

Units 5/6 Study Guide!

Multiple Choice

Identify the choice that best completes the statement or answers the question.

- The school of thought in psychology that systematically avoided the study of consciousness during the first half of the last century was
a. psychoanalysis. b. behaviorism. c. functionalism. d. structuralism. e. Gestalt psychology.
- By 1960, the study of consciousness had been revived by psychologists' renewed interest in
a. perception. b. emotion. c. socialization. d. mental processes. e. mental health.
- Until reading this question you were unaware that your shoes are pressing against your feet. This focusing of your conscious attention, or selective attention, illustrates that
a. consciousness is easily understood and defined. b. conscious awareness is one part of the dual processing that occurs in our two-track minds. c. the definition of consciousness is constantly evolving. d. behaviorism explains many psychological phenomena. e. advances in neuroscience make it possible to relate brain activity to our mental states.
- People are particularly responsive to hypnosis if they
a. strongly expect that they can be hypnotized. b. are below average in intelligence and education. c. are easily distracted and have difficulty focusing attention. d. suffer a physical or psychological dependence on alcohol. e. were diagnosed with a psychological disorder at one time in their lives.
- Twenty-eight-year-old Theodore has an irrational fear of dogs. His therapist hypnotizes him and asks him to mentally relive his earliest childhood experience with a dog. The therapist is making use of
a. hypnagogic sensations. b. age regression. c. REM rebound. d. temporal dissociation. e. paradoxical sleep.
- Hypnotized people are no more likely to perform dangerous acts than those who are asked to simulate hypnosis. This fact is most consistent with
a. the activation-synthesis theory. b. dissociation theory. c. Freud's dream theory. d. social influence theory. e. withdrawal theory.
- People become unresponsive to hypnosis if told that those who are highly gullible are easily hypnotized. This fact is most consistent with the theory that hypnosis involves
a. dissociation. b. conscious role-playing. c. neuroadaptation. d. hypnagogic sensations. e. unconscious processes.
- Hypnotized participants asked to lower their arm into an ice bath exhibited no pain when given that suggestion. Psychologists supporting the social influence theory would suggest that
a. hypnosis caused a split in awareness so that only some part of the dissociated consciousness experienced pain. b. the participant was caught up in playing the role of a "good hypnotic subject" and ignored the pain. c. endorphins, the body's natural pain killers, were acting to diminish pain sensations in hypnotized subjects. d. the presence of the hypnotist had little impact on the participant's experience of pain. e. because of our two-track minds much of our behavior occurs on autopilot.
- Alpha waves are associated with
a. REM sleep. b. NREM-1 sleep. c. NREM-2 sleep. d. NREM-3 sleep. e. relaxed but awake state.
- The rhythmic bursts of brain activity that occur during NREM-2 sleep are called
a. alpha waves. b. circadian rhythms. c. sleep spindles. d. delta waves. e. amplitude waves.
- After sleeping for about an hour and a half, José enters a phase of paradoxical sleep. He is likely to
a. be easily awakened. b. have slower, more regular breathing. c. have slower brain waves. d. talk in his sleep. e. have very relaxed muscles.
- After Carlos had been asleep for about an hour and a half, his heart began to beat faster, his breathing became fast and irregular, and his closed eyes began to dart back and forth. Carlos was most likely experiencing
a. NREM-3 sleep. b. sleep apnea. c. narcolepsy. d. REM sleep. e. a hallucination.
- REM sleep is called paradoxical sleep because
a. our heart rate is slow and steady, while our breathing is highly irregular. b. we are deeply asleep but can be awakened easily. c. our nervous system is highly active, while our voluntary muscles hardly move. d. it leads to highly imaginative dreams that are perceived as colorless images. e. our brain and nervous system are less active and our muscles are very active.
- Margie insists that she never dreams, but her sister feels she can prove otherwise. To prove that Margie does dream, the sister should
a. feed Margie lots of rich food just before bedtime. b. make an all-night audiotape of the sounds Margie makes while sleeping. c. wake Margie after she has been asleep for about 5 minutes and ask her what she's dreaming. d. wake Margie after 5 minutes of REM sleep and ask her what she's dreaming. e. use posthypnotic suggestion to increase the chances of dream recall.

15. When light strikes the retina, it signals the suprachiasmatic nucleus to alter _____ production by the pineal gland.
a. melatonin b. serotonin c. acetylcholine d. dopamine e. endorphin
16. Research on sleep patterns indicates that
a. older adults and newborns have very similar sleep patterns. b. different sleep patterns reflect differences in latent dream content. c. everyone needs a minimum of 8 hours of sleep per night to function well. d. sleep patterns may be genetically influenced. e. REM sleep may not be necessary for normal functioning.
17. Which of the following is evidence for cultural influences on sleep patterns?
a. The sleep patterns of identical twins are usually similar. b. Brain waves are generally elevated and variable during REM sleep. c. Sleep patterns reflect differences in latent and manifest dream content. d. People in countries without electric lights generally sleep longer. e. Newborn babies spend more time in REM sleep than in NREM sleep.
18. Deep sleep appears to play an important role in
a. narcolepsy. b. sleep apnea. c. paradoxical sleep. d. posthypnotic amnesia. e. physical growth.
19. Which of the following is true of night terrors?
a. They are usually recalled vividly for days following their occurrence. b. They are typically accompanied by a state of temporary muscular immobility or paralysis. c. They jolt the sleeper to a sudden state of full waking alertness. d. They typically occur during NREM-3 sleep. e. They involve the temporary inability to breathe.
20. Shane, a straight-A student, remembers dreaming that he failed an important chemistry test. According to Freud, Shane's account represents the _____ content of his dream.
a. paradoxical b. manifest c. delusional d. latent e. dissociated
21. After suffering a trauma, people commonly report an increase in
a. sleep apnea. b. narcolepsy. c. threatening dreams. d. the hollow face illusion. e. latent content.
22. According to Freud, the personally threatening and censored meaning of a dream is its
a. manifest content. b. dissociated content. c. latent content. d. hallucinatory content. e. social influence.
23. Some researchers suggest that the brain activity associated with REM sleep provides the sleeping brain with periodic stimulation. This finding supports which of the following dream theories?
a. wish-fulfillment b. information-processing c. physiological d. activation-synthesis e. developmental
24. The activation-synthesis theory best helps to explain why
a. most dreams are realistic portrayals of pleasant life events. b. people often experience sudden visual images during REM sleep. c. dreams typically express unacceptable feelings in a symbolically disguised form. d. individuals with sleep apnea are unable to recall any of their dreams. e. some people experience insomnia throughout their lives.
25. Chemical substances that alter perceptions and moods are called _____ drugs.
a. neuroadaptive b. narcoleptic c. psychoactive d. hypnagogic e. dissociative
26. The change in brain chemistry that offsets the effects of a psychoactive drug is called
a. narcolepsy. b. dissociation. c. disinhibition. d. neuroadaptation. e. dependence.
27. The discomfort and distress that follow the discontinued use of certain drugs is called
a. intolerance. b. narcolepsy. c. withdrawal. d. REM rebound. e. dissociation.
28. Physical pain and intense cravings indicate
a. age regression. b. dissociation. c. physical dependence. d. REM rebound. e. sleep apnea.
29. Although Max never experiences caffeine withdrawal symptoms, he feels that he needs coffee every morning as part of his daily routine. Max best illustrates
a. narcolepsy. b. REM rebound. c. psychological dependence. d. the pop-out phenomenon. e. dissociation.
30. Research on the use of addictive drugs indicates that
a. the majority of people become addicted to cocaine within a couple of years of their first use. b. individuals who are given morphine for pain relief seldom develop the irresistible cravings of an addict. c. only a small minority of America's ex-smokers kicked the habit on their own. d. regular marijuana smokers typically experience an irresistible craving for LSD. e. people who respond strongly to hypnosis are more prone to drug addiction.
31. Which of the following drugs is classified as a stimulant?
a. marijuana b. morphine c. alcohol d. nicotine e. LSD
32. The British government classifies the highly addictive crystallized form of _____ as one of the most dangerous of drugs.
a. THC b. melatonin c. cortisol d. methamphetamine e. heroin
33. Which of the following psychoactive drugs is most likely to impair people's ability to sleep?
a. alcohol b. marijuana c. caffeine d. heroin e. barbiturates

34. By triggering the release of epinephrine and norepinephrine, _____ boosts alertness and diminishes appetite.
a. alcohol b. heroin c. nicotine d. MDMA e. THC
35. LSD and other powerful hallucinogens are chemically similar to, and therefore block the actions of, a subtype of the neurotransmitter serotonin. At the synapse, these drugs act as a(n)
a. agonist. b. stimulant. c. endorphin. d. depressant. e. antagonist.
36. Jason has been smoking marijuana. Which of the following best describes the effects of this psychoactive drug on Jason's behavior?
a. Jason will become dehydrated quickly, which could lead to overheating and death. b. Jason will quickly experience a euphoric rush, then a significant "crash" as the drug wears off. c. Jason will experience blissful pleasure during use but extreme discomfort during withdrawal. d. Jason will become relaxed and experience mild hallucinations, followed by memory loss. e. Jason will feel increased alertness and wakefulness.
37. An altered state of consciousness similar to that of a near-death experience is most likely to result from the use of
a. heroin. b. cocaine. c. marijuana. d. LSD. e. barbiturates.
38. The most crucial ingredient in all learning is
a. shaping. b. modeling. c. experience. d. intrinsic motivation. e. maturation.
39. Learning that certain events occur together is called
a. shaping. b. latent learning. c. observational learning. d. associative learning. e. conditioned reinforcement.
40. If a sea slug on repeated occasions receives an electric shock just after being squirted with water, its protective withdrawal response to a squirt of water grows stronger. This best illustrates
a. spontaneous recovery. b. associative learning. c. observational learning. d. operant conditioning. e. habituation.
41. Seals in an aquarium will repeat behaviors, such as slapping and barking, that prompt people to toss them a herring. This best illustrates
a. respondent behavior. b. operant conditioning. c. observational learning. d. latent learning. e. spontaneous recovery.
42. Children often learn to associate pushing a vending machine button with the delivery of a candy bar. This best illustrates the process underlying
a. intrinsic motivation. b. respondent behavior. c. spontaneous recovery. d. operant conditioning. e. latent learning.
43. Who would most likely agree with the following statement concerning the field of psychology? "Its theoretical goal is the prediction and control of behavior. Introspection forms no essential part of its methods."
a. Albert Bandura b. John Garcia c. John B. Watson d. Carl Rogers e. Sigmund Freud
44. A dog's salivation at the sight of a food dish is a(n)
a. conditioned stimulus. b. unconditioned stimulus. c. unconditioned response. d. conditioned response. e. neutral stimulus.
45. A child's learned fear at the sight of a hypodermic needle is a(n)
a. conditioned response. b. unconditioned stimulus. c. conditioned stimulus. d. unconditioned response. e. nonconditioned response.
46. A real estate agent showed Gavin several pictures of lakeshore property while they were eating a delicious, mouth-watering meal. Later, when Gavin was given a tour of the property, he drooled with delight. For Gavin, the lakeshore property was a
a. US. b. CS. c. UR. d. CR. e. SA.
47. An experimenter plans to condition a dog to salivate to a light by pairing the light with food. The dog will learn to salivate to the light most quickly if the experimenter presents the light
a. five seconds before the food. b. a half-second before the food. c. at precisely the same time as the food. d. a half-second after the food. e. five seconds after the food.
48. After Pavlov had conditioned a dog to salivate to a tone, he repeatedly sounded the tone without presenting the food. As a result, _____ occurred.
a. generalization b. negative reinforcement c. latent learning d. extinction e. discrimination
49. The reappearance, after a time lapse, of an extinguished CR is called
a. generalization. b. spontaneous recovery. c. secondary reinforcement. d. latent learning. e. shaping.
50. Extinction occurs when a _____ is no longer paired with a _____.
a. UR; CR b. CS; UR c. US; UR d. CS; US e. NS; NR
51. Because of the discomfort and embarrassment associated with his childhood bed-wetting, Andrew becomes nervous whenever he has the urge to urinate. If the sight of a urinal subsequently makes Andrew unusually anxious, this would best illustrate
a. shaping. b. generalization. c. spontaneous recovery. d. secondary reinforcement. e. a discriminative stimulus.

52. Your heart may race when confronted by a baby lion but not when approached by a house cat. This best illustrates the adaptive value of
 a. shaping. b. discrimination. c. extrinsic motivation. d. spontaneous recovery. e. negative reinforcement.
53. In classical conditioning, an organism forms associations between
 a. mirror neurons. b. events that it does not control. c. primary and secondary reinforcers. d. its own behavior and resulting outcomes. e. positive and negative reinforcers.
54. Voluntary behaviors that produce rewarding or punishing consequences are called
 a. respondent behaviors. b. prosocial behaviors. c. operant behaviors. d. conditioned responses. e. unconditioned responses.
55. Laurie's thumbsucking has become habitual because she begins to feel less anxious whenever she sucks her thumb. This best illustrates the process of
 a. generalization. b. extinction. c. classical conditioning. d. latent learning. e. operant conditioning.
56. Ever since his mother began to give Julio gold stars for keeping his bed dry all night, Julio discontinued his habit of bed-wetting. His change in behavior best illustrates the value of
 a. primary reinforcement. b. classical conditioning. c. spontaneous recovery. d. operant conditioning. e. latent learning.
57. Which of the following terms best describes an operant behavior?
 a. automatic b. reflexive c. voluntary d. instinctive e. unlearned
58. The psychologist most closely associated with the study of operant conditioning was
 a. B. F. Skinner. b. Ivan Pavlov. c. John B. Watson. d. Albert Bandura. e. John Garcia.
59. A Skinner box is a(n)
 a. soundproofed cubicle in which organisms are classically conditioned in the absence of distracting noise. b. aversive or punishing event that decreases the occurrence of certain undesirable behaviors. c. "slot machine" used to study the effects of partial reinforcement on human gambling practices. d. chamber containing a bar or key that an animal can manipulate to obtain a reward. e. television projection device designed for use in laboratory studies of observational learning.
60. A pigeon is consistently reinforced with food for pecking a key after seeing an image of a human face, but not reinforced for pecking after seeing other images. By signaling that a pecking response will be reinforced, the image of a human face is a(n)
 a. unconditioned stimulus. b. partial reinforcement. c. discriminative stimulus. d. primary reinforcer. e. generalized stimulus.
61. Every Saturday morning, Arnold quickly washes the family's breakfast dishes so that his father will allow him to wash his car. In this instance, washing the car is a(n)
 a. positive reinforcer. b. unconditioned response. c. conditioned response. d. negative reinforcer. e. punishment.
62. Escape from an aversive stimulus is a _____ reinforcer.
 a. positive b. negative c. secondary d. partial e. delayed
63. Mason, a stockbroker, runs two miles every day after work because it reduces his level of stress. Mason's running habit is maintained by a(n) _____ reinforcer.
 a. positive b. negative c. conditioned d. partial e. intermittent
64. Jacinda has a glass of wine after work because it relieves her anxiety. Her wine drinking is likely to continue because it is followed by a _____ reinforcer.
 a. secondary b. partial c. negative d. positive e. conditioned
65. What is the difference between a primary and a conditioned reinforcer?
 a. Primary reinforcers are presented immediately after the behavior; conditioned reinforcers are presented after a delay.
 b. Primary reinforcers are introduced every time the behavior occurs; conditioned reinforcers are introduced only sometimes.
 c. Primary reinforcers lead to rapid learning of the behavior; conditioned reinforcers produce greater resistance to extinction.
 d. Primary reinforcers increase the rate of operant responding; conditioned reinforcers decrease the rate of operant responding.
 e. Primary reinforcers are unlearned and innately satisfying; conditioned reinforcers are learned.
66. Money is to food as _____ is to _____.
 a. delayed reinforcer; immediate reinforcer b. secondary reinforcer; primary reinforcer c. discrimination; generalization
 d. partial reinforcement; continuous reinforcement e. operant conditioning; classical conditioning
67. Innately satisfying stimuli that fulfill biological needs are called _____ reinforcers.
 a. fixed b. primary c. positive d. continuous e. unconditioned
68. Which of the following is the best example of a conditioned reinforcer?
 a. applause for an excellent piano recital b. a spanking for eating cookies before dinner c. a cold root beer for mowing the lawn on a hot day d. termination of shock after removing one's finger from a live electric wire e. pudding for eating all your peas at supper

69. The removal of electric shock is to the receipt of good grades as _____ is to _____.
- delayed reinforcer; immediate reinforcer
 - primary reinforcer; conditioned reinforcer
 - discrimination; generalization
 - partial reinforcement; continuous reinforcement
 - operant conditioning; classical conditioning
70. Coffee shops that reward customers with one free cup of coffee after every ten coffee purchases are using a _____ reinforcement schedule.
- fixed-interval
 - variable-interval
 - fixed-ratio
 - variable-ratio
 - intermittent-continuous
71. Luana edits manuscripts for a publisher and is paid \$25 for every three pages she edits. Luana is reinforced on a _____ schedule.
- fixed-interval
 - fixed-ratio
 - variable-interval
 - variable-ratio
 - partial-interval
72. Which of the following behaviors is typically reinforced on a variable-ratio schedule?
- studying to be prepared for unexpected quizzes
 - inserting coins into a slot machine
 - paying a cashier for a candy bar
 - checking the mailbox to see if the mail has arrived
 - assembling car parts in a factory
73. Asking for dates is most likely to be reinforced on a _____ schedule.
- continuous-ratio
 - fixed-ratio
 - variable-interval
 - variable-ratio
 - fixed-interval
74. An event that decreases the behavior that precedes it is a _____.
- negative reinforcer.
 - punishment.
 - conditioned stimulus.
 - delayed reinforcer.
 - secondary reinforcer.
75. The introduction of an unpleasant stimulus is to _____ as the withdrawal of an unpleasant stimulus is to _____.
- acquisition; extinction
 - negative reinforcer; positive reinforcer
 - primary reinforcer; secondary reinforcer
 - punishment; reinforcement
 - partial reinforcement; continuous reinforcement
76. Golf instruction that reinforces short putts before attempting to reinforce long putts best illustrates the process of _____.
- generalization.
 - shaping.
 - modeling.
 - discrimination.
 - delayed reinforcement.
77. Alex learned how to make 3-point basketball shots by successfully making very short shots before shooting from increasingly longer distances from the hoop. This learning strategy best illustrates the process of _____.
- observational learning.
 - delayed reinforcement.
 - classical conditioning.
 - shaping.
 - operant conditioning.
78. If a baseball player gets a hit after tapping the plate with the bat, he is more likely to repeat that behavior the next time he's up to the plate. Which of the following best explains this superstitious behavior?
- Reinforced behavior, even if it is accidental, is more likely to be repeated.
 - Operant behaviors are voluntary.
 - Immediate reinforcers are more effective when delayed in changing behavior.
 - Variable-ratio schedules produce high rates of responding.
 - Latent learning becomes apparent only when there is some incentive to demonstrate it.
79. Electronically recording, amplifying, and displaying information regarding subtle physiological responses is called _____.
- acupuncture.
 - biofeedback.
 - relaxation training.
 - psychoneuroimmunology.
 - psychometrics.
80. A learned association between a response and a stimulus is to _____ as a learned association between two stimuli is to _____.
- latent learning; observation learning
 - generalization; discrimination
 - operant conditioning; classical conditioning
 - secondary reinforcement; primary reinforcement
 - acquisition; extinction
81. Automatically blinking to an air puff is to _____ as raising your hand to answer a question is to _____.
- classical conditioning; operant conditioning
 - immediate reinforcement; delayed reinforcement
 - unconditioned response; conditioned response
 - discrimination; generalization
 - operant behavior; respondent behavior
82. Operant response rates remain highest when individuals anticipate that their behavior will actually lead to further reinforcement. This best illustrates the importance of _____ in operant conditioning.
- secondary reinforcers
 - cognitive processes
 - biological predispositions
 - intrinsic motivation
 - spontaneous recovery
83. If rats are allowed to wander through a complicated maze, they will subsequently run the maze with few errors when a food reward is placed at the end. Their good performance demonstrates _____.
- shaping.
 - latent learning.
 - delayed reinforcement.
 - spontaneous recovery.
 - modeling.
84. Some psychologists believe that rats develop mental representations of mazes they have explored. These representations have been called _____.
- primary reinforcers.
 - successive approximations.
 - discriminative stimuli.
 - cognitive maps.
 - intrinsic motives.
85. Studies of latent learning highlight the importance of _____.
- primary reinforcers.
 - respondent behavior.
 - spontaneous recovery.
 - cognitive processes.
 - conditioned reinforcers.
86. What type of learning sometimes occurs after an extended period of thinking about a problem but little or no direct, systematic interaction with the environment?
- operant learning
 - classical conditioning
 - observational learning
 - insight learning
 - latent learning

87. Marcy grows roses for the sheer joy of it; Jennifer grows them to sell at a profit. Marcy's behavior reflects _____, whereas Jennifer's behavior reflects _____.
- spontaneous recovery; acquisition
 - a variable-ratio schedule; a fixed-ratio schedule
 - intrinsic motivation; extrinsic motivation
 - operant conditioning; classical conditioning
 - insight learning; latent learning
88. The predictability rather than the frequency of CS-US associations appears to be crucial for classical conditioning. This highlights the importance of _____ in conditioning.
- shaping
 - discrimination
 - generalization
 - cognitive processes
 - intermittent reinforcement
89. Sasha believes that the questions on her biology tests are so unrelated to course work that studying is useless. Sasha's belief most clearly illustrates
- reciprocal determinism.
 - the false consensus effect.
 - an external locus of control.
 - the spotlight effect.
 - the Barnum effect.
90. Emma believes that she will succeed in business if she works hard and carefully manages her time. Her belief most clearly illustrates
- reaction formation.
 - reciprocal determinism.
 - unconditional positive regard.
 - the self-reference phenomenon.
 - an internal locus of control.
91. Sasha believes that the questions on her biology tests are so unrelated to course work that studying is useless. Sasha's belief most clearly illustrates
- reciprocal determinism.
 - the false consensus effect.
 - an external locus of control.
 - the spotlight effect.
 - the Barnum effect.
92. Julio believes that no matter how hard he works, the "system" is so biased against his ethnic group that he will be unable to achieve economic success. Julio's thinking most clearly demonstrates
- displacement.
 - reaction formation.
 - the self-reference phenomenon.
 - an external locus of control.
 - the spotlight effect.
93. Corbett refuses to take reasonable precautions to protect his health because he believes good health is just a matter of luck anyway. Corbett's attitude best illustrates
- the Barnum effect.
 - an external locus of control.
 - self-serving bias.
 - the self-reference phenomenon.
 - reciprocal determinism.
94. Our ability to learn by witnessing the behavior of others best illustrates
- respondent behavior.
 - prosocial behavior.
 - operant conditioning.
 - observational learning.
 - classical conditioning.
95. Chimpanzees learn foraging and tool use by observing other chimpanzees. This best illustrates
- generalization.
 - modeling.
 - shaping.
 - insight.
 - habituation.
96. Which of the following become active both when people watch an action being performed and when they perform that action themselves?
- cognitive maps
 - fixed-ratio schedules
 - mirror neurons
 - operant chambers
 - biofeedback systems
97. Children are helped by _____ to develop a theory of mind.
- spontaneous recovery
 - mirror neurons
 - instinctive drift
 - operant chambers
 - insight learning
98. Mr. Zandee has stopped smoking because he wants to model healthy behavior patterns for his children. Mr. Zandee is apparently aware of the importance of _____ in his children's development.
- shaping
 - observational learning
 - generalization
 - delayed reinforcement
 - spontaneous recovery
99. A dramatic increase in children's violent play immediately after they viewed a video of the *Power Rangers* illustrates the role of television as a source of
- respondent behavior.
 - spontaneous recovery.
 - negative reinforcement.
 - observational learning.
 - intermittent reinforcement.
100. After prolonged exposure to television violence, viewers became more indifferent to violence when later viewing a brawl, whether on TV or in real life. This finding best illustrates
- latent learning.
 - spontaneous recovery.
 - extinction.
 - instinctive drift.
 - desensitization