d = 6 r = .28

12.1-24. The _____ could be described as similar to a judgmental parent looking down on the _____.

- a. id; superego
- b. ego; id
- c. superego; ego
- d. superego; id

Difficulty: 2

Question ID: 12.1-24

Page Ref: 423

Topic: The Psychoanalytic Theory of Personality

Skill: Factual

Objective: 12.2

Answer: c. superego; ego

12.1-25. Dan just found a wallet with \$300 in it and no identification. For Dan, where will the greatest conflict come from?

- a. Ego and superego
- b. Ego and Id
- c. Id and superego
- d. Ego and libido

Difficulty: 3

Question ID: 12.1-25

Page Ref: 423

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: c. Id and superego

Rationale: The conflict of our primitive impulses and sense of morality would prove the greatest.

12.1-26. What might many customers suggest is lacking in most used car salesmen?

- a. Ego
- b. Libido
- c. Id
- d. Superego

Difficulty: 3

Question ID: 12.1-26

Page Ref: 423

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: d. Superego

Rationale: The superego is our sense of morality, which may be lacking in a used car salesman.

12.1-27. If Joel feels guilty about cheating on his psychology midterm, which of the psychic structures is likely to be responsible?

- a. Superego
- b. Id
- c. Ego
- d. All of the above

Difficulty: 3

Question ID: 12.1-27

Page Ref: 423

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: a. Superego

Rationale: The superego is our sense of morality.

12.1-28. What structure serves as the social component of one's personality?

- a. The actual self
- b. Ego
- c. Id
- d. Superego

Difficulty: 3

Question ID: 12.1-28

Page Ref: 423

Topic: The Psychoanalytic Theory of Personality

Skill: Conceptual

Objective: 12.2

Answer: b. Ego

Rationale: The ego is the principal decision maker, interacting with the real world and resolving conflicts between the id and superego in socially acceptable ways.

12.1-29. Which of the following is NOT one of the three components of the Freudian personality structure?

- a. Alter ego
- b. Ego
- c. Id
- d. Superego

Difficulty: 2

Question ID: 12.1-29

Page Ref: 423

Topic: The Psychoanalytic Theory of Personality

Skill: Factual

Objective: 12.2

Answer: a. Alter ego

% correct 95 a = 95 b = 0 c = 0 d = 5 r = .43

12.1-30. The _____ seeks to find a resolution between the competing demands of the _____.

- a. ego; id and superego
- b. id; ego and superego
- c. superego; alter ego and ego
- d. superego; id and ego

Difficulty: 2

Question ID: 12.1-30

Page Ref: 423

Topic: The Psychoanalytic Theory of Personality

Skill: Factual

Objective: 12.2

Answer: a. ego; id and superego

12.1-31. As you are preparing for your biology exam you notice two of your classmates in the library. After going to talk with them, you discover they are planning to use a cheat sheet during tomorrow's exam. What part of your personality would cause you to feel ashamed or guilty if you too created a cheat sheet for the exam?

- a. The actual self
- b. The ego
- c. The id
- d. The superego

Difficulty: 3

Question ID: 12.1-31

Page Ref: 423

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: d. The superego

Rationale: The superego is our sense of morality and contains our sense of right and wrong.

% correct 67 a = 4 b = 18 c = 10 d = 67 r = .49

12.1-32. What personality structure(s) is/are tasked with the responsibility of keeping the id's impulsive and destructive actions in check?

- a. The actual self and the ideal self
- b. The ego
- c. The ego and the superego
- d. The superego

Difficulty: 2

Question ID: 12.1-32

Page Ref: 423

Topic: The Psychoanalytic Theory of Personality

Skill: Conceptual

Objective: 12.2

Answer: c. The ego and the superego

Rationale: The ego strives to delay gratification and resolves conflicts between the id and superego; the superego makes moral judgments.

12.1-33. According to Freud, defense mechanisms are unconscious attempts to reduce our feelings of

- a. denial.
- b. anxiety.
- c. repression.
- d. regression.

Difficulty: 1

Question ID: 12.1-33

Page Ref: 424

Topic: The Psychoanalytic Theory of Personality

Skill: Factual

Objective: 12.2

Answer: b. anxiety.

12.1-34. According to Freud, defense mechanisms are a(n) _____ part of being a psychologically healthy and well-adjusted individual.

- a. inevitable
- b. necessary
- c. unnecessary
- d. unsafe

Difficulty: 2

Question ID: 12.1-34

Page Ref: 424

Topic: The Psychoanalytic Theory of Personality

Skill: Factual

Objective: 12.2

Answer: b. necessary

12.1-35. Hiram just finished the most difficult statistics exam he has ever taken. When asked the next day by his mother how the exam went, Hiram tells her that he cannot remember a single thing from the previous two days. This experience is most similar to what Freudian defense mechanism?

- a. Denial
- b. Displacement
- c. Projection
- d. Repression

Difficulty: 2

Question ID: 12.1-35

Page Ref: 424

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: d. Repression

Rationale: Repression is the forgetting of threatening memories.

12.1-36. According to Freud, the motivated forgetting of distressing external experiences is known as

- a. denial.
- b. regression.
- c. defense mechanism.
- d. repression.

Difficulty: 1

Question ID: 12.1-36

Page Ref: 424

Topic: The Psychoanalytic Theory of Personality

Skill: Factual

Objective: 12.2

Answer: a. denial.

12.1-37. The Freudian defense mechanism of _____ involves returning psychologically to a younger and safer time.

- a. denial
- b. repression
- c. displacement
- d. regression

Difficulty: 1

Question ID: 12.1-37

Page Ref: 424

Topic: The Psychoanalytic Theory of Personality

Skill: Factual

Objective: 12.2

Answer: d. regression

12.1-38. Whenever Olivia feels badly about an exam performance, she visits the professor and breaks down into tears. As the professor attempts to console her, she is reminded of her childhood. Sigmund Freud would say that Olivia is using _____ to alleviate her anxieties about her academic abilities.

- a. displacement
- b. projection
- c. sublimation
- d. regression

Difficulty: 3

Question ID: 12.1-38

Page Ref: 424

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: d. regression

Rationale: Regression is the act of returning psychologically to a younger age.

12.1-39. Illisa was repeatedly molested as a child by one of her uncles. Which defense mechanism will she likely rely on?

- a. Regression
- b. Repression
- c. Denial
- d. Projection

Difficulty: 3

Question ID: 12.1-39

Page Ref: 425

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: b. Repression

Rationale: Repression is the forgetting of threatening memories.

- 12.1-40. Eila is a 16-year-old girl. Her mom just got remarried to Brick, a strikingly handsome man. Recently, Eila has begun to taunt Brick about his physique and even tells her mom that she can't stand him. What defense mechanism is she exhibiting?

- a. Rationalization
- b. Regression
- c. Reaction-formation
- d. Projection

Difficulty: 3

Question ID: 12.1-40

Page Ref: 425

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: c. Reaction-formation

Rationale: Reaction-formation involves transforming an anxiety-producing experience into its opposite, in this case, attraction into repulsion.

- 12.1-41. Concerned with his own academic flaws and weaknesses, Preston often aggressively lashes out at his instructors via his evaluations of their teaching ability on RateMyProfessor.com and during class teaching evaluations. This is an example of what Freudian defense mechanism?

- a. Displacement
- b. Intellectualization
- c. Projection
- d. Reaction formation

Difficulty: 3

Question ID: 12.1-41

Page Ref: 425

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: c. Projection

Rationale: Projection is the unconscious attribution of our negative qualities onto others.

% correct 37 a = 16 b = 14 c = 37 d = 33 r = .46

- 12.1-42. Shyteria is a toll-booth operator. She nearly always has an hourly encounter with a motorist who berates and belittles her because they are upset about traffic, they don't have enough change, or they are just unhappy that day. As a result, when she gets home Shyteria often yells at her roommates and slams cabinet doors closed when she can't find what she wants. She is displaying classic symptoms of

- a. displacement.
- b. projection.
- c. regression.
- d. sublimation.

Difficulty: 2

Question ID: 12.1-42

Page Ref: 425

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: a. displacement.

Rationale: Displacement involves directing an impulse from a socially unacceptable target onto a more acceptable one.

% correct 55 a = 55 b = 10 c = 10 d = 25 r = .21

12.1-43. Rationalization involves

- a. motivated forgetting of distressing experiences.
- b. unconscious attribution of our negative qualities onto others.
- c. providing reasonable-sounding explanations for unreasonable behaviors or failures.
- d. transforming an anxiety-producing experience into its opposite.

Difficulty: 1

Question ID: 12.1-43

Page Ref: 425

Topic: The Psychoanalytic Theory of Personality

Skill: Factual

Objective: 12.2

Answer: c. providing reasonable-sounding explanations for unreasonable behaviors or failures.

12.1-44. In one of Aesop's fables, a fox is unable to obtain some grapes that he truly wishes to have. However, after failing to obtain them, he downplays their importance. This behavior is most consistent with the defense mechanism of

- a. displacement.
- b. intellectualization.
- c. rationalization.
- d. sublimation.

Difficulty: 2

Question ID: 12.1-44

Page Ref: 425

Topic: The Psychoanalytic Theory of Personality

Skill: Conceptual

Objective: 12.2

Answer: c. rationalization.

Rationale: Rationalization refers to providing reasonable-sounding explanations for failures.

% correct 65 a = 25 b = 5 c = 65 d = 5 r = .50

12.1-45. Hans forgot to pick up his girlfriend at the airport because he became so engrossed in the football game he was watching that he lost track of time. Which defense mechanism is he likely to engage in?

- a. Rationalization
- b. Repression
- c. Projection
- d. Displacement

Difficulty: 3

Question ID: 12.1-45

Page Ref: 425

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: a. Rationalization

Rationale: Rationalization refers to providing reasonable-sounding explanations for failures.

12.1-46. Which order is correct for Freud's psychosexual stages of development?

- a. Oral, phallic, genital, latency, anal
- b. Anal, oral, genital, latency, phallic
- c. Genital, anal, oral, phallic, latency
- d. Oral, anal, phallic, latency, genital

Difficulty: 2

Question ID: 12.1-46

Page Ref: 426

Topic: Psychosexual Stages of Development

Skill: Factual

Objective: 12.2

Answer: d. Oral, anal, phallic, latency, genital

12.1-47. You notice your classmate Hannah chewing on her pencil as she takes her psychology final. Which psychosexual stage may not have been resolved?

- a. Genital
- b. Phallic
- c. Oral
- d. Anal

Difficulty: 3

Question ID: 12.1-47

Page Ref: 426

Topic: Psychosexual Stages of Development

Skill: Applied

Objective: 12.2

Answer: c. Oral

Rationale: The oral stage focuses on the mouth.

12.1-48. A newborn baby is in what stage of psychosexual development?

- a. Anal stage
- b. Latency stage
- c. Oral stage
- d. Phallic stage

Difficulty: 1

Question ID: 12.1-48

Page Ref: 426

Topic: Psychosexual Stages of Development

Skill: Factual

Objective: 12.2

Answer: c. Oral stage

% correct 85 a = 5 b = 5 c = 85 d = 5 r = .36

12.1-49. A Freudian psychotherapist would assert that an alcoholic or a chain-smoker is stuck in what stage of development?

- a. Anal
- b. Genital
- c. Latency
- d. Oral

Difficulty: 2

Question ID: 12.1-49

Page Ref: 426

Topic: Psychosexual Stages of Development

Skill: Conceptual

Objective: 12.2

Answer: d. Oral

Rationale: These behaviors apply to adults who are orally fixated.

% correct 63 a = 4 b = 4 c = 26 d = 63 r = .46

12.1-50. According to Freud, habits such as smoking or overeating could result from a fixation in the _____ stage.

- a. oral
- b. anal
- c. genital
- d. phallic

Difficulty: 2

Question ID: 12.1-50

Page Ref: 426

Topic: Psychosexual Stages of Development

Skill: Conceptual

Objective: 12.2

Answer: a. oral

Rationale: The oral stage focuses on the mouth and the actions of sucking and drinking.

12.1-51. Conflicts over toilet-training and other attempts by a 2-year-old to exert control over his or her environment are most evident during the _____ stage of psychosexual development.

- a. anal
- b. latency
- c. oral
- d. phallic

Difficulty: 2

Question ID: 12.1-51

Page Ref: 426

Topic: Psychosexual Stages of Development

Skill: Conceptual

Objective: 12.2

Answer: a. anal

Rationale: During the anal stage, children first come face to face with psychological conflict.

% correct 90 a = 90 b = 0 c = 10 d = 0 r = .46

12.1-52. The main conflict of the anal stage comes from

- a. the Oedipal complex.
- b. toilet training.
- c. sexual repression.
- d. weaning off the breast or bottle.

Difficulty: 2

Question ID: 12.1-52

Page Ref: 426

Topic: Psychosexual Stages of Development

Skill: Conceptual

Objective: 12.2

Answer: b. toilet training.

Rationale: Children face psychological conflict because they want to relieve their bowels but must inhibit their urges until they find a socially appropriate place—the toilet.

12.1-53. Jayne is a 26-month-old toddler. She is most likely in the _____ stage.

- a. oral
- b. anal
- c. phallic
- d. genital

Difficulty: 1

Question ID: 12.1-53

Page Ref: 426

Topic: Psychosexual Stages of Development

Skill: Conceptual

Objective: 12.2

Answer: b. anal

Rationale: The anal stage lasts from about 18 months to 3 years.

12.1-54. The Oedipus (or Electra) complex is most likely experienced in the _____ stage.

- a. genital
- b. oral
- c. phallic
- d. anal

Difficulty: 1

Question ID: 12.1-54

Page Ref: 426-427

Topic: Psychosexual Stages of Development

Skill: Factual

Objective: 12.2

Answer: c. phallic

- 12.1-55. Stewie has developed strong feelings for his mother and views his father as a rival for her attention. However, he is afraid that his father will find out and interfere with these plans. Stewie is clearly immersed in the _____ stage.

- a. anal
- b. genital
- c. oral
- d. phallic

Difficulty: 2

Question ID: 12.1-55

Page Ref: 426–427

Topic: Psychosexual Stages of Development

Skill: Applied

Objective: 12.2

Answer: d. phallic

Rationale: During the phallic stage, we see the emergence of the Oedipus and Electra complexes.

% correct 80 a = 0 b = 20 c = 0 d = 80 r = .22

- 12.1-56. Sexual impulses are submerged into the unconscious during the _____ stage.

- a. genital
- b. latency
- c. phallic
- d. anal

Difficulty: 1

Question ID: 12.1-56

Page Ref: 427

Topic: Psychosexual Stages of Development

Skill: Factual

Objective: 12.2

Answer: b. latency

- 12.1-57. According to Freud, appropriate sexual and romantic relationships are only possible when an individual has attained the _____ stage of psychosexual development.

- a. anal
- b. genital
- c. oral
- d. phallic

Difficulty: 2

Question ID: 12.1-57

Page Ref: 427

Topic: Psychosexual Stages of Development

Skill: Conceptual

Objective: 12.2

Answer: b. genital

Rationale: The genital stage is the final stage of Freud's development theory, wherein mature romantic relationships are possible.

12.1-58. When reviewing Freud's theory of personality development, a critical thinker would be most concerned about

- a. confusing correlation with causation.
- b. the lack of falsifiable hypotheses for key aspects.
- c. the lack of extraordinary evidence for extraordinary claims.
- d. the high level of support for many key aspects.

Difficulty: 3

Question ID: 12.1-58

Page Ref: 427

Topic: Psychoanalytic Theory Evaluated Critically

Skill: Conceptual

Objective: 12.3

Answer: b. the lack of falsifiable hypotheses for key aspects.

Rationale: Critics have noted that many features of Freudian theory are unfalsifiable.

% correct 50 a = 5 b = 50 c = 45 d = 0 r = .21

12.1-59. A major issue that many people have with Freud's theory is

- a. that our awareness of the causes for our behaviors is quite good.
- b. he overemphasized the importance of the conscious mind.
- c. the generalization of his ideas from an unrepresentative sample.
- d. he underemphasized the importance of shared environmental influences in personality development.

Difficulty: 2

Question ID: 12.1-59

Page Ref: 427-428

Topic: Psychoanalytic Theory Evaluated Critically

Skill: Factual

Objective: 12.3

Answer: c. the generalization of his ideas from an unrepresentative sample.

% correct 35 a = 10 b = 15 c = 35 d = 40 r = .30

12.1-60. Which is NOT a criticism of Freud's theories?

- a. Unrepresentative samples
- b. Failed predictions
- c. Unfalsifiability
- d. Importance of early experiences

Difficulty: 2

Question ID: 12.1-60

Page Ref: 427-428

Topic: Psychoanalytic Theory Evaluated Critically

Skill: Conceptual

Objective: 12.3

Answer: d. Importance of early experiences

Rationale: Most psychoanalysts agree that early experiences do impact development.

- 12.1-61. The neo-Freudians agreed with Freud's ideas on
- our inborn, basic destructive impulses.
 - the importance of later adult experiences influencing personality development.
 - the important roles of sexuality and aggression in personality development.
 - the unconscious influences on behavior.

Difficulty: 2

Question ID: 12.1-61

Page Ref: 428

Topic: Freud's Followers: The Neo-Freudians

Skill: Factual

Objective: 12.4

Answer: d. the unconscious influences on behavior.

- 12.1-62. Freud placed much more emphasis on _____ than either Adler or Jung.
- the unconscious
 - sexuality
 - anxiety
 - childhood

Difficulty: 1

Question ID: 12.1-62

Page Ref: 428

Topic: Freud's Followers: The Neo-Freudians

Skill: Factual

Objective: 12.4

Answer: b. sexuality

- 12.1-63. Compared to Freud himself, the neo-Freudians placed more importance on _____ and less on _____.
- sexuality; social drives
 - unconscious; personality
 - social drives; unconscious
 - social drives; sexuality

Difficulty: 2

Question ID: 12.1-63

Page Ref: 428

Topic: Freud's Followers: The Neo-Freudians

Skill: Conceptual

Objective: 12.4

Answer: d. Social drives, sexuality

Rationale: Neo-Freudian theories placed less emphasis on sexuality and more emphasis on social drives, such as the need for approval.

- 12.1-64. Adler suggested that the principal motive in human personality is
- sex.
 - striving for superiority.
 - aggression.
 - self-actualization.

Difficulty: 1

Question ID: 12.1-64

Page Ref: 428

Topic: Freud's Followers: The Neo-Freudians

Skill: Factual

Objective: 12.4

Answer: b. striving for superiority.

12.1-65. The inferiority complex was inspired by

- a. Freud
- b. Jung
- c. Adler
- d. Maslow

Difficulty: 1

Question ID: 12.1-65

Page Ref: 428

Topic: Freud's Followers: The Neo-Freudians

Skill: Factual

Objective: 12.4

Answer: c. Adler

12.1-66. Which neo-Freudian introduced the concept of the inferiority complex into discussions of psychological adjustment?

- a. Adler
- b. Fromm
- c. Horney
- d. Jung

Difficulty: 2

Question ID: 12.1-66

Page Ref: 428

Topic: Freud's Followers: The Neo-Freudians

Skill: Factual

Objective: 12.4

Answer: a. Adler

% correct 51 a = 51 b = 10 c = 18 d = 20 r = .39

12.1-67. Noah, the back-up quarterback on the football team, never stops talking about how great he is. He insists that if the coach would only give him a chance, he would show everyone that he is the best. What might Noah be exhibiting?

- a. Inferiority complex
- b. Style of life
- c. An archetype
- d. Superiority complex

Difficulty: 3

Question ID: 12.1-67

Page Ref: 428

Topic: Freud's Followers: The Neo-Freudians

Skill: Applied

Objective: 12.4

Answer: a. Inferiority complex

Rationale: An inferiority complex refers to feelings of low self-esteem that can lead to overcompensation for such feelings.

12.1-68. Who is NOT a psychodynamic personality theorist?

- a. Carl Rogers
- b. Alfred Adler
- c. Sigmund Freud
- d. Carl Jung

Difficulty: 2

Question ID: 12.1-68

Page Ref: 428–429

Topic: Freud's Followers: The Neo-Freudians

Skill: Factual

Objective: 12.4

Answer: a. Carl Rogers

12.1-69. Which neo-Freudian emphasized the importance of the collective unconscious in personality development?

- a. Adler
- b. Fromm
- c. Horney
- d. Jung

Difficulty: 2

Question ID: 12.1-69

Page Ref: 429

Topic: Freud's Followers: The Neo-Freudians

Skill: Factual

Objective: 12.4

Answer: d. Jung

12.1-70. The collective unconscious is associated with which theorist?

- a. Jung
- b. Freud
- c. Adler
- d. Horney

Difficulty: 1

Question ID: 12.1-70

Page Ref: 429

Topic: Freud's Followers: The Neo-Freudians

Skill: Factual

Objective: 12.4

Answer: a. Jung

12.1-71. Jung's theory suggests that the _____ is a collection of latent memories from people's ancestral past.

- a. conscious
- b. collective unconscious
- c. personal unconscious
- d. locus of control

Difficulty: 2

Question ID: 12.1-71

Page Ref: 429

Topic: Freud's Followers: The Neo-Freudians

Skill: Factual

Objective: 12.4

Answer: b. collective unconscious

12.1-72. According to Jung, what idea may explain the similarities among Zeus, Jupiter, and Allah as supreme beings?

- a. Personal unconscious
- b. Social unconscious
- c. Collective unconscious
- d. Ancestral unconscious

Difficulty: 3

Question ID: 12.1-72

Page Ref: 429

Topic: Freud's Followers: The Neo-Freudians

Skill: Applied

Objective: 12.4

Answer: c. Collective unconscious

Rationale: Jung maintained that our collective unconscious houses shared ancestral memories passed down across generations.

12.1-73. Dr. Keller is a Jungian psychologist. He is working with young Bobby who has been experiencing some anxiety problems. Where might he take Bobby for their sessions?

- a. His office
- b. The beach
- c. The pool
- d. All of the above

Difficulty: 3

Question ID: 12.1-73

Page Ref: 429

Topic: Freud's Followers: The Neo-Freudians

Skill: Applied

Objective: 12.4

Answer: d. All of the above

Rationale: Jung maintained that our collective unconscious houses shared ancestral memories passed down across generations; as such, treatment of disorders would not be situation-specific.

12.1-74. _____ disagreed with Freud's concept of penis envy in females.

- a. Carl Jung
- b. Carl Rogers
- c. Karen Horney
- d. Alfred Adler

Difficulty: 1

Question ID: 12.1-74

Page Ref: 429

Topic: Freud's Followers: The Neo-Freudians

Skill: Factual

Objective: 12.4

Answer: c. Karen Horney

12.1-75. _____ disagreed with Freud's concept of penis envy in females.

- a. Carl Jung
- b. Carl Rogers
- c. Karen Horney
- d. Alfred Adler

Difficulty: 1

Question ID: 12.1-75

Page Ref: 429

Topic: Freud's Followers: The Neo-Freudians

Skill: Factual

Objective: 12.4

Answer: c. Karen Horney

12.1-76. Which theorist strongly disagreed with Freud's ideas about women and their feelings of inferiority and the Oedipus complex?

- a. Adler
- b. Horney
- c. Jung
- d. Klein

Difficulty: 2

Question ID: 12.1-76

Page Ref: 429–430

Topic: Freud's Followers: The Neo-Freudians

Skill: Factual

Objective: 12.4

Answer: b. Horney

12.1-77. A common criticism of Adler, Freud, and Jung's theories of personality development is

- a. they place too much importance on adolescence and not enough on early childhood experiences.
- b. they overestimate the importance of the conscious mind in personality development.
- c. they are filled with unfalsifiable claims.
- d. they underestimate the human capacity for engaging in selfish and destructive actions.

Difficulty: 1

Question ID: 12.1-77

Page Ref: 430

Topic: Freud's Followers: The Neo-Freudians

Skill: Conceptual

Objective: 12.4

Answer: c. they are filled with unfalsifiable claims.

Rationale: Though the neo-Freudians differed from Freud, they still couldn't provide falsifiable evidence.

12.1-78. The behavioral theories tend to focus on

- a. unconscious desires.
- b. learning.
- c. genetics.
- d. self-actualization.

Difficulty: 2

Question ID: 12.1-78

Page Ref: 430

Topic: Behavioral Views of the Causes of Personality

Skill: Conceptual

Objective: 12.5

Answer: b. learning.

Rationale: Behaviorists believe that differences in our personalities stem largely from differences in our learning histories.

12.1-79. What perspective on personality development is most concerned with how one's learning history influences who they later become?

- a. Behavioral
- b. Humanistic
- c. Psychoanalytic
- d. Trait

Difficulty: 2

Question ID: 12.1-79

Page Ref: 430

Topic: Behavioral Views of the Causes of Personality

Skill: Factual

Objective: 12.5

Answer: a. Behavioral

12.1-80. Dr. Law is giving a lecture on radical behaviorism. Which of the following terms might you be surprised to hear as part of the lecture?

- a. Covert behavior
- b. Unconscious
- c. Overt behavior
- d. Contingencies

Difficulty: 3

Question ID: 12.1-80

Page Ref: 431

Topic: Behavioral, Social Learning, and Humanistic Theories of Personality

Skill: Applied

Objective: 12.5

Answer: b. Unconscious

Rationale: Behavioral theories focus more on conscious motivations.

12.1-81. Radical behaviorists believe that free will is

- a. entirely unconscious.
- b. an illusion.
- c. fixed by adolescence.
- d. entirely conscious.

Difficulty: 2

Question ID: 12.1-81

Page Ref: 431

Topic: Behavioral Views of the Causes of Personality

Skill: Factual

Objective: 12.5

Answer: b. an illusion.

12.1-82. An area of agreement between the Freudian and behaviorist perspectives is

- a. the belief that free will is an illusion.
- b. the importance of the conscious mind.
- c. the importance of sexuality and aggression as human motives that drive personality.
- d. their focus on the unconscious mind as it was conceptualized by Sigmund Freud.

Difficulty: 3

Question ID: 12.1-82

Page Ref: 431

Topic: Behavioral Views of the Causes of Personality

Skill: Factual

Objective: 12.5

Answer: a. the belief that free will is an illusion.

12.1-83. Skinner's approach is most open to criticism about its neglect of the role of _____ in personality development.

- a. environmental contingencies
- b. other people's behavior
- c. the self
- d. thinking

Difficulty: 3

Question ID: 12.1-83

Page Ref: 431

Topic: Behavioral Views of the Causes of Personality

Skill: Factual

Objective: 12.5

Answer: d. thinking

12.1-84. The role of one's thought patterns in personality development was emphasized by

- a. classical conditioning theorists.
- b. humanistic theorists.
- c. operant conditioning theorists.
- d. social learning theorists.

Difficulty: 1

Question ID: 12.1-84

Page Ref: 431

Topic: Social Learning Theories of Personality

Skill: Conceptual

Objective: 12.6

Answer: d. social learning theorists.

Rationale: Social learning theorists emphasized thinking as a cause of personality.

12.1-85. _____ focused on how we are influenced by our differing social environments.

- a. Behaviorists
- b. Social learning theorists
- c. Humanists
- d. Psychoanalysts

Difficulty: 3

Question ID: 12.1-85

Page Ref: 432

Topic: Social Learning Theories of Personality

Skill: Conceptual

Objective: 12.6

Answer: b. Social learning theorists

Rationale: Social learning theorists maintain that observational learning plays a large part in personality development.

12.1-86. After watching an episode of *Caillou*, young Aziza goes into the kitchen and helps her mom put away the dishes. What type of learning has Aziza engaged in?

- a. Reciprocal determinism
- b. Social reinforcement
- c. Observational learning
- d. Altruistic learning

Difficulty: 3

Question ID: 12.1-86

Page Ref: 432

Topic: Social Learning Theories of Personality

Skill: Applied

Objective: 12.6

Answer: c. Observational learning

Rationale: Observational learning occurs by watching others and greatly expands the range of stimuli from which we can benefit.

12.1-87. Ms. Michelle believes it is important that her students feel responsible for producing the positive outcomes in their lives. As a result she is likely to

- a. examine their early childhood experiences for opportunities to demonstrate their accomplishments.
- b. allow them the chance to influence important class policies and assessment of student learning.
- c. encourage self-actualization via empathy and active listening.
- d. create situations where she controls the student's ability to earn good grades.

Difficulty: 2

Question ID: 12.1-87

Page Ref: 432

Topic: Social Learning Theories of Personality

Skill: Applied

Objective: 12.6

Answer: b. allow them the chance to influence important class policies and assessment of student learning.

Rationale: Social learning theorists emphasize the concept of locus of control, the extent to which people believe reinforcers and punishers lie inside or outside their control.

12.1-88. The extent to which people believe that reinforcers and punishers lie inside or outside of their control refers to

- a. humanism.
- b. locus of control.
- c. self-actualization.
- d. archetypes.

Difficulty: 1

Question ID: 12.1-88

Page Ref: 432

Topic: Social Learning Theories of Personality

Skill: Factual

Objective: 12.6

Answer: b. locus of control.

12.1-89. Dylan believes that his hard work, rather than luck or chance, resulted in his promotion at work. Dylan probably has

- a. an external locus of control.
- b. self-delusions.
- c. an internal locus of control.
- d. an inferiority complex.

Difficulty: 2

Question ID: 12.1-89

Page Ref: 432

Topic: Social Learning Theories of Personality

Skill: Applied

Objective: 12.6

Answer: c. an internal locus of control.

Rationale: People with an internal locus of control believe that life events are largely within their control.

12.1-90. Achak is upset. He tells his roommate that if his psychology teacher knew what he was doing, Achak would not have flunked his midterm. What type of control is Achak demonstrating?

- a. Extrinsic
- b. Reciprocal
- c. Internal
- d. External

Difficulty: 3

Question ID: 12.1-90

Page Ref: 432

Topic: Social Learning Theories of Personality

Skill: Applied

Objective: 12.6

Answer: d. External

Rationale: People with an external locus of control believe that life events are largely a product of chance and fate.

12.1-91. Who is at the LEAST risk for depression?

- a. Carrie, who believes that her team will lose if she doesn't wear her lucky ribbon
- b. Jackie, who believes that she will make an "A" if she studies hard enough
- c. Amelia, who believes that she was fated to break up with her boyfriend
- d. Courtney, who believes that she will win the lottery this week

Difficulty: 3

Question ID: 12.1-91

Page Ref: 432

Topic: Social Learning Theories of Personality

Skill: Applied

Objective: 12.6

Answer: b. Jackie, who believes that she will make an "A" if she studies hard enough

Rationale: All forms of psychological distress are associated with an external locus of control.

12.1-92. Who is at the greatest risk for anxiety problems?

- a. Homer, who believes that if he delivers a good interview, he can get the job
- b. Krissa, who believes that she can win the race because of her intense training
- c. Vanessa, who believes that her rabbit's foot will help her bowl better
- d. Daisy, who believes that all the extra work she has done will earn her a promotion

Difficulty: 3

Question ID: 12.1-92

Page Ref: 432

Topic: Social Learning Theories of Personality

Skill: Applied

Objective: 12.6

Answer: c. Vanessa, who believes that her rabbit's foot will help her bowl better

Rationale: All forms of psychological distress are associated with an external locus of control.

12.1-93. What evidence argues most strongly AGAINST social learning theorists' claims that observational learning is a key causal factor in personality development?

- a. Conscious processing occurs more infrequently than unconscious processing.
- b. The effects of shared environment on adult personality is weak at best.
- c. It is difficult to show how reciprocal determinism would exist in daily life.
- d. Researchers consistently find that adult personality is stable rather than changing.

Difficulty: 3

Question ID: 12.1-93

Page Ref: 433

Topic: Social Learning Theories of Personality

Skill: Conceptual

Objective: 12.6

Answer: b. The effects of shared environment on adult personality is weak at best.

Rationale: If we share the environment and take our cues from family members, we would turn out like them, but this isn't always the case.

- 12.1-94. What was the third, and some would say final, major force in the field of personality psychology?
- a. Behaviorism
 - b. Humanism
 - c. Psychoanalytic
 - d. Social learning

Difficulty: 2

Question ID: 12.1-94

Page Ref: 433

Topic: Humanistic Models of Personality: The Third Force

Skill: Factual

Objective: 12.7

Answer: b. Humanism

- 12.1-95. The personality theory that said people were free to choose either adaptive or self-defeating patterns is known as
- a. behaviorism.
 - b. humanism.
 - c. self-actualization.
 - d. social learning.

Difficulty: 1

Question ID: 12.1-95

Page Ref: 433

Topic: Humanistic Models of Personality: The Third Force

Skill: Conceptual

Objective: 12.7

Answer: b. humanism.

Rationale: Humanists embraced the notion of free will, saying we can choose our paths in life.

- 12.1-96. A major difference between the humanists and both the behaviorists and psychoanalytic theorists is that the humanists focus on
- a. the destructive side of human nature.
 - b. free will.
 - c. the scientific method.
 - d. unconscious information processing.

Difficulty: 1

Question ID: 12.1-96

Page Ref: 433

Topic: Humanistic Models of Personality: The Third Force

Skill: Conceptual

Objective: 12.7

Answer: b. free will.

Rationale: Humanistic psychologists rejected the determinism of psychoanalysts and behaviorists.

12.1-97. Humanists claim that the core motive in personality is

- a. self-actualization.
- b. aggression.
- c. sexuality.
- d. need to belong.

Difficulty: 2

Question ID: 12.1-97

Page Ref: 433

Topic: Humanistic Models of Personality: The Third Force

Skill: Factual

Objective: 12.7

Answer: a. self-actualization.

12.1-98. According to the humanists, a key motive in human personality development was

- a. achieving desired behavioral contingencies.
- b. conditional acceptance.
- c. personal fulfillment and growth.
- d. resolving internal motivational conflict.

Difficulty: 2

Question ID: 12.1-98

Page Ref: 433

Topic: Humanistic Models of Personality: The Third Force

Skill: Conceptual

Objective: 12.7

Answer: c. personal fulfillment and growth.

Rationale: A primary focus of the humanistic view is self-actualization, the drive to develop our innate potential to the fullest possible extent.

12.1-99. While _____ would argue that self-actualization is a worthy goal for self-development, _____ would strongly disagree.

- a. Freud; Maslow
- b. Freud; Skinner
- c. Maslow; Freud
- d. Maslow; Rogers

Difficulty: 3

Question ID: 12.1-99

Page Ref: 433

Topic: Humanistic Models of Personality: The Third Force

Skill: Applied

Objective: 12.7

Answer: c. Maslow; Freud

Rationale: Maslow studied self-actualized people, Freud would dive into their subconscious.

12.1-100. The most well-known humanistic theorist was

- a. Sigmund Freud.
- b. Carl Rogers.
- c. Carl Jung.
- d. Alfred Adler.

Difficulty: 1

Question ID: 12.1-100

Page Ref: 433

Topic: Humanistic Models of Personality: The Third Force

Skill: Factual

Objective: 12.7

Answer: b. Carl Rogers.

12.1-101. According to Rogers, expectations we place on ourselves for appropriate and inappropriate behaviors are called

- a. self-actualization.
- b. conditions of worth.
- c. locus of control.
- d. openness to experience.

Difficulty: 2

Question ID: 12.1-101

Page Ref: 433

Topic: Humanistic Models of Personality

Skill: Factual

Objective: 12.7

Answer: b. conditions of worth.

12.1-102. Gordon is concerned that his parenting will lead his son and two daughters to feel that they are only loved and accepted when they do things that he approves of and values. This is most similar to

- a. Rotter's notion of locus of control.
- b. Freud's notion of the id, ego, and superego.
- c. Rogers's notion of conditions of worth.
- d. Skinner's notion of reinforcers and punishers.

Difficulty: 3

Question ID: 12.1-102

Page Ref: 433

Topic: Humanistic Models of Personality: The Third Force

Skill: Applied

Objective: 12.7

Answer: c. Rogers's notion of conditions of worth.

Rationale: Conditions of worth are the expectations we place on ourselves for appropriate and inappropriate behavior, internalized from parents and society; self-acceptance is therefore conditional upon acting in specific ways.

12.1-103. Colin really loves to dance, but his father insists that he goes out for the rugby team. What is Colin likely to experience while playing rugby?

- a. Incongruence
- b. Disequilibrium
- c. Disconnected
- d. Self-analysis

Difficulty: 3

Question ID: 12.1-103

Page Ref: 433

Topic: Humanistic Models of Personality: The Third Force

Skill: Applied

Objective: 12.7

Answer: a. Incongruence

Rationale: According to Rogers, incongruence results when our personalities are inconsistent with our innate dispositions.

12.1-104. Which of the following statements might lead to feelings of incongruence?

- a. If you want to go out for the cheerleading squad, I think that is wonderful.
- b. I would rather you join the band than go out for the basketball team.
- c. I think it is wonderful when you draw pictures, but why don't you try using markers next time.
- d. I know that you are shy, so why don't you sit in the back of the class.

Difficulty: 3

Question ID: 12.1-104

Page Ref: 433

Topic: Humanistic Models of Personality: The Third Force

Skill: Applied

Objective: 12.7

Answer: b. I would rather you join the band than go out for the basketball team.

Rationale: According to Rogers, incongruence results when our personalities are inconsistent with our innate dispositions.

12.1-105. Maslow and Rogers would be likely to disagree with Freud's focus on

- a. determinism.
- b. the positive effects of society on our behavior.
- c. the unconscious mind.
- d. all of the above.

Difficulty: 2

Question ID: 12.1-105

Page Ref: 433

Topic: Humanistic Models of Personality: The Third Force

Skill: Conceptual

Objective: 12.7

Answer: d. all of the above.

Rationale: The humanistic model is based on assumptions that are different from the psychoanalytic model.

% correct 61 a = 2 b = 8 c = 29 d = 61 $r = .19$

12.1-106. Which statement best fits the humanistic philosophy?

- a. I had to take psychology.
- b. I felt compelled to take psychology.
- c. I don't know why I signed up for psychology.
- d. I wanted to take psychology.

Difficulty: 3

Question ID: 12.1-106

Page Ref: 433

Topic: Humanistic Models of Personality: The Third Force

Skill: Applied

Objective: 12.7

Answer: d. I wanted to take psychology.

Rationale: Humanistic psychologists embrace the notion of free will.

12.1-107. A focus on the self would be of most direct interest to the _____ perspective on personality development.

- a. behavioral
- b. humanistic
- c. psychoanalytic
- d. trait

Difficulty: 1

Question ID: 12.1-107

Page Ref: 433

Topic: Humanistic Models of Personality: The Third Force

Skill: Factual

Objective: 12.7

Answer: b. humanistic

% correct 60 a = 20 b = 60 c = 10 d = 10 r = .44

12.1-108. Donelle has not yet satisfied his self-actualization needs. Which characteristic best reflects his current condition?

- a. His self-centered nature
- b. His arrogant nature
- c. His nonconforming nature
- d. His small circle of close friendships

Difficulty: 3

Question ID: 12.1-108

Page Ref: 433–434

Topic: Humanistic Models of Personality: The Third Force

Skill: Applied

Objective: 12.7

Answer: a. His self-centered nature

Rationale: According to Maslow, self-actualized people tend to be accepting of themselves and others, self-confident but not self-centered, lacking the need to be popular, with a few deep friendships, and can come off as introverted or aloof.

- 12.1-109. One path for achieving self-actualization is through attainment of
- a. desired reinforcers.
 - b. gratification of the id.
 - c. peak experiences.
 - d. gratification of the superego.

Difficulty: 2

Question ID: 12.1-109

Page Ref: 434

Topic: Humanistic Models of Personality: The Third Force

Skill: Conceptual

Objective: 12.7

Answer: c. peak experiences.

Rationale: Peak experiences help us transcend basic needs.

- 12.1-110. Dr. Iness is studying the distress calls of several different types of animals. What field of psychology is his specialty?
- a. Humanistic
 - b. Biological
 - c. Behavioral
 - d. Comparative

Difficulty: 3

Question ID: 12.1-110

Page Ref: 434

Topic: Humanistic Models of Personality: The Third Force

Skill: Applied

Objective: 12.7

Answer: d. Comparative

Rationale: Comparative psychology compares behavior across species.

- 12.1-111. According to Maslow, a self-actualized person is someone who is
- a. concerned with developing friendships with others.
 - b. creative and accepting.
 - c. extraverted and outgoing.
 - d. self-centered.

Difficulty: 1

Question ID: 12.1-111

Page Ref: 434

Topic: Humanistic Models of Personality: The Third Force

Skill: Factual

Objective: 12.7

Answer: b. creative and accepting.

12.1-112. The key difference between Maslow's and Rogers's work was the former's focus on _____ and the latter's focus on _____.

- a. determinism; free will
- b. free will; determinism
- c. self-actualized individuals; how self-actualization was thwarted
- d. self-actualized individuals; unconscious mental processing

Difficulty: 1

Question ID: 12.1-112

Page Ref: 434

Topic: Humanistic Models of Personality: The Third Force

Skill: Factual

Objective: 12.7

Answer: c. self-actualized individuals; how self-actualization was thwarted

% correct 22 a = 14 b = 20 c = 22 d = 43 r = .20

12.1-113. A key criticism of the humanistic perspective on personality is that it

- a. is easy to falsify.
- b. is missing a discussion on the influence of selfless motives in personality development.
- c. is overly optimistic about the basic goodness of human nature.
- d. underestimates the influence of external factors in personality development.

Difficulty: 3

Question ID: 12.1-113

Page Ref: 434

Topic: Humanistic Models of Personality: The Third Force

Skill: Conceptual

Objective: 12.7

Answer: c. is overly optimistic about the basic goodness of human nature.

Rationale: Comparative psychologists challenged the humanist claim that human nature is entirely positive; aggression is probably part of humans' genetic heritage and the humanistic model glosses over the dark side of human nature.

12.1-114. Ramon is a psychotherapist whose therapeutic orientation follows that of Maslow and Rogers. He readily has an explanation for why his depressed and anxious clients improve with treatment ("They have removed the conditions inhibiting a sense of worth from their lives"), as well as why some of his patients fail to improve with treatment ("Important people in their lives continue to thwart the development of self-actualization"). A critical thinker would recognize that Ramon's approach

- a. cannot be falsified.
- b. fails to rule out rival hypotheses.
- c. lacks extraordinary evidence for his extraordinary claims.
- d. reflects his own personal biases and therefore cannot be trusted.

Difficulty: 2

Question ID: 12.1-114

Page Ref: 434

Topic: Humanistic Models of Personality: The Third Force

Skill: Applied

Objective: 12.7

Answer: a. cannot be falsified.

Rationale: Humanistic models are, like other personality theories, hard to falsify.

- 12.1-115. A statistical technique that analyzes the correlations among responses on personality inventories and other measures is called
- the Big Five.
 - factor analysis.
 - self-actualization.
 - standard deviation.

Difficulty: 2

Question ID: 12.1-115

Page Ref: 435

Topic: Trait Models: Key Challenges

Skill: Factual

Objective: 12.8

Answer: b. factor analysis.

- 12.1-116. The 1968 book *Personality and Assessment* was written by
- Alfred Adler.
 - Abraham Maslow.
 - B.F. Skinner.
 - Walter Mischel.

Difficulty: 1

Question ID: 12.1-116

Page Ref: 435

Topic: Personality Traits Under Siege: Walter Mischel's Critique

Skill: Factual

Objective: 12.8

Answer: d. Walter Mischel.

- 12.1-117. Mischel would most likely explain an individual's behavior by focusing on
- personality traits.
 - unconscious motives.
 - situational factors.
 - genetic factors.

Difficulty: 3

Question ID: 12.1-117

Page Ref: 435–436

Topic: Personality Traits Under Siege: Walter Mischel's Critique

Skill: Conceptual

Objective: 12.8

Answer: c. situational factors.

Rationale: Mischel found low correlations among different behaviors believed to reflect the same trait.

- 12.1-118. Roberta has collected data on students' personality traits. According to Walter Mischel, the students' traits will likely _____ predict whether or not they cheat on an upcoming exam.
- fail to
 - moderately
 - strongly
 - weakly

Difficulty: 3

Question ID: 12.1-118

Page Ref: 435–436

Topic: Personality Traits Under Siege: Walter Mischel's Critique

Skill: Applied

Objective: 12.9

Answer: d. weakly

Rationale: Mischel's research confirmed that personality traits are not highly predictive of isolated behaviors in a single situation.

- 12.1-119. Jennette scored very low on a measure of extraversion contained on a personality inventory she took in her psychology class. What can we predict about her likeliness to attend Saturday's homecoming dance?
- This would indicate a preference for quiet, reserved settings, so she probably won't attend.
 - We would not do very well predicting her attendance at the dance.
 - Despite a low score on extraversion, if Jennette has nothing better to do, she will probably attend.
 - If her other scores on the inventory were high, she will probably attend the dance.

Difficulty: 3

Question ID: 12.1-119

Page Ref: 436–437

Topic: Personality Traits Under Siege: Walter Mischel's Critique

Skill: Applied

Objective: 12.9

Answer: b. We would not do very well predicting her attendance at the dance.

Rationale: Mischel's research confirmed that personality traits are not highly predictive of isolated behaviors in a single situation.

- 12.1-120. Based on trait theorists' response to Mischel's critique, how would you expect Donovan's prejudiced personality traits toward Latinos to impact his behavior as a waiter at a restaurant?
- His general personality traits will have no direct impact on his behavior.
 - If one looks at his aggregated behaviors, they will see a relationship between his personality traits and his behavior.
 - His behavior will be the opposite of his personality traits because of the training he received in appreciating diversity.
 - If one looks at his aggregated behaviors, they will not see a relationship between his personality traits and his behavior.

Difficulty: 3

Question ID: 12.1-120

Page Ref: 436–437

Topic: Personality Traits Under Siege: Walter Mischel's Critique

Skill: Applied

Objective: 12.9

Answer: b. If one looks at his aggregated behaviors, they will see a relationship between his personality traits and his behavior.

Rationale: Epstein's research showed that personality traits are often highly predictive of aggregated behaviors, or those averaged across many situations.

12.1-121. Most trait theorists agree that there are _____ dimensions of personality structure.

- a. 3
- b. 5
- c. 7
- d. 9

Difficulty: 1

Question ID: 12.1-121

Page Ref: 437

Topic: Models of Personality Structure: The Big Five

Skill: Factual

Objective: 12.8

Answer: b. 5

12.1-122. If you surveyed 100 trait theorists, you would expect to see many of them argue that personality is structured on _____ different dimensions.

- a. 2
- b. 4
- c. 5
- d. 7

Difficulty: 2

Question ID: 12.1-122

Page Ref: 437

Topic: Models of Personality Structure: The Big Five

Skill: Conceptual

Objective: 12.9

Answer: c. 5

Rationale: Also known as the Big Five, these have surfaced repeatedly in factor analyses of personality measures.

12.1-123. Which of the following is NOT one of the dimensions of the Big Five?

- a. Conscientiousness
- b. Extraversion
- c. Openness to experience
- d. Sociability

Difficulty: 1

Question ID: 12.1-123

Page Ref: 437

Topic: Models of Personality Structure: The Big Five

Skill: Factual

Objective: 12.9

Answer: d. Sociability

% correct 37 a = 8 b = 33 c = 22 d = 37 r = .48

- 12.1-124. Who probably scored the highest on the conscientiousness scale?
- Garrett, who is about to go bungee jumping
 - Marlene, who is captain of the cheerleading squad
 - Cathy, who is the oldest of three children and has cared for her younger siblings
 - Mable, who is very quiet around strangers

Difficulty: 3

Question ID: 12.1-124

Page Ref: 437

Topic: Models of Personality Structure: The Big Five

Skill: Applied

Objective: 12.9

Answer: c. Cathy, who is the oldest of three children and has cared for her younger siblings

Rationale: Conscientious people tend to be careful and responsible.

- 12.1-125. Which of the following is an important criticism of the Big Five model of personality?
- It fails to correlate with important real-world behaviors.
 - It focuses too little on conscious processing of information.
 - There is no Big Five factor corresponding to morality.
 - People's attitudes are seldom useful as a means for predicting their aggregated behavior.

Difficulty: 1

Question ID: 12.1-125

Page Ref: 438

Topic: Models of Personality Structure: The Big Five

Skill: Conceptual

Objective: 12.9

Answer: c. There is no Big Five factor corresponding to morality.

Rationale: Despite its usefulness, the Big Five fails to capture the whole range of human personalities, including the key variable of morality central to many personality theories.

- 12.1-126. Research suggests that the Big Five personality traits are
- unique to each culture.
 - identical in every culture.
 - fairly consistent across cultures.
 - useless for cultural evaluation.

Difficulty: 2

Question ID: 12.1-126

Page Ref: 438

Topic: Cultural Influences on Personality

Skill: Factual

Objective: 12.8

Answer: c. Fairly consistent across cultures.

12.1-127. A concern with personal goals and increased individual self-esteem is most characteristic of those from _____ cultures.

- a. collectivist
- b. individualistic
- c. narcissistic
- d. selfish

Difficulty: 2

Question ID: 12.1-127

Page Ref: 438

Topic: Cultural Influences on Personality

Skill: Factual

Objective: 12.9

Answer: b. individualistic

12.1-128. Joe works hard to avoid embarrassing himself or his family. What country is he probably from?

- a. Japan
- b. China
- c. United States
- d. Korea

Difficulty: 3

Question ID: 12.1-128

Page Ref: 438

Topic: Cultural Influences on Personality

Skill: Applied

Objective: 12.9

Answer: b. China

Rationale: Although Chinese are generally more collectivist than Americans, Japanese and Koreans are not.

12.1-129. Personal achievement and individual self-esteem are most likely to guide the behavior of a college student in

- a. Argentina.
- b. China.
- c. Morocco.
- d. the United States.

Difficulty: 2

Question ID: 12.1-129

Page Ref: 438

Topic: Cultural Influences on Personality

Skill: Applied

Objective: 12.9

Answer: d. the United States.

Rationale: Western culture is more focused on the individual.

- 12.1-130. A key point from the research on individualistic versus collectivist personalities is that
- there are consistently differences between cultures on these personalities and seldom any differences within cultures.
 - there are consistently differences between and within cultures on these personalities.
 - persons from collectivist cultures are more emotionally and socially well-adjusted than those from more individualistic cultures.
 - persons from individualistic cultures are more emotionally and socially well-adjusted than those from more collectivist cultures.

Difficulty: 3

Question ID: 12.1-130

Page Ref: 438–439

Topic: Cultural Influences on Personality

Skill: Conceptual

Objective: 12.9

Answer: b. there are consistently differences between and within cultures on these personalities.

Rationale: Only about 60 percent of people in either culture possess either individualistic or collectivist personalities, so we shouldn't oversimplify.

- 12.1-131. An important shortcoming of trait models as explanations for personality development is that they do NOT

- adequately describe differences in personality development.
- address the issue of why such differences in personality development originate.
- consider the importance of conscious information processing.
- predict actual differences in observed behaviors.

Difficulty: 2

Question ID: 12.1-131

Page Ref: 439

Topic: Trait Models Evaluated Critically

Skill: Conceptual

Objective: 12.9

Answer: b. address the issue of why such differences in personality development originate.

Rationale: Trait theories describe individual differences in personality, but do little to explain their causes.

- 12.1-132. A key criticism of the trait perspective on personality development is that it
- fails to explain the cause of the differences in the various trait dimensions.
 - focuses too much on the role of unconscious forces in personality development.
 - ignores the evil and selfishness that humans are capable of.
 - lacks supportive evidence for existence of multiple trait dimensions.

Difficulty: 1

Question ID: 12.1-132

Page Ref: 439

Topic: Trait Models Evaluated Critically

Skill: Conceptual

Objective: 12.9

Answer: a. fails to explain the cause of the differences in the various trait dimensions.

Rationale: Trait theories describe individual differences in personality, but do little to explain their causes.

12.1-133. According to Eysenck, who would have the LEAST active reticular activating system (RAS)?

- a. Grace, who likes to read
- b. Tucker, who likes to fish
- c. Lily, who likes to talk
- d. Ben, who likes to surf

Difficulty: 3

Question ID: 12.1-133

Page Ref: 439

Topic: Trait Models Evaluated Critically

Skill: Applied

Objective: 12.9

Answer: d. Ben, who likes to surf

Rationale: Eysenck argued that those with an underactive RAS are habitually underaroused and bored and therefore seek out stimulation.

12.1-134. The key criteria for evaluating personality assessments are

- a. objectivity and reliability.
- b. objectivity and validity.
- c. reliability and objectivity.
- d. reliability and validity.

Difficulty: 3

Question ID: 12.1-134

Page Ref: 440

Topic: Personality Assessment: Measuring and Mismeasuring the Psyche

Skill: Factual

Objective: 12.10

Answer: d. reliability and validity.

% correct 57 a = 12 b = 22 c = 8 d = 57 r = .30

12.1-135. _____, typically pencil-and-paper tests, are the best-known personality assessment.

- a. Projective tests
- b. Inkblots
- c. Thematic Appreciation Tests
- d. Structured personality tests

Difficulty: 2

Question ID: 12.1-135

Page Ref: 440

Topic: Structured Personality Tests

Skill: Factual

Objective: 12.10

Answer: d. Structured personality tests

- 12.1-136. The MMPI and MMPI-2 are personality tests that are designed to detect
- individual differences in personality patterns.
 - symptoms of mental disorders.
 - relationships between body types and personality patterns.
 - differences in interpretation of ambiguous stimuli.

Difficulty: 2

Question ID: 12.1-136

Page Ref: 440

Topic: Structured Personality Tests

Skill: Factual

Objective: 12.10

Answer: b. symptoms of mental disorders.

% correct 47 a = 33 b = 47 c = 10 d = 10 r = .28

- 12.1-137. The _____ is the most extensively researched of all structured personality tests.
- TAT
 - MMPI
 - Rorschach
 - NEO

Difficulty: 2

Question ID: 12.1-137

Page Ref: 440

Topic: Structured Personality Tests

Skill: Factual

Objective: 12.10

Answer: b. MMPI

- 12.1-138. The extent to which respondents can tell what the items are measuring is known as
- projective hypothesis.
 - the P.T. Barnum effect.
 - face validity.
 - none of the above.

Difficulty: 2

Question ID: 12.1-138

Page Ref: 441

Topic: Structured Personality Tests

Skill: Factual

Objective: 12.10

Answer: c. face validity.

- 12.1-139. Sheila is taking a personality test for a waitress job at a new restaurant in town. Despite her shy nature, she wants to answer the questions in such a way that she appears outgoing. What aspect of this test will give her problems if it is low?

- a. External validity
- b. Surface validity
- c. Face validity
- d. Empirical validity

Difficulty: 3

Question ID: 12.1-139

Page Ref: 441

Topic: Structured Personality Tests

Skill: Applied

Objective: 12.10

Answer: c. Face validity

Rationale: Face validity is the extent to which respondents can tell what the items are measuring.

- 12.1-140. Many people are familiar with the Myers-Briggs Type Indicator (MBTI). However, few students are knowledgeable about the fact that this popular personality assessment instrument has

- a. high reliability and high validity.
- b. high reliability and low validity.
- c. low reliability and high validity.
- d. low reliability and low validity.

Difficulty: 3

Question ID: 12.1-140

Page Ref: 442

Topic: Structured Personality Tests

Skill: Factual

Objective: 12.10

Answer: d. low reliability and low validity.

% correct 20 a = 12 b = 37 c = 31 d = 20 r = .21

- 12.1-141. Tests consisting of ambiguous stimuli that examinees must interpret are called

- a. structured personality tests.
- b. Rorschach tests.
- c. projective tests.
- d. face validity.

Difficulty: 1

Question ID: 12.1-141

Page Ref: 442

Topic: Projective Tests

Skill: Factual

Objective: 12.11

Answer: c. projective tests.

- 12.1-142. What method of personality assessment is considered the most controversial in psychology today?
- a. Graphology
 - b. Polygraph tests
 - c. Projective tests
 - d. Structured personality tests

Difficulty: 3

Question ID: 12.1-142

Page Ref: 443

Topic: Projective Tests

Skill: Factual

Objective: 12.11

Answer: c. Projective tests

- 12.1-143. Many projective assessment tools are often lacking in
- a. standardization.
 - b. falsifiability
 - c. subjectivity.
 - d. validity.

Difficulty: 3

Question ID: 12.1-143

Page Ref: 443

Topic: Projective Tests

Skill: Factual

Objective: 12.11

Answer: d. validity.

- 12.1-144. William's father wants him to join the army. William has no desire to join. What personality test could William fool the easiest into believing he had a psychological disorder that might keep him out of the army?

- a. MMPI-2
- b. Rorschach
- c. CPI
- d. MBQ

Difficulty: 3

Question ID: 12.1-144

Page Ref: 443

Topic: Projective Tests

Skill: Applied

Objective: 12.11

Answer: b. Rorschach

Rationale: There is little evidence to support that the Rorschach validly detects mental disorders.

- 12.1-145. The Luscher Color Test, a popular projective test, is
- a. useful for predicting personality traits.
 - b. useful for predicting future behaviors.
 - c. not useful at all.
 - d. both A and B

Difficulty: 2

Question ID: 12.1-145

Page Ref: 444

Topic: Projective Tests

Skill: Factual

Objective: 12.11

Answer: c. not useful at all.

- 12.1-146. The fact that a general statement can be seen by five different individuals as being an insightful analysis of their personality is most likely due to the
- information given by the individuals.
 - skills of the assessor.
 - P.T. Barnum effect.
 - reliability and validity of personality assessment tools.

Difficulty: 2

Question ID: 12.1-146

Page Ref: 445

Topic: Common Pitfalls in Personality Assessment

Skill: Factual

Objective: 12.11

Answer: c. P.T. Barnum effect.

% correct 67 a = 10 b = 0 c = 67 d = 22 r = .59

- 12.1-147. When Kate read her horoscope for the day, she was amazed to find that it described her very well. She is probably a victim of
- the P.T. Barnum effect.
 - confirmation bias.
 - self-actualization.
 - social desirability bias.

Difficulty: 2

Question ID: 12.1-147

Page Ref: 445

Topic: Common Pitfalls in Personality Assessment

Skill: Applied

Objective: 12.11

Answer: a. the P.T. Barnum effect.

Rationale: The P.T. Barnum effect is the tendency of people to accept high base rate descriptions—those that could apply to almost everyone.

- 12.1-148. Lena answered true to most of the questions that asked her about her participation in outdoor activities or social gatherings. When she received her results, she was amazed that the test had accurately described her extraverted personality. What may Lena be a victim of?
- Self-validation
 - Confirmation bias
 - Personal validation
 - Projective accuracy

Difficulty: 3

Question ID: 12.1-148

Page Ref: 445

Topic: Common Pitfalls in Personality Assessment

Skill: Applied

Objective: 12.11

Answer: c. Personal validation

Rationale: Also known as the P.T. Barnum effect, personal validation is our tendency to accept as true descriptions that can be applied to almost everyone.

12.1-149. According to the authors, criminal profilers

- a. are no more accurate and insightful than college students with no training in criminology.
- b. are much more accurate and insightful than college students with no training in criminology.
- c. are more accurate and insightful than college students but not any more accurate than clinical psychologists in their judgments.
- d. are less accurate and insightful than both college students and clinical psychologists in their judgments.

Difficulty: 2

Question ID: 12.1-149

Page Ref: 445-446

Topic: Common Pitfalls in Personality Assessment

Skill: Factual

Objective: 12.11

Answer: a. are no more accurate and insightful than college students with no training in criminology.

% correct 45 a = 45 b = 14 c = 31 d = 10 r = .34

12.1-150. The book suggests that criminal profiling can fall victim to

- a. social durability bias.
- b. P.T. Barnum effect.
- c. confirmation bias.
- d. projective hypotheses.

Difficulty: 2

Question ID: 12.1-150

Page Ref: 445-446

Topic: Common Pitfalls in Personality Assessment

Skill: Factual

Objective: 12.11

Answer: b. P.T. Barnum effect.

12.1-151. One concern for your authors was that

- a. all personality assessment tools are severely lacking in adequate reliability and validity evidence.
- b. criminal profilers and others are as susceptible to the illusory correlation as any other person is.
- c. personality assessments rarely allow psychologists to differentiate abnormal from normal behavior or to predict real-world behaviors.
- d. well-supported projective tests are used much less frequently than their less reliable and valid counterparts.

Difficulty: 3

Question ID: 12.1-151

Page Ref: 446-447

Topic: Common Pitfalls in Personality Assessment

Skill: Factual

Objective: 12.11

Answer: d. well-supported projective tests are used much less frequently than their less reliable and valid counterparts.

- 12.1-152. Wanda wants to take her son for a psychological evaluation. She is hoping that the psychologist will administer a personality test to him and provide an interpretation. Who is likely to give her the most accurate diagnosis?
- Lamarr, a third-year graduate student in clinical psychology, who specializes in projective tests
 - Abram, a clinical psychologist for nearly 20 years
 - Elois, a clinical psychologist, who just authored a book on personality assessment and interpretation
 - Any of the above

Difficulty: 3

Question ID: 12.1-152

Page Ref: 446–447

Topic: Common Pitfalls in Personality Assessment

Skill: Applied

Objective: 12.11

Answer: d. Any of the above

Rationale: Psychologists have succeeded in developing reliable and valid personality measures.

Fill-in-the-Blank

- 12.2-1. Elwin has two children, one girl and one boy. Although he loves them both, Elwin spends nearly all his time with his son Isaiah. This pattern of interaction will reflect a(n) _____ influence on the lives of his children.

Difficulty: 3

Question ID: 12.2-1

Page Ref: 419

Topic: Personality: What Is It and How Can We Study It?

Skill: Applied

Objective: 12.1

Answer: nonshared environmental

- 12.2-2. Dr. Gerard, a long-time developmental researcher, has finally concluded that despite popular thinking, _____ influences make only a minimal impact on our adult personality.

Difficulty: 3

Question ID: 12.2-2

Page Ref: 420

Topic: Researching the Causes of Personality: Overview of Twin and Adoption Studies

Skill: Applied

Objective: 12.1

Answer: shared environmental

- 12.2-3. Enzo, the doorman, asks one of his bald patrons if he planned on taking the elevator or the stairs up to his room. Enzo just committed a(n) _____.

Difficulty: 3

Question ID: 12.2-3

Page Ref: 422

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: Freudian slip

- 12.2-4. Freda just found out that her best friend's boyfriend was cheating on her. She can't decide whether or not to tell her friend about it. According to Freud, Freda's _____ will play a major role in helping her decide what to do.

Difficulty: 3
Question ID: 12.2-4
Page Ref: 423
Topic: The Psychoanalytic Theory of Personality
Skill: Applied
Objective: 12.2
Answer: superego

- 12.2-5. Alice has been having some bizarre dreams lately. She is flying above the Grand Canyon on a canoe and can't decide whether to land up high or down in the valley. Freud would argue that her dreams are disguising the work of the _____.

Difficulty: 3
Question ID: 12.2-5
Page Ref: 423
Topic: The Psychoanalytic Theory of Personality
Skill: Applied
Objective: 12.2
Answer: id

- 12.2-6. According to Freud, the _____ is the part of one's personality that enables us to feel guilt and shame when we fail to live up to our internal standards of appropriate behavior.

Difficulty: 3
Question ID: 12.2-6
Page Ref: 423
Topic: The Psychoanalytic Theory of Personality
Skill: Conceptual
Objective: 12.2
Answer: superego

- 12.2-7. Defense mechanisms, according to Sigmund Freud, are unconscious attempts to reduce our feelings of _____ and are used in such a manner by the _____.

Difficulty: 3
Question ID: 12.2-7
Page Ref: 424
Topic: The Psychoanalytic Theory of Personality
Skill: Factual
Objective: 12.2
Answer: anxiety; ego

- 12.2-8. The Freudian defense mechanism of denial involves the motivated _____ of distressing experiences.

Difficulty: 2
Question ID: 12.2-8
Page Ref: 425
Topic: The Psychoanalytic Theory of Personality
Skill: Factual
Objective: 12.2
Answer: forgetting

- 12.2-9. Eduardo had an important presentation at work that did not go well. As a result, he spent nearly 2 ½ hours getting scolded and reprimanded by his immediate boss and the company owner. After getting home, he yelled at his children to “Clean up this mess” after they left a couple of toys in the living room. Eduardo has engaged the defense mechanism of _____ to attempt to relieve his stress and anxiety.

Difficulty: 1

Question ID: 12.2-9

Page Ref: 425

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: displacement

- 12.2-10. When Tori’s mom tells her that the more Holt picks on her at school, the more he likes her, she is referring to the defense mechanism of _____.

Difficulty: 3

Question ID: 12.2-10

Page Ref: 425

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: reaction-formation

- 12.2-11. Although her son died nearly seven years ago, Mrs. Jansen still sets a place for him every night at dinner. Mrs. Jansen is engaging in the defense mechanism of _____.

Difficulty: 3

Question ID: 12.2-11

Page Ref: 425

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: denial

- 12.2-12. Clyde is a 30-month-old toddler who is in the middle of the _____ stage of development.

Difficulty: 1

Question ID: 12.2-12

Page Ref: 426

Topic: Psychosexual Stages of Development

Skill: Factual

Objective: 12.2

Answer: anal

- 12.2-13. Ethan and Eva are fraternal twins who were born about 2 months ago. According to Freud’s theory of personality development, they will experience the Oedipus and Electra complex respectively during the _____ stage.

Difficulty: 2

Question ID: 12.2-13

Page Ref: 426–427

Topic: Psychosexual Stages of Development

Skill: Factual

Objective: 12.2

Answer: phallic

- 12.2-14. Richie's neighbor Felicia is constantly coming over to borrow his hose. Freud would suggest that Felicia is suffering from _____.

Difficulty: 3
Question ID: 12.2-14
Page Ref: 427
Topic: Psychosexual Stages of Development
Skill: Applied
Objective: 12.3
Answer: penis envy

- 12.2-15. _____ is the theorist who has had the widest sphere of influence on how people think about the topic of personality development.

Difficulty: 1
Question ID: 12.2-15
Page Ref: 427
Topic: Psychoanalytic Theory Evaluated Critically
Skill: Factual
Objective: 12.3
Answer: Sigmund Freud (or Freud)

- 12.2-16. In contrast to Freud's theory, the neo-Freudians placed more importance on the role of _____ in achieving healthy personality development.

Difficulty: 2
Question ID: 12.2-16
Page Ref: 428
Topic: Freud's Followers: The Neo-Freudians
Skill: Conceptual
Objective: 12.4
Answer: social drives

- 12.2-17. Alfred Adler was most interested in understanding how the _____ led to differences in psychological adjustment for psychologically healthy individuals versus those who developed a mental illness.

Difficulty: 2
Question ID: 12.2-17
Page Ref: 428
Topic: Freud's Followers: The Neo-Freudians
Skill: Factual
Objective: 12.4
Answer: inferiority complex

- 12.2-18. The biased assumption that females were inferior to males was a major point of contention between Freud's ideas and those of the neo-Freudian theorist _____.

Difficulty: 2
Question ID: 12.2-18
Page Ref: 429–430
Topic: Freud's Followers: The Neo-Freudians
Skill: Factual
Objective: 12.4
Answer: Karen Horney

12.2-19. The role of external contingencies in producing different personality patterns was a key idea of _____.

Difficulty: 2
Question ID: 12.2-19
Page Ref: 431
Topic: Behavioral Views of the Causes of Personality
Skill: Conceptual
Objective: 12.5
Answer: the behavioral view (or behaviorism)

12.2-20. The personality approach offered by the _____ focused on how we influence and are influenced by our differing social environments.

Difficulty: 3
Question ID: 12.2-20
Page Ref: 431–432
Topic: Social Learning Theories of Personality
Skill: Conceptual
Objective: 12.6
Answer: social learning theorists

12.2-21. Rudi is frustrated. On the one hand, he believes that if he studies hard, he should pass his psychology exam. On the other hand, he believes that the professor may grade the test unfairly and he will flunk anyway. According to social learning theory, Rudi is struggling with the issue of _____.

Difficulty: 3
Question ID: 12.2-21
Page Ref: 432
Topic: Social Learning Theories of Personality
Skill: Applied
Objective: 12.6
Answer: locus of control

12.2-22. Maurice always wears his lucky Superman shirt underneath his uniform. He believes the outcome of the game depends on it. Maurice has a(n) _____ locus of control.

Difficulty: 3
Question ID: 12.2-22
Page Ref: 432
Topic: Social Learning Theories of Personality
Skill: Applied
Objective: 12.6
Answer: external

12.2-23. Harry would rather be in his room drawing pictures, but he knows that his dad only smiles at him when Harry is out playing basketball in the front yard. While playing basketball, Harry is likely to experience a sense of _____.

Difficulty: 3
Question ID: 12.2-23
Page Ref: 433
Topic: Humanistic Models of Personality: The Third Force
Skill: Applied
Objective: 12.7
Answer: incongruence

- 12.2-24. The major force in personality psychology that asserted that people were free to choose either adaptive or self-defeating patterns was called _____.

Difficulty: 3

Question ID: 12.2-24

Page Ref: 433–434

Topic: Humanistic Models of Personality: The Third Force

Skill: Conceptual

Objective: 12.7

Answer: humanism

- 12.2-25. According to Maslow, the ultimate human motivator was the pursuit of _____.

Difficulty: 1

Question ID: 12.2-25

Page Ref: 433–434

Topic: Humanistic Models of Personality: The Third Force

Skill: Factual

Objective: 12.7

Answer: self-actualization

- 12.2-26. A common criticism of many psychoanalytic and humanistic perspectives on personality development is that they are _____.

Difficulty: 3

Question ID: 12.2-26

Page Ref: 434

Topic: Humanistic Models of Personality: The Third Force

Skill: Factual

Objective: 12.7

Answer: unfalsifiable (or difficult to falsify)

- 12.2-27. The statistical tool of _____ is most important to the trait theory of personality.

Difficulty: 2

Question ID: 12.2-27

Page Ref: 435

Topic: Trait Models: Key Challenges

Skill: Factual

Objective: 12.8

Answer: factor analysis

- 12.2-28. Mikahla is a pretty outgoing young girl. It might be difficult to predict if she is going to the dance on Friday night, but we can probably assume that she will attend more dances than her relatively shy sister, or in other words we can make predictions about her _____ behaviors.

Difficulty: 3

Question ID: 12.2-28

Page Ref: 436–437

Topic: Personality Traits Under Siege

Skill: Applied

Objective: 12.9

Answer: aggregated

- 12.2-29. Social psychological research has consistently demonstrated that general personality traits are often poor predictors of whether a person will engage in a specific behavior. However, social psychological research has also shown that general personality traits are highly predictive when we _____ specific behaviors across many different situations where they may occur.
- Difficulty:** 3
Question ID: 12.2-29
Page Ref: 436–437
Topic: Personality Traits Under Siege
Skill: Conceptual
Objective: 12.9
Answer: aggregate (or average)
- 12.2-30. A concern with one's self-image and achieving personal goals is most important for people in _____ cultures.
- Difficulty:** 1
Question ID: 12.2-30
Page Ref: 438–439
Topic: Cultural Influences on Personality
Skill: Conceptual
Objective: 12.9
Answer: individualistic
- 12.2-31. One concern with the use of structured personality tests, like the MMPI, is that certain questions do not appear to be relevant to the psychological dimensions they supposedly measure. A psychologist would say such questions have a low degree of _____.
- Difficulty:** 3
Question ID: 12.2-31
Page Ref: 440–441
Topic: Structured Personality Tests
Skill: Conceptual
Objective: 12.10
Answer: validity
- 12.2-32. If you saw the question, "Do you think Mickey Mouse or Donald Duck should be the face of Disney?" on a test of personality, you would probably say that the question has low _____ validity.
- Difficulty:** 3
Question ID: 12.2-32
Page Ref: 441
Topic: Structured Personality Tests
Skill: Applied
Objective: 12.10
Answer: face
- 12.2-33. Darnell is a psychotherapist who asks his clients to describe what is going on in ambiguous situations that are presented one at a time on different cards. His use of _____ is one method to attempt the assessment of an individual's personality.
- Difficulty:** 2
Question ID: 12.2-33
Page Ref: 444
Topic: Projective Tests
Skill: Applied
Objective: 12.11
Answer: projective tests (or thematic apperception test)

- 12.2-34. Lyle Crane is a motivational speaker who gives seminars to parents of teenagers. During his talks he mentions that on the basis of questionnaires, the individuals on stage with him are anxious about their responsibilities as parents, have serious doubts about whether their discipline methods are effective in instilling desired values to their children, and worry about what the future holds in their relationship with their kids. Those on stage, and many in the audience, nod in agreement. Lyle tells them that with his Parenting Kit (which can be theirs today for a low price of \$249), he can help them to become more effective parents. He is quickly inundated with cash, checks, and credit card information. Many of these parents are falling victim to the _____.

Difficulty: 2

Question ID: 12.2-34

Page Ref: 445

Topic: Common Pitfalls in Personality Assessment

Skill: Applied

Objective: 12.11

Answer: P.T. Barnum effect

- 12.2-35. According to your authors, criminal profiles seem to be examples of _____.

Difficulty: 3

Question ID: 12.2-35

Page Ref: 445–446

Topic: Common Pitfalls in Personality Assessment

Skill: Conceptual

Objective: 12.11

Answer: the P.T. Barnum effect (or Barnum statements or obvious general guesses)

Essay

- 12.3-1. Provide one example each of shared versus nonshared environmental influences.

Difficulty: 3

Question ID: 12.3-1

Page Ref: 419

Topic: Personality: What Is It and How Can We Study It?

Skill: Applied

Objective: 12.1

Answer: Provide an example of a shared environmental influence such as the parents taking both their children on vacation and the idea that experience for both siblings would be similar.

Provide an example of a nonshared environmental influence such as Mom spending more time with her daughter than her son and the idea that the siblings would have contrasting or different experiences.

- 12.3-2. Describe how identical twins, Laura and Jennifer, although raised apart, both ended up as professional athletes: one a golfer, the other a tennis player.

Difficulty: 3

Question ID: 12.3-2

Page Ref: 419–421

Topic: Researching The Causes of Personality: Overview of Twin and Adoption Studies

Skill: Applied

Objective: 12.1

Answer: Discuss the behavior-genetic studies and the idea that while the genes may provide an underlying trait, such as athleticism, individuals' different environments will shape the manifestation of those traits.

12.3-3. How might the idea of psychic determinism relate to many devout followers of Christianity?

Difficulty: 3

Question ID: 12.3-3

Page Ref: 422

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: Explain that Freud believed all psychological actions have some underlying purpose and we are not free to choose our actions, and many Christians suggest that the actions of individuals reflect God's will and are not necessarily under their control.

12.3-4. In terms of the agencies of the psyche, describe how Freud would portray a man who routinely overeats, drinks excessively, and feels little guilt when he cheats his customers.

Difficulty: 3

Question ID: 12.3-4

Page Ref: 423

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: Explain that the id is dominating his personality, that his superego is weak, and that his ego appears to acquiesce to the demands of the id on a regular basis.

12.3-5. Create a scenario that would potentially cause conflict among the id, ego, and superego.

Difficulty: 3

Question ID: 12.3-5

Page Ref: 423–424

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: Present a scenario that would place the desires of the id at opposing sides from society's rules and the morals involved in acting on those desires (e.g., Jamille finds her sister's new boyfriend extremely attractive. The id is encouraging her to go after him, while the ego protests based on her sister's reaction, and the superego protests based on the wrongness on the act and the guilt Jamille might experience).

12.3-6. Create a brief dream that exemplifies how the ego and superego work together to minimize anxiety caused by the id.

Difficulty: 3

Question ID: 12.3-6

Page Ref: 423–424

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: Explain that according to Freud, all dreams represent wish fulfillment or the true desires of the id, and that often the superego forces the ego to mask the true elements of the dream with symbols to lessen their severity (e.g., instead of dreaming about actually having an affair with your secretary, one might dream that your secretary is wearing a kangaroo outfit).

- 12.3-7. Edward hates his new job. His boss is unbearable and many of his coworkers are inept. Which defense mechanism would you recommend he engage in and why?

Difficulty: 3

Question ID: 12.3-7

Page Ref: 424–425

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: Explain that Edward undoubtedly has a lot of pent up frustration and that by engaging in displacement, he can channel his aggression in a more acceptable manner, like stopping off at the gym before he goes home.

- 12.3-8. How might Freud interpret the behavior of your friend Bernard, who is attending a demonstration on the censorship of pornography?

Difficulty: 3

Question ID: 12.3-8

Page Ref: 424–425

Topic: The Psychoanalytic Theory of Personality

Skill: Applied

Objective: 12.2

Answer: Discuss the defense mechanism reaction-formation and the possibility that to cover up for an intense love of pornography, Bernard is going out of his way to make sure everyone else thinks he is against it.

- 12.3-9. According to Freud, describe the personality of Junie, who was never allowed to suck her thumb growing up.

Difficulty: 3

Question ID: 12.3-9

Page Ref: 426

Topic: Psychosexual Stages of Development

Skill: Applied

Objective: 12.2

Answer: Explain that Junie would likely become fixated at the oral stage and grow up to be a very dependent, even childish, person when confronting stress.

- 12.3-10. According to Freud, what might the result be if Charlie grew up in a house with two lesbian moms.

Difficulty: 3

Question ID: 12.3-10

Page Ref: 426–427

Topic: Psychosexual Stages of Development

Skill: Applied

Objective: 12.2

Answer: Explain that Charlie may become fixated at the phallic stage, because he would struggle in resolving the Oedipal complex with no clear rival or role model.

- 12.3-11. Although Freud did generate broad-based theories, why might some theorists argue that he took anarrow view toward personality?

Difficulty: 3

Question ID: 12.3-11

Page Ref: 427–428

Topic: Psychoanalytic Theory Evaluated Critically

Skill: Applied

Objective: 12.3

Answer: Explain that many of Freud’s theories were based on case histories of individuals (that is, atypical samples) who were potentially nonrepresentative of the general population. Generalizing those theories to the rest of the humanity is thus questionable, and the theories possess limited external validity.

- 12.3-12. How do the life and accomplishments of Tiger Woods relate to Adler’s theory of personality?

Difficulty: 3

Question ID: 12.3-12

Page Ref: 428–429

Topic: Freud’s Followers: The Neo-Freudians

Skill: Applied

Objective: 12.4

Answer: Explain that Adler believed that humans are driven to superiority and create a style of life that allows them to dominate others. Tiger is notorious for not only defeating his challengers by his play, but also for his mental toughness. Adler might also believe that Tiger Woods suffers from a strong inferiority complex, if he is in fact attempting to overcompensate for feelings of inferiority.

- 12.3-13. Provide one statement each that reflects both an external and internal locus of control.

Difficulty: 3

Question ID: 12.3-13

Page Ref: 432

Topic: Social Learning Theories of Personality

Skill: Applied

Objective: 12.6

Answer: Provide a statement that reflects an external locus of control and the belief that what happens to a person is outside of their control (e.g., I won’t win without my lucky hat). Provide a statement that reflects an internal locus of control and the belief that what happens to a person is determined by factors inside the person (e.g., I will make an “A” on the test if I study hard enough).

- 12.3-14. How do studies of shared environmental influence relate to Rogers’s idea of conditions of worth?

Difficulty: 3

Question ID: 12.3-14

Page Ref: 419–420, 433

Topic: Humanistic Models of Personality: The Third Force

Skill: Applied

Objective: 12.7

Answer: Explain that most experts now believe that genetics as opposed to shared environmental influences exert the most influence on our personality, and that would suggest that we are not nearly as affected by parental and societal expectations as Rogers proposed.

12.3-15. Provide an example that reflects the circular reasoning fallacy.

Difficulty: 3

Question ID: 12.3-15

Page Ref: 435

Topic: Trait Models: Key Challenges

Skill: Applied

Objective: 12.8

Answer: Explain that the circular reasoning fallacy refers to using a person's actions both as a cause and a result of a personality trait (e.g., Kevin likes to be around other people so he must be an extravert, or because Kevin is an extravert he likes to be around other people).

12.3-16. You are creating a new personality test. Write two questions: one that has low face validity and one that has high face validity.

Difficulty: 3

Question ID: 12.3-16

Page Ref: 441

Topic: Structured Personality Tests

Skill: Applied

Objective: 12.10

Answer: Develop a question with low face validity and the idea that the true intent of the question is difficult to surmise (e.g., do you prefer butter or jam on your toast?). Develop a question with high face validity and the idea that the true intent of the question is fairly obvious (e.g., do you think criminals should be put in jail?).

12.3-17. According to Freud, why might interpreting projective tests be even harder than most people believe?

Difficulty: 3

Question ID: 12.3-17

Page Ref: 424, 442–443

Topic: Projective Tests

Skill: Applied

Objective: 12.11

Answer: Explain that even Freud believed that different symbols meant different things to each individual in terms of dream analysis, and if two people see images of a tower in the inkblot, they may be reporting it for completely different reasons.

12.3-18. Contrast Freud's theory of personality with that of the humanistic theory of personality.

Difficulty: 3

Question ID: 12.3-18

Page Ref: 422–427, 433–434

Topic: Humanistic Models of Personality: The Third Force

Skill: Applied

Objective: 12.2, 12.7

Answer: Answers will vary but should contain the following for full credit.

- Freud's psychoanalytic theory assumed psychic determinism, that all action has meaning, and focused on the unconscious level of the mind. The humanists asserted that individuals had free will, focused on the conscious level of the mind, and sought constructive personal growth.
- Freud argued for the importance of society in constraining one's biologically based, destructive urges. Rogers argued that others set conditions of worth on us and being too concerned about what we should/ought to do stifled our tendency toward our fullest potential.
- Freud argued that personality was fully developed by adolescence and unchanging throughout adulthood. Rogers focused on the idea of free will and the ability of the self to become congruent with the organism.

- 12.3-19. Categorize the similarities and differences between the psychoanalytic, behavioral, and humanistic perspectives on personality.

Difficulty: 3

Question ID: 12.3-19

Page Ref: 422–434

Topic: Comparative Theories

Skill: Conceptual

Objective: 12.2, 12.5, 12.6, 12.7

Answer: Answers will vary but all should address the following issues for full credit.

- Basic view of human nature (psychoanalytic: basically bad; behavioral: neutral/neither good nor bad; humanistic: basically good).
- Basic view of culture/society (psychoanalytic: basically good; behavioral: neutral/neither good nor bad; humanistic: basically bad/controlling and stifling).
- Important factor in personality development (psychoanalytic: early experiences and unconscious motivational conflict; behavioral: experiences with external contingencies and modeling; humanistic: the self and opportunity to have congruency in personality).
- Differing levels of research support (behavioral perspective has the firmest grounding of the three; many concerns about the falsifiability of key ideas with psychoanalytic and humanistic perspectives).

- 12.3-20. Demonstrate that Walter Mischel is correct in his assertion that general personality traits are not accurate predictors of specific behaviors, while the trait theorists are also correct in their assertion that personality traits are accurate predictors of a person's behavior. Use examples from your own life or a friend's life to support your position(s).

Difficulty: 2

Question ID: 12.3-20

Page Ref: 435–437

Topic: Personality Traits Under Siege

Skill: Applied

Objective: 12.9

Answer: Answers will vary but should contain the following points for full credit.

- Mischel is correct in saying that a general personality trait is not an accurate predictor of what a person will do in a particular situation. (Student should give an example from his/her own life or a friend's life to demonstrate this.)
- Through the principle of aggregation, the student should show that the personality trait is a better predictor averaged across many situations than for any single incident. (Student should give an example from his/her own life or a friend's life to demonstrate this. It does not have to follow from the above, but that would be best).

- 12.3-21. Illustrate the acceptable and dubious forms of personality assessment that have existed or exist today in the field of personality psychology. Your discussion needs to identify at least one acceptable and two dubious forms of personality assessment.

Difficulty: 1

Question ID: 12.3-21

Page Ref: 440–447

Topic: Personality Assessment: Measuring and Mismeasuring the Psyche

Skill: Factual

Objective: 12.10, 12.11

Answer: Answers will vary but should contain the following information for full credit.

- Identify and mention information about reliability and validity evidence for MMPI or MMPI-2.
- Identify limitations of above.
- Identify and mention the lack of reliability and/or validity evidence for MBTI, Rorschach, TAT, and human figure drawings (need to identify problems with at least two.)

Critical Thinking Short Answer

- 12.4-1. Contrast the important differences between persons with an internal locus of control and an external locus of control.

Difficulty: 2

Question ID: 12.4-1

Page Ref: 432

Topic: Social Learning Theories of Personality

Skill: Factual

Objective: 12.6

Answer: Answers will vary but should contain the following information for full credit.

- Discuss how internals believe that life outcomes are under their direct control, either through their efforts or through their personal characteristics. Externals perceive life outcomes as the result of environmental or situational factors, such as luck, fate, chance, or others' whims.
- Also note at least one research finding mentioned in the text (internals experience less emotional upset in the face of stressors than do externals, externals are more likely to be diagnosed with stress-related psychological disorders such as anxiety or depression than internals).

- 12.4-2. Using Carl Rogers's idea of conditions of worth, explain how an interest you had as a child was either stifled or enhanced by the responses you received from your parents and closest friends.

Difficulty: 2

Question ID: 12.4-2

Page Ref: 433

Topic: Humanistic Models of Personality: The Third Force

Skill: applied

Objective: 12.7

Answer: Answers will vary but should contain the following information for full credit.

- Clearly identify a specific interest and whether it was stifled or enhanced by others' responses.
- Make the point, either directly or indirectly, that important others' responses influenced the student's own acceptance of his or her ability or inability with regard to that interest.
- Note that the conditions of worth might lead to incongruence between the student's actual/true self and his or her idealized self.

12.4-3. Identify a situation in which you or a friend fell victim to the P.T. Barnum effect.

Difficulty: 2

Question ID: 12.4-3

Page Ref: 445

Topic: Common Pitfalls in Personality Assessment

Skill: Applied

Objective: 12.11

Answer: Answers will vary but should contain the following information for full credit.

- Demonstrate a correct understanding of the definition or description of the P.T. Barnum effect.
- Example should highlight the presentation of general information to the person (either the student or the friend) and describe how that information was perceived as credible, accurate, and specific to the person, even when it really wasn't.
- Example needs to be a correct example of the P.T. Barnum effect and not some other idea from the chapter.