

## Chapter 8 - Language and Thought

1. Why was cognition, as a topic of study in psychology, somewhat ignored for many years?
  - a. It can't be studied in animals, so few researchers were interested.
  - b. The equipment that is necessary to image the brain was not developed yet.
  - c. Interest in psychodynamic theory dominated the field.
  - d. It is incredibly difficult to study thoughts in a controlled manner.

*ANSWER: d*

2. When did the cognitive revolution in psychology occur?
  - a. the 1880s
  - b. the 1920s
  - c. the 1950s
  - d. the 1980s

*ANSWER: c*

3. Which type of psychologists focus on the topics of memory, problem solving, decision making, and language?
  - a. social psychologists
  - b. physiological psychologists
  - c. cognitive psychologists
  - d. clinical psychologists

*ANSWER: c*

4. Which of the following is an example of the statement that "language is structured"?
  - a. The phrase "the dog bit the man" means something different from "the man bit the dog."
  - b. You can use the word "dog" to refer to a variety of different individual animals.
  - c. You can use the word "dog" to refer to an animal that isn't currently present.
  - d. The word "dog" can be used in a variety of novel sentences.

*ANSWER: a*

5. Which of the following is an example of the statement that "language is symbolic"?
  - a. You can use the word "dog" to refer to a variety of different individual animals.
  - b. The word "dog" can be used in a variety of novel sentences.
  - c. You can use the word "dog" to refer to an animal that isn't currently present.
  - d. The phrase "the dog bit the man" means something different from "the man bit the dog."

*ANSWER: c*

## Chapter 8 - Language and Thought

6. Which of the following is an example of the statement that “language is generative”?
- The word “dog” can be used in a variety of novel sentences.
  - You can use the word “dog” to refer to an animal that isn’t currently present.
  - The phrase “the dog bit the man” means something different from “the man bit the dog.”
  - You can use the word “dog” to refer to a variety of different individual animals.

*ANSWER:* a

7. Which of the following is an example of the statement that “language is semantic”?
- The word “dog” means the same thing as the word “chien.”
  - You can use the word “dog” to refer to an animal that isn’t currently present.
  - You can use the word “dog” to refer to a variety of different individual animals.
  - The phrase “the dog bit the man” means something different from “the man bit the dog.”

*ANSWER:* c

8. When your psychology professor used the word “experiment” to refer to the scientific method described in Chapter 2, which property of language was reflected by the term “experiment”?
- Language is symbolic.
  - Language is generative.
  - Language is structured.
  - Language is orderly.

*ANSWER:* a

9. A limited number of words may be combined into an infinite number of sentences. What does this tell you about language?
- Language is structured.
  - Language is generative.
  - Language is semantic.
  - Language is symbolic.

*ANSWER:* b

10. When your classmate says, “I never thought I’d say this, but I really enjoyed taking that psychology exam,” which property of language does his statement best illustrate?
- Language is structured.
  - Language is practical.
  - Language is generative.
  - Language is symbolic.

*ANSWER:* c

## Chapter 8 - Language and Thought

11. Rules exist that govern how words may be combined into phrases and sentences. What property of language is reflected by such rules?
- Language is generative.
  - Language is semantic.
  - Language is structured.
  - Language is symbolic.

*ANSWER: c*

12. What are the smallest speech units in a language that can be distinguished perceptually?
- sounds
  - morphemes
  - words
  - phonemes

*ANSWER: d*

13. How many phonemes are in the English language?
- 26
  - 40
  - 100
  - 155

*ANSWER: b*

14. What are the smallest units of meaning in a language?
- phonemes
  - sounds
  - words
  - morphemes

*ANSWER: d*

15. In the statement "First the oven was preheated to 350 degrees," how many morphemes are in the word "preheated"?
- 3
  - 5
  - 6
  - 9

*ANSWER: a*

## Chapter 8 - Language and Thought

16. Which area of language is concerned with understanding the meaning of words and word combinations?
- semantics
  - grammar
  - syntax
  - vocabulary

*ANSWER: a*

17. What is the same between the two sentences “The boy hit the ball” and “The ball was hit by the boy”?
- syntax
  - morphemes
  - semantics
  - grammar

*ANSWER: c*

18. What is the system of rules that specifies how words can be arranged into sentences in a language?
- semantics
  - symbolic structure
  - morpheme structure
  - syntax

*ANSWER: d*

19. What is the same between the two sentences “Ari hit Boris” and “Boris hit Ari”?
- semantics
  - syntax
  - morpheme structure
  - symbolic structure

*ANSWER: b*

20. Your professor gives two separate grades for essay questions on exams; the first is for content or meaning, and the second is for grammar. What aspects of language are represented by the two grades?
- The first is for semantics, and the second is for syntax.
  - The first is for syntax, and the second is for semantics.
  - The first is for morphemes, and the second is for phonemes.
  - The first is for phonemes, and the second is for morphemes.

*ANSWER: a*

## Chapter 8 - Language and Thought

21. Which of the following best describes the discrimination ability of three-month-old infants?
- They distinguish all the phonemes in their native language.
  - They distinguish all the morphemes in their native language.
  - They distinguish all the morphemes in all the world's languages.
  - They distinguish all the phonemes in all the world's languages.

*ANSWER: d*

22. If Dora is a typical infant, she will first show signs of understanding the meaning of familiar words such as "Dora," "milk," and "Mommy" at approximately what age?
- 8 months
  - 10 months
  - 12 months
  - 14 months

*ANSWER: a*

23. In what age range do infants typically say their first word?
- 6 to 9 months
  - 10 to 13 months
  - 14 to 17 months
  - 18 to 21 months

*ANSWER: b*

24. When an infant produces repetitive consonant-vowel combinations such as "babababa," what is the infant doing?
- cooing
  - "baby talk"
  - speaking
  - babbling

*ANSWER: d*

25. In the Featured Study, "Babbling in the Manual Mode," Petitto and Marentette examined the development of language production in deaf infants. When comparing deaf infants to hearing infants, what did the researchers find?
- Deaf infants and hearing infants both used hand gestures, but only deaf infants routinely used hand gestures that were related to ASL.
  - Hearing infants also demonstrated the capacity for learning ASL, and in some cases did more manual babbling than the deaf infants.
  - Deaf infants made just as much noise as hearing infants.
  - It was impossible to tell the difference between deaf and hearing infants, because they behaved identically.

*ANSWER: a*

## Chapter 8 - Language and Thought

26. What conclusion was drawn from the Featured Study, “Babbling in the Manual Mode”?
- Babbling does not occur as a result of vocal development, but is tied to general language development and can be expressed in multiple ways.
  - Babbling is a by-product of the development of the vocal apparatus in children, and serves to strengthen the muscles that will later be necessary for speech.
  - Deaf infants will have profound language deficits throughout life.
  - Deaf infants will develop greater language capacity than hearing infants.

*ANSWER: a*

27. Which of the following provides evidence that receptive and productive vocabularies are different in young children?
- An infant will discriminate among speech sounds from a variety of languages.
  - An infant will preferentially attend to the speech of caregivers rather than strangers.
  - A toddler will follow an instruction that uses words that she does not say yet.
  - A toddler will apply a grammar rule inappropriately.

*ANSWER: c*

28. Which of the following is LEAST likely to be one of the first words a child would learn?
- ball
  - red
  - eat
  - juice

*ANSWER: b*

29. Max started saying words fairly reliably a few months ago, but recently there has been a dramatic increase in the number of words that he produces. It seems like every day there are a few new ones in his vocabulary! Everywhere he goes, he points at things and wants to know the names for everything. What age range is Max likely in?
- 6–10 months
  - 10–15 months
  - 18–24 months
  - 24–30 months

*ANSWER: c*

30. What is the term for the process by which a child learns a new word after only one exposure to the word?
- overextension
  - fast mapping
  - underextension
  - logical reasoning

*ANSWER: b*

## Chapter 8 - Language and Thought

31. At dinner, three-year-old Matias overhears his father tell the waitress that his tasty hamburger was “superb.” Matias has never heard this word before. The next day Matias tells his mother that the grilled-cheese sandwich she made him for lunch was superb. What do we call the process by which Matias likely learned the word “superb”?
- underextension
  - overextension
  - fast mapping
  - telegraphic speech

*ANSWER: c*

32. Erica points to the bus and calls it a car. What sort of error is this?
- fast mapping
  - overregularization
  - underextension
  - overextension

*ANSWER: d*

33. Which child is exhibiting underextension?
- Britney, who uses the word “car” only when referring to her mother’s car
  - Abby, who uses the word “swing” when referring to all the pieces of playground equipment on the playground
  - Danielle, who uses the word “puppy” when referring to all dogs, young or old.
  - Caitlin, who uses the word “doggie” when referring to both her dog Fido and her grandmother’s cat Fluffy

*ANSWER: a*

34. Which of the following statements is the best example of telegraphic speech?
- “Give cookie.”
  - “I wanted a cookie.”
  - “I eated a cookie.”
  - “Cookie.”

*ANSWER: a*

35. What is typically included in telegraphic speech?
- nouns and verbs
  - nouns, verbs, and articles
  - only nouns
  - only verbs

*ANSWER: a*

## Chapter 8 - Language and Thought

36. Which of the following represents an occurrence of overregularization?
- Alek uses the word “cat” to only refer to his own cat.
  - Ben tells his mother that he “wented” to the store with Daddy.
  - Callum says “doggie sad” when he sees a howling dog on TV.
  - Dylan starts using a swear word after hearing his mother say it once.

*ANSWER:* b

37. Which of the following is the best example of overregularization?
- “Cookie.”
  - “I eated a cookie.”
  - “I want a cookie.”
  - “Give cookie.”

*ANSWER:* b

38. Seven-year-old Thalia told her mother that the boys playing tag outside were “chasing each other around like puppies.” What is reflected in Thalia’s use of the metaphor?
- metalinguistic awareness
  - overextension
  - overregularization
  - changes in her mean length of utterance

*ANSWER:* a

39. Around what age do children typically start to understand and use ironic or sarcastic statements?
- 4–5 years
  - 6–8 years
  - 9–10 years
  - 11–13 years

*ANSWER:* b

40. When children are raised speaking both French and English, which of the following do you expect to differ somewhat, compared to children who only speak English?
- the timing of language development
  - the number of language milestones they reach in English
  - their spatial abilities
  - the size of their English vocabulary

*ANSWER:* d

## Chapter 8 - Language and Thought

41. Research suggests that bilingual individuals tend to score higher than monolingual individuals on some psychological measures. Which of the following pairs tend to be higher for bilingual individuals?
- intelligence and analytical reasoning
  - cognitive flexibility and analytical reasoning
  - language-processing speed and cognitive flexibility
  - language-processing speed and intelligence

*ANSWER: b*

42. According to interactionist theories of language development, what is necessary for adult language production?
- shaping and reinforcement during childhood
  - intentional instruction by caregivers
  - innate predisposition for language development
  - evolved predisposition for language and social interaction to shape development of language

*ANSWER: d*

43. Which of the following provides support for the linguistic relativity hypothesis?
- Some cultures have words for important items that don't exist in other cultures.
  - Cultural words for colours affect perceptual abilities to distinguish among colours.
  - Children across cultures develop babbling at roughly the same age.
  - Learning multiple languages is associated with cognitive benefits.

*ANSWER: b*

44. Which of the following provides support for nativist theories of language development?
- Speech pathologists can help a child develop better language skills.
  - During certain developmental stages, children learn language at a rate that is exceptionally fast.
  - Some cultures don't have words for snow.
  - Actors can learn how to fake an accent from a different country.

*ANSWER: b*

45. What is the primary barrier that prevents chimpanzees from learning to speak?
- Their mouths and throats are not equipped to produce spoken words the way we do.
  - Their main form of communication is gestural, rather than vocal.
  - They cannot focus their attention on a complex cognitive task like word-learning.
  - They cannot grasp the symbolic aspects of human language.

*ANSWER: a*

## Chapter 8 - Language and Thought

46. The vocabulary and style of communication used by Washoe, the chimp who was raised by researchers to use sign language, was sufficient for some basic communication with humans. Which of the following children would have a communication level that is similar to that of Washoe?
- a two-year old child who produces telegraphic speech
  - a one-year-old child who has spoken a few words
  - a four-year-old child who shows evidence of overregularization
  - a six-year-old child who is learning to read

*ANSWER:* a

47. Which of the following statements concerning the ability of animals to acquire language is FALSE?
- The ability to use language—in a very basic, primitive way—may not be entirely unique to humans.
  - Animals have never shown behaviour that suggests an understanding of grammatical rules.
  - Questions remain concerning whether the language-like behaviour of animals demonstrates all the critical properties of language.
  - Some language-like skills have been taught to a number of species.

*ANSWER:* b

48. Which aspect of human language suggests that language is an innate human characteristic?
- Among all species, only humans use communication.
  - Language is symbolic.
  - Language is structured.
  - Language is universal in human societies.

*ANSWER:* d

49. According to Steven Pinker, what is human language ability?
- a species-specific trait that results from specific learning experiences
  - a behavioural trait that differs dramatically among cultures
  - a species-specific trait that resulted from natural selection
  - a behavioural trait that reflects societal values

*ANSWER:* c

50. Which theorist suggested that children learn language through imitation, reinforcement, and shaping?
- B. F. Skinner
  - Ivan Pavlov
  - Noam Chomsky
  - Benjamin Lee Whorf

*ANSWER:* a

## Chapter 8 - Language and Thought

51. According to B. F. Skinner, what allows children to learn how to construct grammatical sentences?
- receiving specific instruction from adults on grammatical rules
  - nonreinforced trial and error
  - imitation and shaping
  - the functioning of the language acquisition device (LAD)

ANSWER: c

52. How would Chomsky most likely explain a young child saying, "I runned around the house"?
- The child imitated an ungrammatical sentence spoken by another child.
  - The child learned the rule for making the past tense of verbs as a result of hearing the speech of others.
  - The child had previously been reinforced for saying, "I run around the house."
  - The child imitated the ungrammatical speech of an adult.

ANSWER: b

53. Which perspective on language acquisition can best explain a young child (whose parents speak grammatical English) saying, "Yesterday I goed to the zoo"?
- learning theory
  - nativist theory
  - linguistic relativity theory
  - behaviourist theory

ANSWER: b

54. Which of the following theorists suggested that children are equipped with a language acquisition device (LAD) that allows them to acquire language?
- Benjamin Lee Whorf
  - Ivan Pavlov
  - Noam Chomsky
  - B. F. Skinner

ANSWER: c

55. Toddlers are immersed in a language-learning environment at all times, whereas adults who are learning a second language often do so on a part-time basis. Which of the following theories of language acquisition is weakened by this confounding variable?
- emergentist theory
  - interactionist theory
  - nativist theory
  - behaviourist theory

ANSWER: c

## Chapter 8 - Language and Thought

56. Children produce various errors like overregularizations that they would not have heard from the adults or other models around them. Which of the following theories of language acquisition is weakened by this evidence?
- emergentist theory
  - interactionist theory
  - behaviourist theory
  - nativist theory

*ANSWER: c*

57. Which hypothesis is supported if a culture that has no word for the colour pink cannot quickly perceive the difference between pink and another colour?
- metalinguistic awareness hypothesis
  - interactionist hypothesis
  - nativist hypothesis
  - linguistic relativity hypothesis

*ANSWER: d*

58. Which hypothesis is the most likely explanation for why some ideas or concepts are very easily “lost in translation” between two languages?
- interactionist hypothesis
  - nativist hypothesis
  - metalinguistic awareness hypothesis
  - linguistic relativity hypothesis

*ANSWER: d*

59. According to cognitive psychologists, what is problem solving?
- It is the sudden discovery of the correct solution following incorrect solutions.
  - It refers to active efforts to discover what must be done to achieve a goal that is not readily attainable.
  - It involves making choices under conditions of uncertainty.
  - It involves evaluating alternatives and making choices among them.

*ANSWER: b*

60. If you are asked to come up with one word that is typically paired with taxi, screw, and cattle (the answer is “driver”), what sort of problem are you solving?
- problems of probability
  - problems of inducing structure
  - problems of transformation
  - problems of arrangement

*ANSWER: b*

## Chapter 8 - Language and Thought

61. Which class of problems (as described by Greeno) involves discovering the relations among the parts of the problem?
- transformation
  - arrangement
  - probability
  - inducing structure

*ANSWER: d*

62. Which task is involved in analogy problems such as “Dog is to puppy as cat is to \_\_\_\_\_”?
- inducing structure
  - arrangement
  - mental set
  - transformation

*ANSWER: a*

63. Which class of problems is often solved with a burst of insight?
- transformation
  - induced structure
  - probability
  - arrangement

*ANSWER: d*

64. If you were asked to rearrange the letters EDTIMRM in order to produce an English word (MIDTERM), what sort of problem are you trying to solve?
- induced structure
  - arrangement
  - transformation
  - probability

*ANSWER: b*

65. In which class of problems is it necessary to carry out a sequence of intermediate actions in order to solve the problem?
- arrangement
  - transformation
  - inducing structure
  - probability

*ANSWER: b*

## Chapter 8 - Language and Thought

66. Because one of the main goals of playing the game Scrabble is to use a series of randomly selected letters to form words, Scrabble can best be described as a game that involves which type of problem?
- functional fixedness
  - transformation
  - arrangement
  - inducing structure

*ANSWER: c*

67. People often assume that it is necessary to use all the numerical information provided in a problem in order to solve the problem. In reality, numerical information sometimes makes it more difficult to solve a problem. Why?
- The information results in a mental set.
  - The information may be irrelevant.
  - The information puts unnecessary constraints on the problem solver.
  - The information encourages functional fixedness.

*ANSWER: b*

68. People often find it difficult to solve a problem by using a familiar object in a novel way. What is this called?
- a mental set
  - unnecessary constraints
  - irrelevant information
  - functional fixedness

*ANSWER: d*

69. What do we call the tendency to think of a hammer as only a tool to hammer nails and not as a weapon, a lever, or a weight to prop open a door?
- functional fixedness
  - unnecessary constraints
  - irrelevant information
  - a mental set

*ANSWER: a*

70. Stella ran a small business for years. Her business has gotten much larger now, and she finds that she is having problems using all the business strategies that worked very well for her in the past. Which of the following problems with problem solving is Stella facing?
- functional fixedness
  - unnecessary constraints
  - irrelevant information
  - mental set

*ANSWER: d*

## Chapter 8 - Language and Thought

71. Which barrier to effective problem solving is illustrated by the series of water-jug problems described in your text?
- irrelevant information
  - functional fixedness
  - unnecessary constraints
  - mental set

*ANSWER: d*

72. Johanna was placed in charge of planning her class's spring formal. If she thought she should hire the same band that played at last year's formal because of how much everyone enjoyed the band, which barrier to effective problem solving might Johanna be encountering?
- unnecessary constraints
  - mental set
  - functional fixedness
  - irrelevant information

*ANSWER: b*

73. Which of the following is defined as a methodical, step-by-step procedure for trying all possible alternatives in searching for a solution to a problem?
- an algorithm
  - a style
  - an analogy
  - a heuristic

*ANSWER: a*

74. When is the trial-and-error approach to problem solving most effective?
- when there are no time constraints on solving the problem
  - when there is a relatively large number of possible solutions
  - when a solution to the problem must be found quickly
  - when there is a relatively small number of possible solutions

*ANSWER: d*

75. Which of the following is a shortcut, or guiding principle, used in solving problems or making decisions?
- a trial
  - an analogy
  - a heuristic
  - an algorithm

*ANSWER: c*

## Chapter 8 - Language and Thought

76. When Matthew is taking a multiple choice exam, he uses the rule “When in doubt, pick C.” Which of the following is illustrated by this example?
- a. trial and error
  - b. forming subgoals
  - c. an analogy
  - d. a heuristic

*ANSWER: d*

77. Which type of strategy is especially useful when a problem has a well-specified end point?
- a. forming subgoals
  - b. changing the representation of the problem
  - c. working backward
  - d. algorithm

*ANSWER: c*

78. Ashley has just had her first-ever flat tire. She realizes that she needs to find where the spare tire and the jack and other tools are stored in the car, remove the flat tire, and install the spare tire. Which heuristic is Ashley using to approach the problem?
- a. forming subgoals
  - b. changing the representation of the problem
  - c. working backward
  - d. searching for analogies

*ANSWER: a*

79. Your father has a problem; what to get your mother for her birthday. He mentally reviews her reaction to presents he has given her in the past (a necklace, concert tickets, an ice cream maker). If he decides to get her tickets to the theatre because she seemed to like a fun night out more than the other items, which approach to problem solving would your father be using?
- a. trial and error
  - b. forming subgoals
  - c. changing the representation of the problem
  - d. searching for analogies

*ANSWER: d*

## Chapter 8 - Language and Thought

80. Darcy needs to move a couch up a set of stairs that turns a corner near the top. As he is thinking about the best way to go about this, he thinks about the position that the couch needs to be in when it turns the corner. That piece of information then anchors his decision about how to orient the couch at the bottom of the stairs. Which of the following does this example illustrate?
- working backward
  - representing the problem in a novel way
  - removing unnecessary constraints
  - the trial-and-error approach

*ANSWER: a*

81. Imagine you have a problem to solve that has some similarities to problems you have previously solved. If focusing on the similarities leads you relatively quickly to a solution, then which heuristic do you benefit from?
- changing the representation of the problem
  - working backward
  - searching for analogies
  - functional fixedness

*ANSWER: c*

82. Ella and her team are struggling to come up with a way to promote a new product in an advertising campaign. They seem to have hit a barrier in their discussions and they are not able to make decisions or solve immediate problems. Ella suggests that they all go home and “sleep on it,” and start fresh the next day. What is a likely benefit of Ella’s suggestion?
- functional fixedness
  - transformation effect
  - incubation effect
  - induced structure

*ANSWER: c*

83. What is the term used to describe people who rely on internal frames of reference when orienting themselves in space, and who also tend to analyze and try to restructure the physical environment rather than accepting it as it is?
- field independent
  - algorithmic
  - field dependent
  - analytic

*ANSWER: a*

## Chapter 8 - Language and Thought

84. Which type of individual is more likely to experience functional fixedness when attempting to solve a problem?
- a. a field-independent person
  - b. a field-dependent person
  - c. a field-rejecting person
  - d. a field-accepting person

*ANSWER: b*

85. Which type of culture facilitates a field-dependent style?
- a. societies that are sedentary and depend on agriculture
  - b. societies with Western-style education practices
  - c. societies that encourage personal autonomy
  - d. societies with lenient child-rearing practices

*ANSWER: a*

86. Individuals from East Asian cultures tend to focus on context and the relationships among elements in a field. What is this cognitive style called?
- a. additive
  - b. subtractive
  - c. holistic
  - d. analytic

*ANSWER: c*

87. In a new reality TV show, people from different cultures are put into situations where they must solve a series of problems. On the first day, they receive an instruction booklet that gives them their first problem. They must start a fire in a fire pit, but the wood next to the fire pit is wet. Based on evidence about cultural effects on problem solving, which of the following actions would you expect from a contestant who has a holistic, and field-dependent style?
- a. looking around the entire environment for dry wood
  - b. trying to dry out the wood
  - c. burning the instruction booklet instead
  - d. repeatedly attempting to light the wood on fire

*ANSWER: a*

## Chapter 8 - Language and Thought

88. In a new reality TV show, people from different cultures are put into situations where they must solve a series of problems. On the first day, they receive an instruction booklet that gives them their first problem. They must start a fire in a fire pit, but the wood next to the fire pit is wet. Based on evidence about cultural effects on problem solving, which of the following actions would you expect from a contestant who has a field-independent style?
- looking around the entire environment for dry wood
  - burning the instruction booklet instead
  - trying to dry out the wood
  - repeatedly attempting to light the wood on fire

*ANSWER:* b

89. What is decision making?
- making choices under conditions of uncertainty
  - evaluation of alternatives and making choices among them
  - the sudden discovery of the correct solution following incorrect solutions
  - active efforts to discover what must be done to achieve a goal that is not readily attainable

*ANSWER:* b

90. Why do cognitive psychologists focus on the mistakes that people tend to make in decision making?
- Understanding errors allows us to understand the normal process of decision making.
  - It allows for a greater understanding of mental disorders.
  - Errors are rare, so they establish the boundaries between what is possible and what is not.
  - It provides evidence that we have not evolved to solve problems efficiently.

*ANSWER:* a

91. Sheila is trying to decide between being a psychology major and being a biology major. As part of her decision, she makes a list of all the courses that she is interested in taking in each discipline. She puts a star next to courses that are particularly appealing. What strategy is Sheila using?
- elimination by aspects strategy
  - selection by aspects strategy
  - multiplication strategy
  - additive strategy

*ANSWER:* d

92. In order to decide which car to buy, Jaleel makes a list of desired qualities and rates each of the cars he is considering on a scale of one to ten. After totalling the points each car receives on all the desired qualities, he is going to purchase the car with the most points. Which decision-making strategy is Jaleel using?
- additive strategy
  - subtractive strategy
  - elimination by aspects
  - selection by aspects

*ANSWER:* a

## Chapter 8 - Language and Thought

93. Max is using a consumer buying guide to help him decide which cars would be good to buy. Max decides not to buy any car with a mechanical reliability rating of less than six, a crash rating of less than seven, a leg-room rating of less than five, and a fuel efficiency rating of less than six. Which strategy is Max using?
- additive strategy
  - selection by aspects
  - elimination by aspects
  - subtractive strategy

*ANSWER: c*

94. Which strategy do people tend to use when making a decision involving relatively few options?
- subtractive strategy
  - additive strategy
  - elimination by aspects
  - selection by aspect

*ANSWER: b*

95. According to definitions in your textbook, when people decide to place bets on horse races, games of chance, and athletic events, what are they doing?
- playing the odds
  - making foolish decisions
  - making preference decisions
  - making risky decisions

*ANSWER: d*

96. Which of the following provides evidence that our decisions about preferences are often based on information that should be irrelevant?
- People have difficulty waiting for a reward, and prefer immediate ones.
  - People rate identical wines differently, depending on the price tags.
  - People prefer a guaranteed \$5 rather than a 50/50 chance at \$10.
  - People can learn to enjoy things that they thought they wouldn't like.

*ANSWER: b*

97. Darcy enjoys a day at the racetrack and doesn't really care if she ends up with a little more or little less money at the end of the day. What most likely influences Darcy's decision to go to the racetrack?
- expected value
  - subjective utility
  - unexpected value
  - objective utility

*ANSWER: b*

## Chapter 8 - Language and Thought

98. If you are using the availability heuristic, what are you using to estimate the probability of an event?
- the ease with which relevant instances of the event come to mind
  - how long it has been since the event last occurred
  - whether the event occurs in combination with another event
  - how similar it is to the prototype of that event

*ANSWER:* a

99. Based on a past experience that involved temper tantrums, Sue decides not to take her two five-year-old grandsons to the movies at the same time. Which decision-making strategy is Sue using?
- representativeness heuristic
  - conjunction heuristic
  - gambler's heuristic
  - availability heuristic

*ANSWER:* d

100. If you estimate the probability of an event based on how similar it is to the prototype of that event, which heuristic are you using?
- gambler's heuristic
  - representativeness heuristic
  - availability heuristic
  - conjunction heuristic

*ANSWER:* b

101. If you know that a family has four children, and you are using the representativeness heuristic, which of the following configurations would you expect in that family?
- three boys and one girl
  - three girls and one boy
  - four children of the same sex
  - two boys and two girls

*ANSWER:* d

102. Even though he knows only a small percentage of high school athletes go on to professional careers, Charlie believes that he will be drafted by a good Junior team, play for Team Canada in the World Juniors Championship, and then have a career in the NHL. What is Charlie doing?
- not applying the conjunction fallacy
  - applying base rates to himself
  - not applying base rates to himself
  - applying the conjunction fallacy

*ANSWER:* c

## Chapter 8 - Language and Thought

103. What is the term for incorrectly estimating that the odds of two uncertain events happening together are greater than the odds of either event happening alone?
- base rate fallacy
  - alternative outcome effect
  - conjunction fallacy
  - gambler's fallacy

*ANSWER: c*

104. Todd is outgoing, charming, creative, and has a beautiful singing voice. If you were asked to guess what Todd does for a living, AND you used the availability heuristic and the conjunction fallacy as you generated your answer, which of the following would you suggest?
- Todd is a musician who also works in public relations.
  - Todd is a musician.
  - Todd is an accountant.
  - Todd is an accountant who also builds model trains.

*ANSWER: a*

105. According to Simon's theory of bounded rationality, why do humans tend to make irrational decisions?
- because we make decisions more difficult than they need to be
  - because we use simple strategies and focus on limited information
  - because we have logic systems that are only useful in natural environments
  - because we are too guided by our emotions

*ANSWER: b*

106. Tina and Steph are both trying to decide whether to try a new diet. Tina reads that 30 percent of people lose significant amounts of weight on the diet, whereas Steph reads that 70 percent of people fail to lose significant amounts of weight. What differs between these two pieces of information?
- framing
  - conjunction
  - base rates
  - algorithms

*ANSWER: a*

107. According to evolutionary psychologists, what is the human mind designed to handle?
- base rates and probabilities rather than raw frequencies
  - constrained problems rather than problems with a variety of possible outcomes
  - specific adaptive problems rather than artificial "laboratory" problems
  - representative heuristics rather than availability heuristics

*ANSWER: c*

## Chapter 8 - Language and Thought

108. Arguing from an evolutionary perspective, what do Leda Cosmides and John Tooby suggest that human reasoning depends on?
- complex heuristics based on lifelong learning
  - inferential heuristics
  - “dumb and dumber” heuristics
  - specialized cognitive mechanisms for natural problems

*ANSWER:* d

109. Which of the textbook’s unifying themes do interactionist theories of language development best reflect?
- Psychology evolves in a sociohistorical context.
  - Behaviour is shaped by cultural heritage.
  - Heredity and environment jointly influence behaviour.
  - Psychology is theoretically diverse.

*ANSWER:* c

110. Which unifying theme in psychology is the linguistic relativity hypothesis most consistent with?
- Heredity and environment jointly influence behaviour.
  - People’s experience of the world is highly subjective.
  - Psychology is empirical.
  - Behaviour is shaped by cultural heritage.

*ANSWER:* d

111. Barriers to effective problem solving, such as functional fixedness and mental sets, best reflect which unifying theme in psychology?
- Psychology is empirical.
  - People’s experience of the world is highly subjective.
  - Heredity and environment jointly influence behaviour.
  - Behaviour is shaped by cultural heritage.

*ANSWER:* b

112. What is reflected in the “gambler’s fallacy”?
- law of small numbers
  - conjunction heuristic
  - availability heuristic
  - representativeness heuristic

*ANSWER:* d

## Chapter 8 - Language and Thought

113. Anders is betting Mischa on whether a tossed coin will land on heads or tails. Anders has bet heads the last four times and has lost each time. If on the next toss he bets heads again and says, "It's got to be heads, heads is overdue," what does his reasoning illustrate?
- the conjunction fallacy
  - the gambler's fallacy
  - the base rate fallacy
  - the overestimation fallacy

*ANSWER:* b

114. Tasha is deciding whether to buy Car A or Car B. She knows three people who have the same model as Car A. Two of them don't like the car and the third friend loves it. Tasha decides to not buy Car A because 2/3 of her friends don't like the car. According to your text, what is Tasha relying on?
- the gambler's fallacy
  - overestimating the improbable
  - her belief in the law of small numbers
  - confirmation bias

*ANSWER:* c

115. People tend to inaccurately estimate that more deaths occur as a result of tornadoes than from asthma because of a tendency to do which of the following?
- underestimate the improbable
  - underestimate the probable
  - overestimate the improbable
  - overestimate the probable

*ANSWER:* c

116. Which heuristic is reflected in our tendency to overestimate the probability of improbable events?
- availability heuristic
  - representativeness heuristic
  - gambler's heuristic
  - conjunction heuristic

*ANSWER:* a

117. What is the confirmation bias?
- the tendency to agree with arguments that are presented with a positive emotional valence
  - the belief that present evidence supports previous evidence even if they are completely unrelated
  - the tendency to seek only information that is likely to support one's decisions and beliefs
  - the belief that the odds of a chance event increase if the event hasn't occurred recently

*ANSWER:* c

## Chapter 8 - Language and Thought

118. Alexis has been diagnosed with a learning disability. She doesn't believe that the psychologist was accurate in this diagnosis, so she decided to seek out additional information about the disability, and its rate of misdiagnosis. She finds a number of websites and a couple of books that suggest that the diagnosis for the particular disability is wrong 20 percent of the time. Alexis is confident that hers is a case of misdiagnosis, and even after getting three additional evaluations from other diagnosticians (who all agree with the original diagnosis), Alexis refuses to believe otherwise. What does this example illustrate?
- availability heuristics
  - gambler's fallacy
  - overestimating the improbable
  - confirmation bias leading to belief perseverance

*ANSWER:* d

119. People tend to put too much faith in their own estimates and beliefs. What is this tendency called?
- overconfidence effect
  - confirmation bias
  - gambler's fallacy
  - availability heuristic

*ANSWER:* a

120. Which of the following is consistent with the effects of framing on decision making?
- People tend to take greater risks when the outcome is described as certain.
  - When seeking to obtain gains, people are more likely to take risks.
  - People tend to take greater risks when the outcome is described as uncertain.
  - When seeking to avoid losses, people are more likely to take risks.

*ANSWER:* d

121. A political party has released a new TV ad that is intended to point out the differences in finance policies between its campaign, and the campaign of the competing party. Which of the following tactics is most likely to be used, if the ad contains semantic slanting?
- clear statements that the two parties have very different views
  - overly complicated language that is intended to cause confusion
  - words that are chosen for their emotional impact
  - statements that are deceptive or contain only partial truth

*ANSWER:* c

## Chapter 8 - Language and Thought

122. What is the mayor of your town using if he suggests that only irresponsible citizens will be against a proposed tax increase to upgrade city parks?
- anticipatory name calling
  - semantic slanting
  - name calling
  - anticipatory semantic slanting

*ANSWER:* a

123. What is illustrated by the boy's statement "This book"?
- fast mapping
  - telegraphic speech
  - metalinguistic awareness
  - overregularization

*ANSWER:* b

124. When the boy doesn't realize that the word "book" applies to more than just his book, what is this error called?
- underregularization
  - overextension
  - overregularization
  - underextension

*ANSWER:* d

125. Based on the boy's language use, is Hayley correct in her assessment that he is developmentally delayed?
- No, because the boy's use of language is actually advanced for his age.
  - Yes, because two-year-olds should not still be making those errors.
  - No, because the boy's use of language is appropriate for his age.
  - Yes, because two-year-olds should not still be using two-word sentences.

*ANSWER:* c

126. What is reflected in Hayley's certainty in her estimate of the boy's age?
- overconfidence effect
  - representativeness heuristic
  - confirmation bias
  - semantic slanting

*ANSWER:* a

Name: \_\_\_\_\_ Class: \_\_\_\_\_ Date: \_\_\_\_\_

## Chapter 8 - Language and Thought

127. If Hayley uses the example of her nephew Alex to estimate this boy's age, what has influenced her estimate?
- a. bounded rationality
  - b. ignoring base rates
  - c. effects of framing
  - d. the availability heuristic

*ANSWER: d*