

# ch14

Student: \_\_\_\_\_

1. Two common observations that give rise to the concept of personality are:
  - A. individuality and organization.
  - B. individuality and consistency.
  - C. organization and structure.
  - D. consistency and identity.
  
2. Bob stands up, raises his hands in the air, and yells at the top of his lungs. If you know that he is doing this at a well-attended baseball game, you don't necessarily think that this information provides you with much information about Bob's personality. However, if you are told that Bob does this while waiting in line for groceries at the super market, this same behaviour has more impact on your estimation of what kind of person Bob is. This second instance of Bob's behaviour provides information that contributes significantly to inferences regarding personality and demonstrates the contribution of \_\_\_\_\_.
  - A. consistency
  - B. internalization
  - C. self-efficacy
  - D. individuality
  
3. Sally tends to be shy when she is in class, when she is with friends in her dorm, and also when she is home with her family. This example best demonstrates one of the factors that shapes our notions of personality called the concept of behavioural.
  - A. consistency
  - B. validity
  - C. internalization
  - D. individuality
  
4. The distinctive and relatively consistent ways of thinking, feeling, and behaving that characterize a person's responses to various life situations is defined as:
  - A. self-efficacy
  - B. internalization
  - C. personality
  - D. self-verification
  
5. All of the following were mentioned as characteristics of the behaviours typically associated with personality **EXCEPT** behaviours that are viewed as:
  - A. components of identity.
  - B. being primarily caused by unconscious factors.
  - C. being primarily caused by internal factors.
  - D. fitting together in an organized fashion.
  
6. Which of the following was mentioned as being a characteristic of a personality theory that is useful for psychologists?
  - A. A personality theory is useful if it has been proven to be true.
  - B. A personality theory is useful if it focuses more on consistency than on individuality.
  - C. A personality theory is useful if it appears to fit together in a meaningful fashion.
  - D. A personality theory is useful if it stimulates the discovery of new knowledge.

7. Of the standards below, there is one that is **NOT** used to evaluate the usefulness of a personality theory:
- how well the theory provides a comprehensive framework in which known material can be incorporated.
  - if the theory allows the prediction of future events with some precision.
  - if the theory generates data and results that apply generally to all people.
  - how well the theory stimulates the discovery of new knowledge.
8. Though his original theory of personality has been and continues to be criticized, Freud's ideas served to inspire the work of other personality theorists who have made significant contributions to the field. In this sense, Freud's theory could be considered "useful" because it:
- stimulated the discovery of new knowledge.
  - suggested that personality is shaped by behaviours that appear to fit together.
  - allowed researchers to predict future events with relative accuracy.
  - provided a comprehensive framework to explain known facts.
9. A new theory is able to provide a comprehensive explanation of behaviour in a particular area, generates relatively accurate predictions, and stimulates the development of new knowledge. Personality theorists would consider such a theory to be \_\_\_\_\_.
- confirmed
  - definite
  - useful
  - proven
10. Freud's ideas regarding the power of the unconscious were shaped largely by observations of people with which of the following disorders?
- depression
  - conversion hysteria
  - schizophrenia
  - multiple personality
11. Freud's observations of people with conversion hysteria convinced him of the power of:
- sublimation.
  - the superego.
  - conscious defence mechanisms.
  - the unconscious mind.
12. When treating people with conversion hysteria, Freud noticed that people with this disorder often appeared to improve when:
- they re-experienced traumatic memories and feelings.
  - their superegos were strengthened.
  - their defence mechanisms became more balanced.
  - they sublimated their sexual and aggressive energies.
13. All of the following were methods that Freud used to discover hidden unconscious material **EXCEPT**:
- hypnosis.
  - sublimation.
  - dream analysis.
  - free association.
14. In his original conceptualization of psychoanalytic theory, Freud considered the personality to be an energy system that was very similar to:
- a chemical reaction.
  - electrical current.
  - a steam engine.
  - an automobile.

15. Freud argued that instinctual urges and desires continually give rise to energy. The energy created by this process serves to power the mind and constantly needs to be released in either direct or indirect ways. Freud termed this as \_\_\_\_\_.
- A. psychic energy
  - B. sublimation
  - C. repression
  - D. free association
16. Assuming that you are not currently thinking about what you did during your last summer vacation Freud would say that your memory would most likely reside in the:
- A. unconscious mind.
  - B. preconscious mind.
  - C. nonconscious mind.
  - D. conscious mind.
17. Which of the following statements regarding Freud's psychoanalytic theory is true?
- A. The conscious, preconscious, and unconscious minds are roughly equivalent in size.
  - B. The preconscious mind is substantially larger than the conscious or unconscious mind.
  - C. The conscious mind is substantially larger than the unconscious or preconscious mind.
  - D. The unconscious mind is substantially larger than the conscious or preconscious mind.
18. As you are reading this question, you are presently aware of these words and their meanings. According to Freud, these mental events are taking place in the:
- A. unconscious mind.
  - B. nonconscious mind.
  - C. conscious mind.
  - D. preconscious mind.
19. Freud divided personality into three separate but interacting structures called:
- A. the conscious, unconscious, and preconscious mind.
  - B. the id, ego, and superego.
  - C. repression, denial, and sublimation.
  - D. the id, conscious, and denial.
20. According to Freud, the activities of this structure are primarily governed by the pleasure principle. This structure is called:
- A. id
  - B. ego
  - C. preconscious
  - D. superego
21. The ego functions primarily at the conscious level of mind and operates according to the \_\_\_\_\_.
- A. unconscious mind
  - B. pleasure principle
  - C. preconscious mind
  - D. reality principle
22. Through the process of identification with significant others, most often parents, the creation of the \_\_\_\_\_ occurs.
- A. ego
  - B. id and ego
  - C. superego
  - D. id

23. The ego and superego are similar in that both:
- A. are governed by the reality principle.
  - B. strive to control the impulses of the id.
  - C. are shaped through the process of identification.
  - D. function primarily at the preconscious level of mind.
24. Id is to pleasure principle, as ego is to \_\_\_\_\_ as superego is to \_\_\_\_\_.
- A. conscious; preconscious
  - B. defence mechanisms; psychosexual stages
  - C. reality principle; moralistic goals
  - D. repression; archetypes
25. Susan's therapist quickly recognizes that Susan keeps falling in love with men with personality traits just like her father. The trouble is, none of these men seem to be good enough for her. Susan's therapist is looking at personality traits through a \_\_\_\_\_ perspective.
- A. social cognitive
  - B. biological
  - C. humanistic
  - D. psychodynamic
26. According to Freud's theory of personality, part of the personality present at birth contains inborn biological drives and operates under the pleasure principle. This is the \_\_\_\_\_.
- A. ego
  - B. super ego
  - C. alter ego
  - D. id
27. On Randy's 11<sup>th</sup> birthday, his grandmother asks him whether or not he remembers the cake he had last year on his 10<sup>th</sup> birthday. Although Randy was not thinking about last year's cake when his grandmother asked the question, he was easily able to recall the cake at his party last year. In this case, the memory of the cake from his 10<sup>th</sup> birthday moved from his \_\_\_\_\_ to his \_\_\_\_\_.
- A. unconscious; conscious
  - B. preconscious; conscious
  - C. unconscious; preconscious
  - D. preconscious; preconscious
28. Which of the following personality structures is sometimes referred to as the "executive of the personality"?
- A. the ego
  - B. the id
  - C. the preconscious mind
  - D. the superego
29. Because it must juggle and balance moral imperatives, unconscious desires, and the realities of life, the ego is sometimes called the " \_\_\_\_\_ of the personality."
- A. manager
  - B. secretary
  - C. director
  - D. executive
30. Why is the ego sometimes referred to as the "executive of the personality"?
- A. It is the first to form and therefore the most senior personality structure.
  - B. It functions primarily in the conscious mind, which represents the highest level of mental functioning.
  - C. It must balance the needs of the id, superego, and reality.
  - D. It generates and provides the psychic energy upon which the other personality structures depend.

31. When confronted by potentially overwhelming urges, in order to reject or distort reality and thus effectively reduce the anxiety that accompanies these urges, the ego may resort to what are called \_\_\_\_\_.
- A. free associations
  - B. subliminal psychodynamic activations
  - C. archetypes
  - D. defence mechanisms
32. Psychoanalysts generally agree that the primary defence mechanism utilized by the ego to control the anxiety-generating urges created by the id is the:
- A. sublimation
  - B. denial
  - C. repression
  - D. reaction formation
33. During a conversation with a friend, Al starts to get angry at what she is saying. This is an emotion that he considers inappropriate and childish. As a result, instead of noticing his own anger, he erroneously begins to believe that his friend is becoming angry, even though she is doing no such thing. This example best demonstrates the defence mechanism of:
- A. reaction formation.
  - B. projection.
  - C. sublimation.
  - D. displacement.
34. John is a rather aggressive person with lots of energy. He sometimes got into trouble for aggressive behaviour as a teenager, but he has recently vented his aggressive feelings by playing rugby on a local team. Instead of getting into trouble for his aggressive behaviour, John now finds that he is considered to be a well-respected and valuable rugby player by his teammates. According to Freud, joining the rugby team would best be considered an example of the defence mechanism of:
- A. sublimation.
  - B. denial.
  - C. displacement.
  - D. repression.
35. Jake's girlfriend just broke up with him and Jake does not appear to be upset at all. Jake keeps talking about the strength of character he has developed and the interesting way in which his girlfriend decided to break up with him. Jake may be employing the \_\_\_\_\_ defense mechanism.
- A. intellectualization
  - B. denial
  - C. sublimation
  - D. projection
36. Terry has been diagnosed with terminal cancer. Rather than spend his time and money on vacations and activities he enjoys, Terry spends his time seeking alternative forms of medicine and increasing his retirement investment portfolio. Rather than realistically approaching his situation, he appears to be using the defense mechanism of \_\_\_\_\_.
- A. sublimation
  - B. projection
  - C. rationalization
  - D. denial
37. Which of the following presents the proper order of Freud's psychosexual stages of development?
- A. anal, oral, phallic, latency, and genital
  - B. oral, anal, genital, latency, and phallic
  - C. oral, anal, latency, phallic, and genital
  - D. oral, anal, phallic, latency, and genital

38. When the erogenous zones associated with various psychosexual stages are exposed to deprivations or overindulgences, a state of arrested development may occur that psychoanalytic theorists call:
- A. compulsion.
  - B. fixation.
  - C. obsession.
  - D. repression.
39. The Oedipus complex is thought to take place during the:
- A. anal stage.
  - B. latency stage.
  - C. oral stage.
  - D. phallic stage.
40. Jeff likes to smoke cigars and when he doesn't have one of these, he often likes to suck on breath mints or other hard candies. In social situations, he tends to talk a lot, and because he really enjoys eating, is a little overweight. According to Freud's theory, Jeff most likely experienced a fixation at which psychosexual stage of development?
- A. anal
  - B. genital
  - C. oral
  - D. phallic
41. Ronnie's new roommate, Tim, is driving him crazy! His roommate is a compulsive neat freak who cannot tolerate anything left out of place in the apartment. Not only that, but Tim insists the cleaning be done in a certain way and at a certain time each day. If Tim were to seek advice from a psychoanalyst, Tim might be told that his compulsions are the result of harsh toilet training when Tim was a child. This suggests Tim is stuck in the \_\_\_\_\_ psychosexual stage of development.
- A. anal
  - B. genital
  - C. phallic
  - D. latency
42. Which of the following was mentioned as a shortcoming of Freud's psychoanalytic theory?
- A. His theory failed to stimulate any further theoretical advances.
  - B. His concepts were ambiguous and difficult to operationally define.
  - C. His theory was not complex enough.
  - D. His theory was too specific and not comprehensive enough.
43. One of the primary drawbacks of psychoanalytic theory is that:
- A. none of Sigmund Freud's propositions have held up under research.
  - B. it is so comprehensive that it is hard to test specific predictions.
  - C. it is so limited in details that it doesn't explain enough.
  - D. it failed to stimulate future research.
44. Which of the following statements regarding current research on unconscious processes is most accurate?
- A. Surprisingly, modern research results have confirmed that the vast majority of Freud's ideas are accurate.
  - B. As was the case with more traditional studies, modern research techniques have failed to find any support for Freud's theory.
  - C. Though advances have been made, we still do not have the technology available to test any of Freud's theory.
  - D. Modern techniques have shown that unconscious processing does occur, but the nature of this processing appears to be less volatile than Freud assumed.

45. A present-day look at psychoanalytic theory reveals that there is some research evidence indicating that unconscious processing occurs and that many modern psychodynamic theorists reject Freud's ideas about.
- A. sexual fantasies
  - B. obesity
  - C. childhood sexuality
  - D. toilet training
46. Neoanalytic theorists such as Alfred Adler and Carl Jung departed from traditional psychoanalytic theory in that they:
- A. were less optimistic than Sigmund Freud regarding human nature.
  - B. assumed that personality is almost entirely shaped during childhood.
  - C. believed childhood sexuality needed to be emphasized even more.
  - D. believed that Sigmund Freud did not place enough emphasis on social and cultural factors.
47. Constructs such as the collective unconscious and archetypes are part of:
- A. Carl Jung's theory of analytic psychology.
  - B. Erik Erickson's theory of social interest.
  - C. Carl Rogers's self theory.
  - D. John Bowlby's object relations theory.
48. Which of the following best captures the orientation of the object relations approach?
- A. It focuses on childhood sexuality and defence mechanisms.
  - B. It focuses on the mental images created by significant experiences with caregivers.
  - C. It focuses on people's motives to advance the welfare of others and to compensate for real or imagined defects.
  - D. It focuses on our innate tendencies for growth and self-actualization.
49. John Bowlby's attachment theory was discussed as being derived directly from which of the following approaches?
- A. Erik Erickson's life-span development approach
  - B. Alfred Adler's inferiority complex model
  - C. object relations theory
  - D. Carl Jung's theory of analytic psychology
50. Kathy's father was an abusive alcoholic and as a result of her early experience, Kathy has a distorted mental image of all fathers as being abusive people. According to a certain theory, there will be an unconscious influence on Kathy's future relationships with men. This view is represented by the:
- A. humanistic theory
  - B. object relations theory
  - C. Erik Erickson's life-span development approach
  - D. Carl Jung's theory of analytic psychology
51. In Freud's psychoanalytic theory, creative and artistic achievements arise from intrapsychic conflict, while in Roger's humanistic theory, they arise from \_\_\_\_\_.
- A. the need for congruence
  - B. the tendency toward realization of one's potential
  - C. the need for positive self-regard
  - D. the tendency toward self-enhancement
52. According to Carl Rogers and other humanistic theorists, the active process of realizing our total human potential is referred to as:
- A. self-actualization
  - B. self-efficacy
  - C. self-enhancement
  - D. self-verification

53. The humanistic concept of self-actualization refers to the process of:
- A. gaining and preserving a positive self-image
  - B. realizing our full human potential.
  - C. believing that you can take the steps needed to achieve desired outcomes.
  - D. maintaining self-identity through self-consistency and congruence.
54. While Sigmund Freud maintained that human behaviour is directed by unconscious forces, Carl Rogers asserted that people's actions are determined by \_\_\_\_\_.
- A. the need for congruence
  - B. the collective unconscious and archetypes
  - C. mental images of significant caregivers
  - D. our current experience of self and environment
55. A central concept in Carl Rogers's theory is our consistent set of perceptions of and beliefs about ourselves referred to as:
- A. unconditional positive regard
  - B. the need for positive self regard
  - C. the self
  - D. self-actualization
56. Bob thinks that he is a good tennis player and his results support this belief. He is better than almost all of the people in his tennis club and he wins most of his tennis matches. This agreement between Bob's beliefs and his actual experience would best be considered as an example of Carl Rogers's concept of:
- A. self-actualization.
  - B. congruence.
  - C. self-consistency.
  - D. a condition of worth.
57. According to Carl Rogers, self-consistency refers to the human need:
- A. to maintain consistency between our self-beliefs and our actual experiences.
  - B. for acceptance, love, and sympathy from others.
  - C. to realize our total human potential.
  - D. to maintain consistency among our various self-beliefs.
58. Carl Rogers asserted that well-adjusted individuals respond to the threat created by experiences that are inconsistent with the self by:
- A. modifying their self-concept so that it is consistent with experience.
  - B. altering the experience so that it is consistent with their self-concept.
  - C. increasing their conditions of worth.
  - D. realizing their total potential.
59. Sarah has the belief that she is good in math, but she has just received her first "D" grade in her first year calculus class. This inconsistency between Sarah's self-belief and her actual experience would most likely generate what Carl Rogers termed:
- A. self-actualization.
  - B. a condition of worth.
  - C. a threat.
  - D. a need for unconditional self-regard.
60. Compared to the hostile, aggressive nature of people as seen by Freud, the humanistic perspective views people as \_\_\_\_\_.
- A. inherently self-absorbed
  - B. inherently good
  - C. driven by negative emotion
  - D. asexual creatures

61. Carl Rogers assumed that people have an innate need to receive love, sympathy, and acceptance from others, which he called:
- a condition of worth.
  - a need for positive regard.
  - self-actualization.
  - a need for positive self-regard.
62. According to humanistic theory, a child who receives unconditional positive regard from her parents is likely to avoid the problems that are associated with \_\_\_\_\_.
- self-actualization needs
  - positive self-regard needs
  - self-consistency
  - conditions of worth
63. When growing up, John's parents were uncomfortable every time that John happened to be sad. As a result, John now disapproves of his own sad feelings, even when they are appropriate. Carl Rogers and other humanistic theorists would consider John's attitude towards his sad feelings as an example of:
- a condition of worth.
  - an inferiority complex.
  - a need for positive self-regard.
  - a need for positive regard.
64. Carl Rogers believed that conditions of worth can produce serious negative consequences for people by creating significant \_\_\_\_\_ between self-perceptions and experience.
- congruence
  - self-consistency
  - incongruence
  - inconsistency
65. The superego's "shoulds" in Freud's psychoanalytic theory are most similar to \_\_\_\_\_ in Roger's humanistic theory.
- the need for positive self-regard
  - conditional positive regard
  - conditions of worth
  - the need for self-verification
66. Alan knows that no matter what his report card grades are, his parents will love him. He knows he is not always the most thoughtful son, but he has also recognized that his parents love him based not on his behaviour but on who he is. Rogers called this concept:
- lack of unconditional positive regard
  - conditioned positive regard
  - unconditional positive regard
  - the need for acceptance
67. According to the text, much of the modern research on the self-concept owes its roots to the work of:
- Sigmund Freud.
  - Carl Rogers.
  - Carl Jung.
  - Albert Bandura.
68. People who tend to feel positively about themselves have been found to be happier, have fewer relationship difficulties, and reach higher achievement levels than people who feel more negatively about themselves. These individuals have high \_\_\_\_\_.
- self-efficacy
  - self-verification
  - self-consistency
  - self-esteem

69. A lack of consistent guidelines and punishment as well as a loss of love for misbehaviour were both mentioned as factors that can contribute to the development of low \_\_\_\_\_ in children.
- self-esteem
  - self-verification
  - self-monitoring
  - self-consistency
70. Josh believes that he is socially outgoing. He just met several new people, some of whom have told him that he seems to be a very social person (congruent feedback), while a few others have made comments to Josh that he seems to be quite shy and reserved (incongruent feedback). According to the construct of self-verification, how will Josh recall this feedback?
- Josh should have a poor memory for both the congruent and incongruent feedback.
  - Josh should have a good memory for both the congruent and incongruent feedback.
  - Josh should remember the congruent feedback better than the incongruent feedback.
  - Josh should remember the incongruent feedback better than the congruent feedback.
71. Studies have found that individuals often seek relationships with others who confirm their positive or negative views of themselves, so much so that when someone with a negative self-view marries a person who views them favourably, the person with the negative self-view will often withdraw from the marriage. This phenomenon is most consistent with the concept of:
- self-enhancement.
  - self-verification.
  - self-efficacy.
  - self-esteem.
72. Rogers's notion of self-enhancement refers to people's need to:
- maintain their self-image through self-consistency and congruence.
  - realize their full human potential.
  - receive sympathy and love from other people.
  - gain and preserve a positive self-image.
73. According to this perspective, personality is the result of the satisfaction of growth needs and the constant striving for self-realization. This is the \_\_\_\_\_ perspective.
- evolutionary psychology
  - sociocultural
  - psychodynamic
  - humanistic
74. Margaret is prone to depression and physical illness. She lacks the tools needed to make herself feel better when she experiences a negative outcome or failure. Margaret most likely:
- is programmed to succeed and cannot deal with failures as they rarely happen
  - experienced unconditional love and acceptance as a child
  - has low self-esteem and sees herself as an ineffective person
  - has an unrealistic view of the world
75. A person from a collectivistic culture would most likely mention which of the following when asked to list his or her important personal attributes?
- I am smart.
  - I am athletic.
  - I am a student.
  - I am funny.
76. Within any given culture, specific information about gender-role socialization informs us about the appropriate attributes and behaviours of men and women. These are referred to as:
- gender norms
  - gender schemas
  - gender standards
  - gender ideals

77. Research examining gender differences in self-concepts suggest that the self-concepts of women are more \_\_\_\_\_ than those of men.
- A. collectivistic
  - B. self-actualized
  - C. achievement-oriented
  - D. individualistic
78. Research indicates that, in general, men in Western cultures tend to have self-concepts that are more individualistic than are women's, while women in Western cultures tend to have self-concepts that are more \_\_\_\_\_ than are men's.
- A. self-enhancing
  - B. collectivistic
  - C. self-consistent
  - D. self-actualized
79. Which of the following criticisms has been made against humanistic theories of personality?
- A. The theories are so comprehensive that they are hard to falsify or disprove.
  - B. There is virtually no research evidence to support any of the claims made by the theories.
  - C. The theories need to define some important humanistic constructs which may involve circular reasoning.
  - D. The theories place too much emphasis on childhood sexuality.
80. In personality research, identifying clusters of specific behaviours that are so highly associated with one another that they are assumed to be due to a single trait or basic dimension of personality is done through \_\_\_\_\_.
- A. intuition
  - B. factor analysis
  - C. component analysis
  - D. circular reasoning
81. Which of the following perspectives on personality was generated using the statistical tool called factor analysis?
- A. Raymond Cattell's 16 personality factor model
  - B. Albert Bandura's social learning theory
  - C. Walter Mischel and Yuichi Shoda's cognitive-affective personality system (CAPS)
  - D. Carl Rogers's theory of self
82. Which of the following accurately describes how factor analysis is used to identify personality traits?
- A. Factor analysis allows researchers to create operational definitions of theoretically generated personality traits.
  - B. Factor analysis permits trait inferences by examining people's responses to ambiguous stimuli.
  - C. Factor analysis identifies clusters of highly correlated specific behaviours that are assumed to reflect a single trait.
  - D. Factor analysis guides researchers who are using intuition in constructing their traits.
83. The "A" in the personality acronym "OCEAN" stands for:
- A. apprehensiveness.
  - B. adventurousness.
  - C. aggressiveness.
  - D. agreeableness.
84. Which of the following correctly lists what are often called the "Big Five" personality traits?
- A. outgoingness, conscientiousness, excitability, agreeableness, and nervousness
  - B. openness, conscientiousness, extraversion, agreeableness, and neuroticism
  - C. openness, candidness, excitability, apprehensiveness, and nervousness
  - D. outgoingness, candidness, extraversion, affability, and neuroticism

85. Chris typically behaves in a way that is reflective, refined, and imaginative. In the "Big Five" model of personality factors, these lower-order traits place most closely on the \_\_\_\_\_ dimension.
- agreeableness
  - extraversion
  - conscientiousness
  - openness
86. Which of the following statements is most accurate regarding the utility of personality traits to predict specific behaviours?
- Both broad and narrow traits are equally effective at predicting specific behaviours.
  - Broad traits are more effective than narrow traits at predicting specific behaviours.
  - Narrow traits are more effective than broad traits at predicting specific behaviours.
  - Neither broad nor narrow traits are effective at predicting specific behaviours.
87. You are interested in trying to predict someone's behaviour in a specific situation, such as whether he will steal some office supplies in a particular setting, and you are considering using an assessment of personality traits to make this prediction. Based on the research evidence, which of the following is the best course of action?
- Assess for the "Big Five" personality traits.
  - Assess for Raymond Cattell's 16 personality factors.
  - Assess for Hans Eysenck's "Big Two" traits.
  - Don't use any of these measures because they are all typically uncorrelated with specific behaviours.
88. Research indicates that broad traits may be able to predict behaviour across a range of situations, and that \_\_\_\_\_ may better predict behaviour in specific situations.
- narrow traits
  - higher-order factors
  - secondary traits
  - primary dimensions
89. In measuring individual differences in personality traits and describing classes of behaviour, trait theorists attempt to \_\_\_\_\_.
- understand and predict behaviour
  - observe behaviour
  - facilitate stability in behaviour
  - control behaviour
90. Based on the fact that Joe is a quiet person who likes to spend his evenings alone listening to music or watching a movie, you might predict that he would turn down an invitation to a huge party on campus. This prediction is based on the fact that these behaviours are all similar enough that Joe will behave in a similar way in each situation. In this case, this behaviour pattern identifies \_\_\_\_\_.
- an evolutionary analysis of Joe's personality
  - a rationalization of Joe's behaviour over time
  - one major dimension of Joe's personality
  - an unstable identity trait for Joe
91. Given a list of activities a person enjoys most, you may accurately predict the way a person would behave in a future situation. In this way, you do not have to observe the person's every behaviour you can simply group "like" behaviours together and make predictions about future novel behaviour based on these. This method is the basic idea behind:
- sequential analysis
  - factor analysis
  - self-monitoring analysis
  - evolutionary analysis

92. Hans Eysenck's two-factor model of personality is unique compared to other trait models in that it:
- A. is derived from the use of both factor analysis and intuition.
  - B. has been found to predict specific behaviours even better than more narrow trait measures.
  - C. is the only model that includes extroversion and neuroticism.
  - D. postulates a possible biological basis for his traits.
93. Hans Eysenck theorizes that unstable or neurotic people have nervous systems that:
- A. are chronically overaroused.
  - B. are chronically underaroused.
  - C. show large, sudden shifts in arousal.
  - D. show small, gradual shifts in arousal.
94. Hans Eysenck believes that there are specific biological factors that are responsible for traits. Specifically, he asserts that people who have brains that are chronically overaroused score low on a measure of \_\_\_\_\_.
- A. extraversion
  - B. neuroticism
  - C. agreeableness
  - D. openness
95. A person is sometimes described as intelligent because he speaks only when he has something important to say. The "few words" spoken are often considered more important than the many words spoken by others. Among the trait theorists, the belief that personality can be understood in terms of only two dimensions would be held by \_\_\_\_\_.
- A. Raymond Cattell
  - B. Charles Whitman
  - C. Hans Eysenck
  - D. David Buss
96. In describing the new girl in class today, Yvonne and her friends said she must be an introvert because everyone is either an extravert or an introvert and this girl seems quiet and shy. Which perspective on personality might categorize a person this way?
- A. social approach
  - B. psychodynamic approach
  - C. trait approach
  - D. humanistic
97. When James became the class bully at the age of twelve, his friends just shook their heads. After all, his father has a violent temper and is very aggressive so what did they expect? Which perspective on personality might categorize a person this way?
- A. psychodynamic approach
  - B. biological approach
  - C. Freudian approach
  - D. humanistic approach
98. According to Eysenck's theory of personality, a normal personality can be explained with a combination of which of the following traits?
- A. extroversion-introversion and stability-instability
  - B. extroversion-introversion and agreeableness-disagreeableness
  - C. neuroticism-non neuroticism and stability-instability
  - D. optimistic-pessimistic and stability-instability
99. According to Eysenck's theory, Tara, who is very introverted has a pattern of brain activity that can be described as:
- A. underaroused
  - B. overaroused
  - C. lacking cortical arousal
  - D. erratic

100. Research studies on the stability of personality traits such as introversion-extroversion and emotionality have revealed that these traits are \_\_\_\_\_ across time.
- moderately unstable
  - highly stable
  - moderately stable
  - highly unstable
101. Which of the following statements regarding the stability of personality traits is most accurate?
- Almost all traits are remarkably consistent across time and across situations.
  - Traits show significantly more stability across time, but they show a great deal of capacity for change across situations.
  - Traits show significantly more stability across situations than they do across time.
  - In terms of stability across situations and across time, some traits are relatively stable, while others show some capacity for change.
102. Research evidence exists:
- for both stability and change in personality traits over time.
  - for both a degree of stability and some capacity for change in personality traits across situations.
  - that personality traits are stable over time but changeable across situations.
  - that personality traits show both stability and change over time and across situations.
103. Much like research conducted that describes a relationship between two variables, the trait perspective attempts to describe personality and predict behaviour. One thing to keep in mind is that just like correlational research, the trait perspective does not provide us with:
- adequate trait differentiation
  - the structure of the personality
  - individual differences
  - causality of the traits
104. Her friends describe Susie as an extrovert. Susie thinks that she has changed in her adult years because she always felt she was an introverted child. According to the trait theory perspective:
- this is impossible as traits such as extroversion are highly stable over time
  - this is possible as traits such as extroversion vary in stability over time
  - this is impossible as traits such as extroversion vary in stability over time
  - this is possible as extroversion is not considered a personality trait
105. Which of the following was mentioned as one of the three factors that make it difficult to accurately predict behaviours from personality traits?
- Our ability to accurately assess traits is not yet sufficiently advanced.
  - We still don't know exactly how many traits there are.
  - Traits may interact with one another as well as with characteristics of different situations.
  - Despite popular belief, personality traits are unreliably correlated with behaviours.
106. The importance of a particular personality trait for a person may determine:
- how consistent their behaviour is across situations.
  - the amount of self-monitoring that they use.
  - how neurotic a particular person is.
  - the amount of interaction that occurs with other traits and situations.
107. Jan tends to base most of her behaviours on her beliefs and attitudes, while Greg tends to vary his behaviour a great deal depending upon the demands of the situation he is in. Jan's behaviour would likely be more stable than Greg's across time, and the difference between Jan and Greg best illustrates the concept of \_\_\_\_\_.
- self-efficacy
  - striving for superiority
  - self-verification
  - self-monitoring

108. Jerry never gave up his 'flower child' philosophy from the 1960s and could still be considered a hippie trying to fight the 'establishment'. Jerry would rate high on which of Eysenck's dimensions?
- A. extroversion
  - B. neuroticism
  - C. psychoticism
  - D. stability
109. What traits did Eysenck include in his theory of personality?
- A. extraversion and stability
  - B. extraversion and conscientiousness
  - C. extraversion, conscientiousness, and neuroticism
  - D. extraversion, stability, and psychoticism
110. Eysenck's called his trait dealing with creativity, nonconformity and impulsivity \_\_\_\_\_.
- A. extraversion
  - B. instability
  - C. neuroticism
  - D. psychoticism
111. Which two of the Big Five factors are most like Eysenck's psychoticism trait?
- A. conscientiousness and agreeableness
  - B. extraversion and neuroticism
  - C. openness and neuroticism
  - D. conscientiousness and openness
112. Pat has low self-esteem. At work her boss congratulated her on the fantastic job she did on a project. The most likely impact this compliment is to:
- A. make her feel anxious and feel she will be less likely to achieve in the future.
  - B. make her feel better about herself and feel she will be more likely to achieve in the future.
  - C. make her feel better about herself and make her try harder in the future.
  - D. have no impact on how she feels.
113. Levels of self-esteem tend to \_\_\_\_\_ with development from childhood to old age.
- A. increase
  - B. decrease
  - C. remain stable
  - D. fluctuate
114. Research by Wood and Heimpel comparing the effects of success on individuals with high and low self-esteem found that:
- A. both individuals with high and low self-esteem felt better about their task performance after a success . compared to the control groups.
  - B. individuals with low self-esteem felt anxiety about their performance whether they experienced success or were in a control group.
  - C. individuals with low self-esteem did not perform as well as individuals with high self-esteem regardless . of which group they belonged.
  - D. individuals with low self-esteem felt anxiety and self-doubt after a success compared to those with high . self-esteem or those in the control groups.
115. Which of the following statements has research found to be true regarding self-esteem?
- A. High self-esteem is beneficial for children and should be promoted in development.
  - B. Inflated self-esteem creates a vulnerability to ego threats making a person more likely to act . aggressively if their self-esteem is threatened.
  - C. The concept of high self-esteem is over-rated and is not related to positive life outcomes.
  - D. Men tend to have higher levels of self-esteem compared to women.

116. Bondar's orbitofrontal cortex was very active on a PET scan, therefore, it seems likely that she would score highly on the \_\_\_\_\_ scale.
- A. neuroticism
  - B. extraversion
  - C. openness
  - D. creativity
117. Patty was held for ransom by a group of rebels fighting for independence. Following her release, she suffered from post-traumatic stress disorder. Scientists would expect to see decreased activity in her
- A. nucleus accumbens.
  - B. orbitofrontal cortex.
  - C. prefrontal cortex.
  - D. insular cortex.
118. A study completed by DeYoung and colleagues demonstrated that the personality trait, openness, was correlated with intelligence and \_\_\_\_\_ function.
- A. prefrontal cortex
  - B. nucleus accumbens
  - C. insular cortex
  - D. orbitofrontal
119. Which of the following theorists is **NOT** considered to be a social cognitive theorist?
- A. Hans Eysenck
  - B. Julian Rotter
  - C. Walter Mischel
  - D. Albert Bandura
120. The approach to personality that emphasizes the interaction between thinking and the learning experiences provided by individuals' social environments is called the:
- A. interactive trait approach
  - B. self-consistency approach.
  - C. social cognitive approach.
  - D. social humanistic approach.
121. Which of the following provides the best definition of the concept of reciprocal determinism?
- A. A person can impact the environment and the environment can impact the person.
  - B. Most behaviour is determined by the complex interaction of various traits.
  - C. Behaviour is motivated and triggered by strong internal psychic forces.
  - D. The person, a person's behaviour, and the environment can all influence one another.
122. In the case of a woman, Julia, her trait of disagreeableness may motivate her to behave in irritable, cynical, and uncooperative ways. These behaviours likely trigger negative reactions in her friends, and these social consequences may in turn serve to strengthen and reinforce Julia's personality and her social behaviour. This example best demonstrates the concept of:
- A. self-reinforcement.
  - B. reciprocal determinism.
  - C. internalization.
  - D. self-monitoring.
123. Which of the following is not one of the possible two-way causal links that are proposed by the principle of reciprocal determinism?
- A. self-verification <-> person's behaviour
  - B. person <-> environment
  - C. person's behaviour <-> environment
  - D. person <-> person's behaviour

124. All of the following concepts are associated with researcher Julian Rotter **EXCEPT**:
- A. expectancy.
  - B. reinforcement value.
  - C. behavioural signatures.
  - D. locus of control.
125. Rotter's construct of reinforcement value refers to:
- A. a person's perception of how likely it is that certain consequences will occur if he or she engages in a particular behaviour within a specific situation.
  - B. the utility of the reinforcement for increasing the likelihood that the behaviour of interest will occur again.
  - C. the degree of control that the reinforcement exerts over one's behavioural outcomes.
  - D. how much one wants or fears the outcome that he or she believes the behaviour will produce.
126. Jack believes that if he goes out partying with his friends tonight, it is very likely that he will fail his history midterm tomorrow. Jack's perception about the consequences of his behaviour and the likelihood of these consequences would best be considered an example of Rotter's concept of:
- A. reinforcement value.
  - B. self-verification.
  - C. self-efficacy.
  - D. expectancy.
127. Hal doesn't think he has much chance of getting into his top choice for medical school. However, he still very much likes this school and desires to go there. Based on Rotter's concept of expectancy, we would expect Hal not to apply to this school, while Rotter's concept of \_\_\_\_\_ suggests that Hal would apply to this school.
- A. external locus of control
  - B. reinforcement value
  - C. self-consistency
  - D. expectancy
128. Which of the following concepts is most concerned with the amount of personal power or influence we feel that we can exert in our lives?
- A. locus of control
  - B. self-monitoring
  - C. reinforcement value
  - D. expectancy
129. The statement, "The average citizen can have an influence in government decisions" is most likely from a scale measuring which of the following psychological concepts?
- A. self-verification
  - B. self-enhancement
  - C. extroversion
  - D. internal-external locus of control
130. Ralph tends to be a rather passive person. Though he is happy and content with himself, he doesn't really believe that his actions make much of a difference in the world. For instance, he doesn't vote because he assumes that most governments are run by a few powerful people and there is very little he can do to change things. Ralph would most accurately be classified as having:
- A. low self-esteem.
  - B. high self-monitoring skills.
  - C. an external locus of control.
  - D. an internal locus of control.

131. Studies of university students have revealed that students with an internal locus of control tend to perform better academically than students with an external locus of control. The better students most likely associate their academic success with \_\_\_\_\_.
- A. luck
  - B. hard work
  - C. easy grading
  - D. good professors
132. A person's behaviour, forces in the environment, and the person himself/herself interact to form personality - this is the \_\_\_\_\_ perspective of personality.
- A. locus of control
  - B. humanistic
  - C. social constructivist
  - D. reciprocal determinism
133. Jeremy just got back his psychology mid-term exam and he is extremely upset with the "D" he received. Jeremy tells his girlfriend that the exam was totally unfair and that half of the material on the exam was never discussed by the professor in lecture. According to Rotter, Jeremy might score on the \_\_\_\_\_ end of the I-E scale.
- A. internal
  - B. external
  - C. introversion
  - D. extroversion
134. Albert Bandura's concept of self-efficacy specifically refers to people's:
- A. beliefs about their abilities to perform behaviours needed to achieve specific outcomes.
  - B. tendencies to behave in ways consistent with their self-concepts.
  - C. beliefs about the general amount of control they have in their lives.
  - D. tendencies to want to feel positively about themselves.
135. The most important determinant of self-efficacy is:
- A. observational learning.
  - B. verbal persuasion.
  - C. performance attainments.
  - D. degree of emotional arousal.
136. Of the alternatives below, the one that Albert Bandura did **NOT** claim affects self-efficacy beliefs is:
- A. locus of control.
  - B. verbal persuasion.
  - C. observational learning.
  - D. emotional arousal.
137. All of the following were specifically mentioned as beliefs that can influence self-efficacy **EXCEPT**:
- A. beliefs based on past accomplishments.
  - B. beliefs based on what other people are able to do.
  - C. beliefs about the emotional arousal they are experiencing.
  - D. beliefs about the amount of control they feel they have in their life.
138. Jesse has had a long-term phobia of heights. After working with a therapist, he is finally able to stand on the edge of a high overpass for the first time in his life, primarily because he no longer feels the anxiety and fear that he used to experience during times like these. This example best demonstrates how \_\_\_\_\_ can enhance feelings of self-efficacy.
- A. observational learning
  - B. the lack of emotional arousal
  - C. previous performance attainments
  - D. verbal persuasion

139. Ted and Tom have equivalent grades in school and are both applying to medical schools in order to become doctors. Ted believes he has the ability to achieve this goal but Tom is skeptical about his ability to be accepted to medical school. If self-efficacy alone were to determine the outcome:
- A. Tom's skepticism will cause him to work harder and he will be accepted to medical school before Ted
  - B. both boys will be accepted to medical school
  - C. Ted would be accepted into medical school before Tom because he believes in his ability to succeed
  - D. neither Ted nor Tom has the motivation to succeed in medical school
140. Both Beth and Roger are avid golfers who want to improve their games. Beth sets a goal of reducing her average score by four shots within the next three months, while Roger decides to set a general goal for himself of "becoming a better golfer" and figures this will be enough to motivate his behaviour. Based on the research conducted on goal-setting techniques, which of the following is most accurate?
- A. Both Beth and Roger are equally likely to improve.
  - B. Roger is more likely to improve than Beth is.
  - C. Beth is more likely to improve than Roger is.
  - D. Neither Beth nor Roger is likely to improve at all.
141. Bandura and Cervone found that performance on a strenuous bicycling task was highest when the participants:
- A. set no goals and received no feedback.
  - B. only set goals.
  - C. only received feedback.
  - D. both set goals and received feedback.
142. The results from the Bandura and Cervone study showing the importance of both setting goals and of receiving performance feedback are most relevant to which goal-setting guideline?
- A. set specific, behavioural, and measurable goals.
  - B. set performance-based, not outcome-based, goals
  - C. set positive, not negative, goals
  - D. set difficult but realistic performance-based goals
143. Khanh sets a goal of getting a 80% in her history class while Ed, who is in the same class, sets a goal of studying two hours per night for the course. Which of the following accurately describes these goals?
- A. Both Khanh's goals and Ed's goals are performance goals.
  - B. Khanh's goal is an outcome goal, while Ed's goal is a performance goal.
  - C. Khanh's goal is a performance goal, while Ed's goal is an outcome goal.
  - D. Both Khanh's goal and Ed's goal are outcome goals.
144. Claire has a 40-page history paper due at the end of the semester. Though initially overwhelmed by this assignment, she remembers a goal-setting guideline from her introductory psychology course and decides to apply it. She sits down with her calendar and maps out the smaller steps she needs to take in order to complete the paper. These steps include: reading the material, creating an outline, writing the introduction, writing a rough draft of the entire paper, and then rewriting the final draft. Claire most likely remembered which of the following guidelines?
- A. set performance-based, not outcome-based goals.
  - B. set difficult but realistic goals.
  - C. set short-term as well as long-term goals.
  - D. set positive, not negative, goals.
145. Sarah wants to have a career in law and to that end her first goal is to score well enough on the LSAT so that she will be accepted into a prestigious law school. According to research on effective goal setting, in setting her goal, Sarah should do which of the following?
- A. focus on outcome goals, not on behavioural goals
  - B. focus on the big picture and define her goal broadly
  - C. set a specific and fairly narrow goal
  - D. set a negative consequence for a goal not met

146. This approach to personality has advanced our understanding of how person and situation variables interact to produce behaviour, with a strong scientific base. This is the \_\_\_\_\_ approach to personality.
- A. social cognitive-behavioural
  - B. humanistic
  - C. psychodynamic
  - D. trait
147. The personality theory of Hans Eysenck operates at the \_\_\_\_\_ level of analysis.
- A. psychological
  - B. environmental
  - C. biological
  - D. psychosocial
148. The social cognitive personality theory typically operates at which level(s) of analysis?
- A. only the psychological level of analysis
  - B. both the psychological and biological levels of analysis
  - C. the biological, psychological, and environmental levels of analysis
  - D. both the psychological and environmental levels of analysis.
149. Self-report measures and projective tests are both examples of which type of personality assessment?
- A. interviews
  - B. behavioural assessments
  - C. physiological measures
  - D. psychological tests
150. If you wanted to learn about someone's personality, one simple thing you could do would be to talk to him or her for a while and ask a few questions. Your method of learning about this person's personality is most similar to which type of personality assessment?
- A. a projective test
  - B. an interview
  - C. a behavioural assessment
  - D. an oral personality test
151. When used for research purposes, one of the advantages of the structured interview format is that it:
- A. significantly reduces problems associated with social desirability.
  - B. completely eliminates problems associated with the interviewer biases.
  - C. uses several different personality assessment methods simultaneously.
  - D. creates a standardized situation that permits easier interpretation and comparison of responses.
152. Dr. Forman is considering conducting a study examining the relationship between personality factors and people's attitudes towards gun laws. Because her study is large and she is going to have several different research assistants interviewing people, she creates a list of 42 specific questions that she would like her interviewers to ask of every participant. Dr. Forman's method of assessing personality and attitudes is best viewed as an example of a:
- A. behavioural assessment.
  - B. structured interview.
  - C. psychological test.
  - D. behavioural observation.
153. Researchers will create explicit coding systems that contain the particular behavioural categories in which they are interested to assess personality and/or behaviours. This is typical of:
- A. the behavioural interview method
  - B. psychological tests
  - C. the behavioural assessment method
  - D. projective tests

154. Dr. Stevens is interested in studying social behaviour among children. To address this issue, he creates an elaborate coding system that can be used to categorize and classify various social behaviours that children display, such as sharing their crayons or trading turns on a swing set. Dr. Stevens' work is best considered as an example of which type of personality assessment?
- A. behavioural interview
  - B. projective test
  - C. psychological test
  - D. behavioural assessment
155. Jill frequently teases other children at school, and the problem is starting to get out of hand. A school counsellor decides to conduct a behavioural assessment in order better to determine what is going on and to find a way of resolving this problem. All of the following are questions that the behavioural assessment is created to answer EXCEPT:
- A. What historical factors led Jill to start teasing others?
  - B. What specifically does Jill do when she teases others?
  - C. How often and under what circumstances does Jill tease others?
  - D. What kind of outcomes does the teasing produce?
156. Researchers can collect samples of behaviour from people as they live their normal daily lives with a personality assessment tool known as \_\_\_\_\_.
- A. behavioural assessment
  - B. an interview
  - C. remote behaviour sampling
  - D. a portable projective test
157. Reports of what type(s) of information can be gathered using the remote behaviour sampling method of assessment?
- A. reports of thoughts
  - B. reports of thoughts and feelings
  - C. reports of situations and behaviours
  - D. reports of thoughts, feelings, behaviours, and situations
158. A marital researcher is interested in the personality factors and attitudes that contribute to successful marriages. This researcher has interviewed hundreds of different couples already, so in order to gather some potentially new information, he gives 20 married couples a beeper that randomly activates two to three times a day. When the beeper goes off, the couple is asked to call in to an answering machine in the lab and report on what they were just doing, thinking, and feeling. This study best demonstrates the personality assessment method known as:
- A. a portable projective test.
  - B. remote behaviour sampling.
  - C. remote psychological testing.
  - D. an indirect behavioural observation.
159. Researchers and clinicians can collect samples of behaviours, thoughts, and feelings from respondents as they live their daily lives through:
- A. responses on projective tests.
  - B. remote behaviour sampling.
  - C. behavioural assessments.
  - D. personality scales and self-ratings.
160. The NEO-PI measure of personality was developed using an approach to personality scale construction called the \_\_\_\_\_ approach.
- A. rational
  - B. trait
  - C. behavioural
  - D. empirical

161. With personality scales constructed using the empirical approach, the researcher bases the construction of the test on:
- A. some theoretical conception of the concept or construct that is to be measured.
  - B. personal intuition and the face validity of the items.
  - C. how reliable and valid the items on a given test are found to be.
  - D. research showing the unique responses various groups of people have to specific items.
162. Which of the following psychological tests was created using the empirical approach to test construction?
- A. NEO-PI
  - B. Thematic Apperception Test (TAT)
  - C. Minnesota Multiphasic Personality Inventory (MMPI)
  - D. Rorschach inkblot test
163. The basic assumption underlying projective tests is that if you present someone with a stimulus, the interpretation for this stimulus will come from within and thus presumably represent or reflect the person's inner needs and feelings. It is necessary that the stimulus is \_\_\_\_\_.
- A. sexual
  - B. ambiguous
  - C. psychodynamically meaningful
  - D. provocative
164. The Rorschach inkblot test and the Thematic Apperception Test (TAT) are both examples of what are called:
- A. projective tests.
  - B. empirically derived tests.
  - C. behavioural assessments.
  - D. objective measures of personality.
165. Jordan is given a personality test where he is shown ambiguous pictures of people and is asked to tell a story about what he sees that includes such things as what led up to the current situation and how he thinks the story will be resolved. It is most likely that Jordan is taking the:
- A. Minnesota Multiphasic Personality Inventory (MMPI).
  - B. NEO-PI.
  - C. Rorschach inkblot test.
  - D. Thematic Apperception Test (TAT).
166. A problem with completing a questionnaire designed to measure personality is that unconscious factors cannot be represented because by definition, we are unaware of them and their influence. In order to attempt to "tap" into this aspect of personality, \_\_\_\_\_ was/were developed.
- A. projective tests
  - B. the rational-theoretical approach
  - C. remote behaviour sampling
  - D. the empirical approach
167. A researcher who is interested in social cognitive theories of personality is likely to use which of the following personality assessment methods?
- A. behavioural assessments
  - B. projective tests
  - C. interviews
  - D. personality scales
168. According to the text, paper-and-pencil measures of personality, such as the Minnesota Multiphasic Personality Inventory (MMPI) and the NEO-PI, are most favoured by researchers associated with the \_\_\_\_\_ approach to personality.
- A. social cognitive
  - B. humanistic
  - C. trait
  - D. psychodynamic

169. Researchers associated with the psychodynamic tradition tend to favour the use of projective tests like the Thematic Apperception Test (TAT), while researchers who rely more on behavioural assessments and often ask people to rate their expectations and abilities are affiliated with the \_\_\_\_\_ approach.
- A. social cognitive
  - B. humanistic
  - C. trait
  - D. rational approach
170. The concept of personality is based on the observations that people differ in meaningful ways and that people behave somewhat consistently across situations and over time.  
True False
171. One of the important factors to consider when evaluating the usefulness of a theory is whether the theory stimulates the discovery of new knowledge.  
True False
172. Sigmund Freud specifically used the techniques of free association and dream analysis to increase the ego strength of his patients.  
True False
173. The hydraulic engine and other innovations designed to harness the power of physical energy were particularly influential as metaphors for Sigmund Freud's theory of psychoanalysis.  
True False
174. According to Sigmund Freud, the superego is also often considered to be "executive of the personality" because of its moral and ethical standards.  
True False
175. In psychoanalytic theory, the ego is sometimes called the "executive of personality" because it must formulate compromises between the id's wants, the environment's demands, and the superego's constraints.  
True False
176. One of the criticisms of psychoanalytic theory is that it is so broad and comprehensive that it can explain almost any behavioural outcome and is therefore difficult to falsify.  
True False
177. The humanistic concept of self-actualization specifically refers to people's need to maintain a consistent and congruent self-concept.  
True False
178. In the humanistic perspective of personality development, the concept "self-consistency" means the same thing as "congruence".  
True False
179. According to Carl Rogers, limitations that determine when people approve or disprove of themselves are known as conditions of worth.  
True False
180. When a person performs a task in order to pursue enhanced self-esteem the result can produce benefits for self-esteem but sometimes it can also produce costs like poor mental health.  
True False
181. The humanistic notion that people are motivated to preserve their self-concept by maintaining consistency and congruence is known as self-enhancement.  
True False

182. In Western cultures both men and women prize attributes like emotional strength, and self-sufficiency.  
True False
183. Criticisms of the humanistic approach to personality include that it relies too heavily on self-report and sometimes utilizes apparently circular reasoning.  
True False
184. Factor analysis is one of the primary tools used by trait researchers who base their trait estimations on particular personality theories or intuition.  
True False
185. The systematic statistical approach that attempts to find clusters of behaviours that are correlated with one another is known as factor analysis.  
True False
186. Eysenk's theory of personality included three dimensions: extraversion, stability and psychoticism.  
True False
187. Eysenck's biological theory is based on the assumption that there is an optimal level of biological arousal in the brain and that individuals who are quiet, reserved, and introverted are chronically overaroused.  
True False
188. Studies have revealed that personality traits tend to be significantly more consistent across time than they are across situations.  
True False
189. Individuals who are high in self-monitoring tend to appear less consistent in their behaviours across situations.  
True False
190. Success for individuals with low self esteem generates doubt and anxiety.  
True False
191. The concept of reciprocal determinism argues that the person, the person's behaviour, and the environment can each influence one another.  
True False
192. Julian Rotter's concept of self-efficacy is specifically concerned with the amount of control and influence that people feel they have in their lives.  
True False
193. All other things being equal, it is usually best to set outcome goals rather than performance goals.  
True False
194. According to the text, one of the principles of effective goal setting is to set specific outcome goals.  
True False
195. Four factors that can influence self-efficacy: previous performance attainment, observational learning, verbal persuasion, and emotional arousal.  
True False
196. Researchers using behavioural assessments use elaborate coding systems that are designed to categorize and classify relevant behaviours.  
True False
197. The MMPI is a psychological test that was created using what is called the rational approach to test construction.  
True False

198. Although projective techniques to assess personality are based on the assumption that a person will interpret ambiguous stimuli based on their personal needs, feelings and perspective, responses are assessed by comparing them to expected responses.  
True False
199. The concept of \_\_\_\_\_ rests in large part on the observation that people seem to show some degree of consistency in behaviour across time and across situations.  
\_\_\_\_\_
200. Sigmund Freud based much of his psychoanalytic theory on his observations of people suffering from the psychological disorder called \_\_\_\_\_.  
\_\_\_\_\_
201. Sigmund Freud stated that the \_\_\_\_\_ mind contained mental material that was currently not in our awareness but could be brought into awareness with relative ease.  
\_\_\_\_\_
202. Sigmund Freud asserted that the \_\_\_\_\_ governs the functioning of the id, while the \_\_\_\_\_ determines the actions of the ego.  
\_\_\_\_\_
203. Defence mechanisms are triggered by the presence of \_\_\_\_\_, which serves as a warning signal that something bad is about to happen either internally or externally.  
\_\_\_\_\_
204. The defence mechanism of \_\_\_\_\_ occurs when the energy created by a repressed impulse is released in an exaggerated expression of the opposite behaviour.  
\_\_\_\_\_
205. Freud argued that children go through a series of \_\_\_\_\_ stages during which the id's pleasure-seeking tendencies are focused on different pleasure-sensitive areas of the body known as \_\_\_\_\_.  
\_\_\_\_\_
206. Carl Jung's theory of psychology is known as \_\_\_\_\_.  
\_\_\_\_\_
207. The neoanalytic approach known as \_\_\_\_\_ focuses on the mental representations that people create of themselves and significant others as a result of early childhood experiences with caregivers.  
\_\_\_\_\_
208. In Carl Rogers's theory of the self, \_\_\_\_\_ refers to the need that people have to maintain consistency between their self-perceptions and their experiences.  
\_\_\_\_\_
209. People who do not experience unconditional positive regard may result in the development of \_\_\_\_\_.  
\_\_\_\_\_
210. The concept of \_\_\_\_\_ refers to how positively or negatively we feel about ourselves. A great deal of research on this construct was stimulated by the work of the theorist \_\_\_\_\_.  
\_\_\_\_\_
211. Research shows that individuals demonstrate a strong tendency to gain and preserve positive self-image known as \_\_\_\_\_.  
\_\_\_\_\_
212. Culture and socialization provide people with \_\_\_\_\_, which are beliefs and expectations about the appropriate and inappropriate behaviours for males and females.  
\_\_\_\_\_

213. The letter C in the acronym OCEAN stands for the personality trait of \_\_\_\_\_.
214. According to Hans Eysenck, the personality trait of \_\_\_\_\_ is due to the fact that some people's nervous systems are more prone to rapid, large changes in arousal, while other people's nervous systems are slower to change and adjust.
215. That fact that particular personality traits may interact with other traits or even situations in ways that aren't yet understood is often mentioned to account for the \_\_\_\_\_ of people's behaviour in different situations.
216. The concept of \_\_\_\_\_ is concerned with the degree to which people tend to alter or fit their behaviour to the demands of a given situation.
217. Julian Rotter's notion of \_\_\_\_\_ focuses on people's perceptions of the consequences that are likely to occur if they engage in particular behaviours.
218. A person who does not believe that they possess the skills necessary to produce a desired outcome would be said to have low \_\_\_\_\_.
219. The personality measures known as \_\_\_\_\_ include the Rorschach Inkblot test and the Thematic Apperception Test.
220. A \_\_\_\_\_ interview contains a list of specific questions that are asked of all participants in an attempt to ensure that the interviewees' responses are made to more-or-less identical stimuli.
221. A researcher who has participants in her study wear pagers and asks them to call the lab to report specific thoughts, feelings, and behaviours is utilizing a personality research method called \_\_\_\_\_.
222. The NEO-PI measure was discussed as an example of a test created using the \_\_\_\_\_ approach to test construction.
223. The MMPI was discussed as an example of a test created using the \_\_\_\_\_ approach to test construction.
224. The key assumption of projective tests such as the TAT and Rorschach inkblot test is that people will project their internal needs and feelings onto what are usually considered to be \_\_\_\_\_ stimuli.
225. Personality researchers associated with the \_\_\_\_\_ perspective tend to make use self-report measures related to the self-concept and personal aspirations.

226. What two common observations give rise to the concept of personality?

227. What three standards are used to evaluate the usefulness of a personality theory?

228. Which clinical phenomena convinced Freud of the power of the unconscious mind?

229. How did hydraulic systems of his time contribute to Freud's psychodynamic concepts?

230. Discuss the roles of the pleasure principle, the reality principle, and identification in relation to Freud's three personality structures.

231. Why is the ego sometimes referred to as the "executive of the personality"?

232.How and why do defence mechanisms develop? What specific forms do they take?

233.What happens if there is deprivation during a stage of psychosexual development?

234.Why is it difficult to test psychoanalytic theory? What is the current status of unconscious processes and psychosexual development?

235.Explain how the neoanalytic theorists Adler and Jung departed from Freudian theory. What is the focus of the object relations approach?

236.What is self-actualization? How does this concept conflict with Freud's conception of human nature?

237.Describe the roles of self-consistency and congruence in Rogers's self theory. How do these concepts relate to adjustment?

238. How do conditions of worth develop and how can they hinder adjustment?

239. How do differences in self-esteem affect behaviour?

240. What conditions affect the development of self-esteem?

241. Define self-verification and self-enhancement. What research evidence is there to support these processes?

242. What cultural and gender differences have been found in self-concept research?

243. What criticisms were made regarding the humanistic theories of personality?

244. In what way is factor analysis based on correlation, and how is it used to identify personality traits?
245. What does OCEAN stand for in the Five Factor model?
246. What are the predictive advantages of (a) broad, general traits and (b) narrow, specific ones? What's the research evidence?
247. In Eysenck's theory, what are the biological bases for individual differences in extraversion and stability?
248. How does research evidence bear on the assumption of stability across time and across situations?
249. What three factors make it difficult to predict behaviour on the basis of individual personality traits?

250. How does the distinction between explaining behaviour and describing behaviour apply to trait theory?

251. How does reciprocal determinism apply to an individual's personality pattern? Specify the two-way causal links.

252. Define Rotter's concepts of expectancy and reinforcement value and explain how they jointly influence behaviour.

253. Describe Rotter's concept of locus of control and how it affects behaviour.

254. What does Bandura mean by human agency? What are four components of human agency?

255. Define self-efficacy. What four sources of information influence efficacy beliefs?

256. Summarize six principles of effective goal setting.

257. What are some strengths of the social cognitive approach to personality?

258. Cite six methods that can be used to measure personality variables.

259. What is a structured interview? What are its advantages over informal approaches?

260. How are behavioural assessments designed and what three questions are they designed to answer?

261. Describe remote behavioural sampling procedures and the types of reports that can be collected.

262. Contrast the rational and empirical approaches to personality test development. Give an example of a test developed by each approach.
263. What is the assumption underlying projective tests? Describe two widely used projective tests.
264. What kinds of personality measures are favoured within the various perspectives?
265. Outline Freud's conceptualization regarding the structure of personality. Be sure to identify the various components of personality and describe how each component is thought to function.
266. What are defence mechanisms and what emotion triggers their activation? Define and give examples of the following defences: displacement, intellectualization, and reaction formation.
267. Describe the approach to personality of humanistic psychologist Carl Rogers. In your answer, be sure to mention and define the following terms: self-actualization, the self, self-consistency, congruence, unconditional positive regard, and conditions of worth.

268. Compare the similarities of and differences between Carl Rogers's and Sigmund Freud's approaches in each of the following areas: 1) the structure of personality, 2) major personality processes, and 3) the causes of maladjustment.
269. List and describe the personality traits of the "Big Five" model of personality. For each one, list characteristics that are associated with high and low levels of the trait.
270. What two personality trait dimensions does Hans Eysenck use to account for personality? What are the biological factors that are thought to be responsible for these differences?
271. What does research show about the stability of personality, and what key factors make it difficult to predict behaviours based on traits?
272. What is reciprocal determinism? Describe how this principle could be used to try and explain how someone's negative attitude (e.g., I'll never do well on this test) might be related to their behaviour and their environment.

273. What is locus of control? What does the research show regarding individuals who differ on locus of control?
274. What is self-efficacy? Using the context of improving the self-efficacy of a student, give an example of each of the four factors that can have an impact on self-efficacy judgments.
275. Assume that you have a friend who is interested in setting some personal goals. Given what you have learned about effective goal setting, give four recommendations to your friend and briefly support each of your recommendations.
276. Discuss six different methods that personality researchers use to measure various aspects of personality. For each method, give an example.
277. Explain the relationship between the various perspectives on personality and the kinds of measures favoured by each.

## ch14 Key

1. (p. 544) B
2. (p. 544) D
3. (p. 544) A
4. (p. 544) C
5. (p. 544) B
6. (p. 544) D
7. (p. 544) C
8. (p. 544) A
9. (p. 544) C
10. (p. 545) B
11. (p. 545) D
12. (p. 545) A
13. (p. 545) B
14. (p. 545) C
15. (p. 545) A
16. (p. 545-546) B
17. (p. 545-546) D
18. (p. 545-546) C
19. (p. 545-546) B
20. (p. 545) A
21. (p. 545) D
22. (p. 546) C
23. (p. 545-546) B
24. (p. 545-546) C
25. (p. 545-546) D
26. (p. 545) D
27. (p. 545-546) B
28. (p. 545) A
29. (p. 545) D
30. (p. 545) C
31. (p. 546) D
32. (p. 546) C
33. (p. 547) B
34. (p. 547) A
35. (p. 547) A
36. (p. 547) D

37. (p. 547-548) D
38. (p. 547) B
39. (p. 548) D
40. (p. 548) C
41. (p. 548) A
42. (p. 548) B
43. (p. 548) B
44. (p. 548) D
45. (p. 549) C
46. (p. 549) D
47. (p. 549) A
48. (p. 549) B
49. (p. 549) C
50. (p. 549) B
51. (p. 550-551) B
52. (p. 550) A
53. (p. 550) B
54. (p. 551) D
55. (p. 551) C
56. (p. 551) B
57. (p. 551) D
58. (p. 551) A
59. (p. 551) C
60. (p. 551) B
61. (p. 551) B
62. (p. 552) D
63. (p. 552) A
64. (p. 552) C
65. (p. 552) C
66. (p. 551) C
67. (p. 552) B
68. (p. 552) D
69. (p. 552-553) A
70. (p. 553) C
71. (p. 554) B
72. (p. 554) D
73. (p. 555) D
74. (p. 554) C

75. (p. 554) C
76. (p. 554) B
77. (p. 554) A
78. (p. 554) B
79. (p. 555) C
80. (p. 556) B
81. (p. 557) A
82. (p. 556-557) C
83. (p. 559) D
84. (p. 559) B
85. (p. 559-560) D
86. (p. 560) C
87. (p. 560) B
88. (p. 560) A
89. (p. 561) A
90. (p. 561) C
91. (p. 556-557) B
92. (p. 560) D
93. (p. 560) C
94. (p. 560) A
95. (p. 560) C
96. (p. 558) C
97. (p. 560) B
98. (p. 558) A
99. (p. 560) B
100. (p. 560-561) B
101. (p. 561) D
102. (p. 561) D
103. (p. 562) D
104. (p. 561) A
105. (p. 561-562) C
106. (p. 561) A
107. (p. 562) D
108. (p. 559) C
109. (p. 558-559) D
110. (p. 559) D
111. (p. 559) A
112. (p. 556-557) A

113. (p. 553) C
114. (p. 556-557) D
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116. (p. 563-564) B
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118. (p. 563-564) A
119. (p. 564) A
120. (p. 564) C
121. (p. 564) D
122. (p. 564-465) B
123. (p. 564-465) A
124. (p. 565-566) C
125. (p. 565) D
126. (p. 565) D
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130. (p. 565-566) C
131. (p. 565-566) B
132. (p. 564-565) D
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134. (p. 566) A
135. (p. 568) C
136. (p. 568-9) A
137. (p. 568-569) D
138. (p. 569) B
139. (p. 568-569) C
140. (p. 570) C
141. (p. 570) D
142. (p. 570-571) A
143. (p. 570-571) B
144. (p. 570-571) C
145. (p. 570-571) C
146. (p. 570) A
147. (p. 578) C
148. (p. 578) D
149. (p. 572) D
150. (p. 573) B

151. (p. 573) D
152. (p. 573) B
153. (p. 574) C
154. (p. 574) D
155. (p. 574) A
156. (p. 574) C
157. (p. 574) D
158. (p. 574) B
159. (p. 574) B
160. (p. 575) A
161. (p. 575) D
162. (p. 575) C
163. (p. 576) B
164. (p. 576-577) A
165. (p. 577) D
166. (p. 576) A
167. (p. 577) A
168. (p. 577) C
169. (p. 577) A
170. (p. 544) TRUE
171. (p. 544) TRUE
172. (p. 545) FALSE
173. (p. 545) TRUE
174. (p. 545-546) FALSE
175. (p. 545) TRUE
176. (p. 548) TRUE
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185. (p. 556) TRUE
186. (p. 558-559) TRUE
187. (p. 560) TRUE
188. (p. 561) FALSE

189. (p. 562) TRUE
190. (p. 556) TRUE
191. (p. 564-565) TRUE
192. (p. 565) FALSE
193. (p. 570) FALSE
194. (p. 570-571) FALSE
195. (p. 568-569) TRUE
196. (p. 541-542) TRUE
197. (p. 575) FALSE
198. (p. 576-577) TRUE
199. (p. 544) personality
200. (p. 545) Conversion hysteria
201. (p. 545) preconscious
202. (p. 545-546) pleasure principle; reality principle
203. (p. 546) Anxiety
204. (p. 547) reaction formation
205. (p. 547) psychosexual; erogenous zones
206. (p. 549) Analytic psychology
207. (p. 549) object relations
208. (p. 551) Congruence
209. (p. 552) Conditions of worth
210. (p. 552) self-esteem; Carl Rogers
211. (p. 554) self-enhancement
212. (p. 554) gender schemas
213. (p. 559) Conscientiousness
214. (p. 558) neuroticism/stability-instability
215. (p. 561) inconsistency
216. (p. 562) self-monitoring
217. (p. 565) expectancy
218. (p. 566) self-efficacy
219. (p. 576) projective techniques
220. (p. 573) structured
221. (p. 574) remote behavioural sampling
222. (p. 575) rational
223. (p. 575) empirical
224. (p. 576) Ambiguous
225. (p. 577) humanistic
226. (p. 544) Answers will vary

227. (p. 544) Answers will vary
228. (p. 545) Answers will vary
229. (p. 545) Answers will vary
230. (p. 545-546) Answers will vary
231. (p. 545-546) Answers will vary
232. (p. 546-547) Answers will vary
233. (p. 547-548) Answers will vary
234. (p. 548) Answers will vary
235. (p. 549-550) Answers will vary
236. (p. 550) Answers will vary
237. (p. 551) Answers will vary
238. (p. 551-552) Answers will vary
239. (p. 553-554) Answers will vary
240. (p. 553-554) Answers will vary
241. (p. 554) Answers will vary
242. (p. 554) Answers will vary
243. (p. 555) Answers will vary
244. (p. 556-557) Answers will vary
245. (p. 559) Answers will vary
246. (p. 560) Answers will vary
247. (p. 560-561) Answers will vary
248. (p. 561) Answers will vary
249. (p. 561-562) Answers will vary
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252. (p. 565) Answers will vary
253. (p. 565-566) Answers will vary
254. (p. 566) Answers will vary
255. (p. 566, 568-569) Answers will vary
256. (p. 570-571) Answers will vary
257. (p. 572) Answers will vary
258. (p. 572) Answers will vary
259. (p. 573) Answers will vary
260. (p. 574) Answers will vary
261. (p. 574) Answers will vary
262. (p. 575) Answers will vary
263. (p. 576-577) Answers will vary
264. (p. 577-578) Answers will vary

Feedback: Freud believed that personality is composed of three interacting structures: the id, ego, and the superego. The id is the source of personality, the source of all psychic energy, and the only structure present at birth. The id is totally unconscious and operated in an irrational fashion on the basis of the pleasure principle - seeking immediate gratification without the rational constraints of reality. In the course of development the ego emerges and functions at the conscious level as well as in the unconscious level interacting with the id. The ego operates on the reality principle. The final structure to develop is the superego that is the moral branch of personality. It develops by the age of four or five and contains traditional, societal values.

265. (p. 545-546) Answers will vary

Feedback: Defence mechanisms are used to cope with anxiety triggered by the environment or the threat of an uncontrollable impulse. Generally used to distort or deny reality in some way. Displacement: unacceptable urge repressed and then later vented on safer target + example.

Intellectualization: emotion from disturbing event separated and then event dealt with in intellectually interesting way + example. Reaction

formation: unacceptable impulse repressed then energy from it directed into extreme opposite behaviour + example.

266. (p. 546-547) Answers will vary

Feedback: Everyone is born with an innate desire to realize their total potential, called self-actualization. Rogers emphasized the concept of self, which is an organized and consistent set of beliefs about oneself. Once the self is created, we are motivated by a desire to maintain it by having a lack of conflict between self-perceptions (self-consistency) and between self-perceptions and experience (congruence). From birth, we have a need to be loved, accepted, and to experience unconditional positive regard. Children who lack this learn to approve or accept themselves only when certain conditions are met (conditions of worth).

267. (p. 551-554) Answers will vary

Feedback: 1) the structure of personality: Freud emphasized id, ego, superego (structural model) and conscious, preconscious, and unconscious (topographic model), while Rogers emphasized the self and an organized set of beliefs about oneself. 2) major personality processes: Freud argued for the presence of life and death instincts and the continual struggle between impulses and defences. Rogers stressed the innate desire to realize our total potential and to maintain self-consistency and congruence. 3) the causes of maladjustment: For Freud, maladjustment was produced by fixation during development and the use of defence mechanisms to cope with anxiety stemming from unconscious factors. Rogers emphasized the importance of positive regard and how conditional acceptance of a child can lead to conditions of worth.

268. (p. 545-546, 551-554) Answers will vary

Feedback: Openness: imaginative, intellectual vs. artistically insensitive, unreflective, and narrow; Conscientiousness: responsible and persevering vs. fickle and undependable; Extroversion: sociable and talkative vs. cautious and silent; Agreeableness: cooperative and good-natured vs. negativistic and irritable; Neuroticism: calm and emotionally stable vs. moody and excitable.

269. (p. 559-560) Answers will vary

270. (p. 558-560) Answers will vary

The key factors that make it difficult to predict behaviours based on traits include: 1) behaviour is a reflection on any particular trait, interacting with other traits and specific situational factors making it hard to predict behaviour based on a single trait; 2) Traits are more consistently demonstrated depending on how important or central they are to an individual. A trait that is perceived as more important will be demonstrated more consistently across situations. 3) People vary in terms of the degree to which they self-monitor or tailor their behaviour for the situation. As such, individuals lower in self-monitoring will appear more consistent than those who are higher in self-monitoring who change from situation to situation.

Feedback: Research shows that there is evidence for both stability and change in personality. Some personality traits are more stable than others. For example, emotionality, activity level, and optimism-pessimism tend to be relatively stable across time. In contrast, people will tend to behave differently in different situations. Walter Mischel showed that students will tend to be conscientious in some situations but not in others.

271. (p. 560-562) Answers will vary

Feedback: Reciprocal determinism is the principle proposed by Albert Bandura that argues that the person, the person's behaviour, and the person's environment all influence one another. For example, if a person has a negative attitude about doing well on a test (the person) then that might influence their behaviour to not study (the behaviour) and this would thereby influence the likelihood of their passing the exam (the environment). Reciprocal determinism suggests that all of these factors influence one another such that if the individual changes his/her behaviour (e.g., by studying) then that can impact both the environment (e.g., they might pass the test) and the person (e.g., they might have a different attitude).

272. (p. 564-565) Answers will vary

Feedback: Locus of control is the concept developed by Julian Rotter to label the expectancy that an individual has regarding the degree of personal control that he/she has in his/her life. Individuals with an internal locus of control believe that their life outcomes are largely under personal control and depend on their behaviour. Those with an external locus of control believe that their life outcomes are determined by external factors, such as others, luck, and chance. Research has shown that those with an internal locus of control are more self-determined, receive better academic grades, are more likely to seek out information, tend to be independent but cooperative, are more resistant to social influence, and are more likely to engage in health-promoting behaviours. Internal locus of control is positively correlated with self-esteem and personal effectiveness. Internals are also less likely to experience psychological maladjustment.

273. (p. 565-566) Answers will vary

Feedback: Self-efficacy: one's beliefs concerning the ability to perform the behaviours needed to produce a desired outcome. 1) performance attainments or past accomplishments: student may have high self-efficacy because he or she did well on the last test. 2) observational learning: may increase efficacy for class because friend is doing well. 3) verbal persuasion or encouragement from others: student may increase feelings of self-efficacy because of encouragement from teacher. 4) emotional arousal: efficacy may increase because she or he notices that anxiety doesn't occur during big exams like it used to.

274. (p. 566, 568-569) Answers will vary

Feedback: 1) Set goals that are specific, behavioural, and measurable; rationale: often goals are too vague and they don't tell us what we need to change. 2) Set performance as well as outcome goals; rationale: outcome goals are often out of our control, while performance goals keep the focus on the behaviours needed to achieve an outcome. 3) Set difficult but realistic goals; rationale: easy goals aren't satisfying and hard goals don't provide enough success. 4) Set positive, not negative, goals; rationale: reinforcement is more effective as a motivator than punishment is.

275. (p. 570-571) Answers will vary

Feedback: Interview data: personality assessed by asking people questions. Example: structured interviews. Behavioural assessment: personality assessed by watching how people behave. Example: remote behaviour sampling. Personality scales: objective measures that include a standard list of questions that are scored using a specific key. Example: NEO-PI, MMPI-2. Projective tests: people are asked to interpret ambiguous stimuli and it is assumed that their interpretations will reflect their key needs, feelings, and ways of viewing the world. Examples: Rorschach, TAT.

Physiological measures: assess personality by measuring some aspect of physiological functioning. Example: cortical arousal. Reports and rating by other people: assess personality by asking other people to rate an individual. Example: ratings by a partner or parents.

276. (p. 572-577) Answers will vary

Feedback: Psychodynamic theorists favour the use of projective techniques or indirect ensures of personality in an effort to get at unconscious processes. Humanistic theorists favour self-report approaches that allow individuals to reflect their own personal perspectives and self-concept. Social cognitive theorists prefer behavioural assessments and remote behaviour sampling to examine interactions between individuals and the situation. Trait theorists refer personality inventories like the MMPI so that they can measure specific traits. Finally, individuals interested in the biological factors that underlie personality traits are most likely to use physiological measures of personality.

277. (p. 577-578) Answers will vary

## ch14 Summary

<u>Category</u>	<u># of Questions</u>
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CL: C	53
CL: K	102
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Item Difficulty: 0.28	1
Item Difficulty: 0.40	1
Item Difficulty: 0.43	1
Item Difficulty: 0.50	2
Item Difficulty: 0.52	1
Item Difficulty: 0.55	2
Item Difficulty: 0.60	1
Item Difficulty: 0.61	2
Item Difficulty: 0.67	1
Item Difficulty: 0.70	1
Item Difficulty: 0.73	1
Item Difficulty: 0.74	2
Item Difficulty: 0.76	1
Item Difficulty: 0.77	1
Item Difficulty: 0.78	1
Item Difficulty: 0.81	1
Item Difficulty: 0.84	2
Item Difficulty: 0.85	1
Item Difficulty: 0.86	1
Item Difficulty: 0.87	1
Item Difficulty: 0.90	2
Item Difficulty: 0.94	2
Item Difficulty: 0.95	1
Item Discrimination: 0.00	1
Item Discrimination: 0.30	3
Item Discrimination: 0.40	2
Item Discrimination: 0.50	4
Item Discrimination: 0.70	1
Learning Objective: 14-01	14
Learning Objective: 14-02	57
Learning Objective: 14-03	9
Learning Objective: 14-04	27
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Learning Objective: 14-10	42
Learning Objective: n/a	1
Passer - Chapter 14	277
Point Biserial: 0.00	1
Point Biserial: 0.06	1
Point Biserial: 0.10	1
Point Biserial: 0.15	1
Point Biserial: 0.16	1
Point Biserial: 0.19	1
Point Biserial: 0.22	1
Point Biserial: 0.25	1

Point Biserial: 0.26	1
Point Biserial: 0.30	1
Point Biserial: 0.33	2
Point Biserial: 0.36	1
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Point Biserial: 0.42	1
Point Biserial: 0.43	1
Point Biserial: 0.46	1
Point Biserial: 0.63	1