1. An individual's characteristic pattern of thinking, feeling, and acting is his or her
A) self-esteem.
B) personality.
C) reality principle.
D) hierarchy of needs.

2. The concept of personality most clearly embodies the notion of
A) moral integrity.
B) self-consciousness.
C) behavioral consistency.
D) self-actualization.

3. Freud became interested in unconscious personality dynamics when he noticed that certain patients' symptoms
A) resulted from the physical abuse they received from their parents during childhood.
B) reflected an internal locus of control.
C) illustrated a reciprocal determinism.
D) made no neurological sense.

4. Forgotten memories that we can easily recall were said by Freud to be
A) displaced.
B) preconscious.
C) fixated.
D) unconscious.

5. According to Freud, the unconscious is
A) the part of personality that cannot process information.
B) the thoughts, wishes, feelings, and memories, of which we are largely unaware.
C) a set of universal concepts acquired by all humans from our common past.
D) a reservoir of deeply repressed memories that does not affect behavior.

6. Freud believed that ________ are the “royal road to the unconscious.”
A) projective tests
B) dreams
C) erogenous zones
D) psychosexual stages

7. Freud suggested that the remembered events and images in our dreams were a censored expression of the dream's
A) psychosexual stages.
B) latent content.
C) reality principle.
D) collective unconscious.

8. According to psychoanalytic theory, the part of the personality that strives for immediate gratification of basic drives is the
A) id.
B) ego.
C) superego.
D) erogenous zones.
9. When 2-year-old Matthew was told he would get no dessert until he finished the food on his plate, he threw his plate on the floor in a temper tantrum. Freud would have suggested that Matthew was unable to resist the demands of his
A) superego.
B) ego.
C) id.
D) Oedipus complex.

10. Freud emphasized that the id operates on the _________ principle.
A) self-transcendence
B) collectivism
C) identity
D) pleasure

11. Ego is to id as _________ is to _________.
A) unconscious; conscious
B) biology; morality
C) reality principle; pleasure principle
D) regression; repression

12. According to Freud, the part of personality that represents our sense of right and wrong and our ideal standards is the
A) Oedipus complex.
B) ego.
C) id.
D) superego.

13. Janine is repulsed by the thought of watching a pornographic video. Freud would have attributed these feelings to Janine's
A) ego.
B) id.
C) superego.
D) inferiority complex.

14. No matter how long and hard Lerae studies, she always feels she hasn't studied as much as she should have. A Freudian psychologist would suggest that Lerae shows signs of a
A) weak id.
B) weak ego.
C) strong id.
D) strong superego.

15. Bruce wants to be a loving husband but at the same time wants to express his disgust for some of his wife's habits. According to Freud, Bruce's _________ might enable him to partially satisfy both desires.
A) self-transcendence
B) superego
C) Oedipus complex
D) ego

16. Freud suggested that the id's pleasure-seeking energies focus on distinct pleasure-sensitive areas of the body known as
A) psychosexual stages.
B) the Big Five.
C) erogenous zones.
D) Oedipus complexes.
17. According to Freud, boys are most likely to experience the Oedipus complex during the ________ stage.
   A) anal  
   B) phallic  
   C) oral  
   D) latency

18. The Oedipus complex is the term used by Freud to describe
   A) the erogenous zones that are the focus of the latency stage.
   B) the passive dependence of someone who is orally fixated.
   C) children's efforts to overcome feelings of inferiority.
   D) boys' feelings of guilt and fear of punishment over their sexual desire for their mother.

19. One night after he heard his parents arguing, 4-year-old Wei had a vivid dream in which he saved his mother from being bitten by a large snake. A psychoanalyst would most likely suspect that Wei's dream reflects a(n)
   A) oral fixation.
   B) reaction formation.
   C) self-serving bias.
   D) Oedipus complex.

20. Some psychoanalysts in Freud's era believed that girls experienced unconscious sexual desires for their father during the phallic stage. These feelings, they thought, reflected
   A) self-actualization.
   B) an Electra complex.
   C) the spotlight effect.
   D) unconditional positive regard.

21. Freud suggested that a boy's identification with his father during the phallic stage illustrates the process of
   A) unconditional positive regard.
   B) self-transcendence.
   C) free association.
   D) conflict resolution.

22. Freud suggested that the process of identification is most directly responsible for the development of
   A) the Oedipus complex.
   B) free association.
   C) the superego.
   D) erogenous zones.

23. Which theory would most likely predict that boys raised without a father figure will have difficulty developing a strongly masculine gender identity?
   A) Allport's trait theory
   B) Maslow's humanistic theory
   C) Bandura's social-cognitive theory
   D) Freud's psychoanalytic theory

24. Gene spends a good deal of time bragging about his numerous sexual exploits. Freud would have suggested that Gene is fixated at the ________ stage.
   A) oral
   B) latency
   C) phallic
   D) anal
25. Freud referred to a lingering focus of pleasure-seeking energies at an earlier psychosexual stage as
   A) projection.
   B) fixation.
   C) displacement.
   D) repression.

26. Freud suggested that orally fixated adults are especially likely to exhibit
   A) passive dependence.
   B) an inferiority complex.
   C) an Electra complex.
   D) the spotlight effect.

27. Arjean's opinions are so dependent on what her friends think that she will swallow just about anything they
tell her. Freud would have suggested that Arjean demonstrates a
   A) fixation.
   B) free association.
   C) reaction formation.
   D) collective unconscious.

28. According to Freud, defense mechanisms are used by the
   A) id to defend against the accusations and guilt feelings produced by the superego.
   B) ego to prevent threatening impulses from being consciously recognized.
   C) superego to prevent expression of sexual and aggressive drives.
   D) id, ego, and superego in a repetitive sequence of internal conflicts.

29. When she was 8 years old, Inge was sexually abused by her uncle. At 14, Inge felt uncomfortable whenever
she saw this uncle but was unable to understand why she felt this way. A psychoanalyst would be most
likely to suggest that Inge is using the defense mechanism of
   A) repression.
   B) rationalization.
   C) regression.
   D) displacement.

30. Freud would have suggested that an excessive fixation is most likely to contribute to
   A) regression.
   B) learned helplessness.
   C) reciprocal determinism.
   D) self-serving bias.

31. Four-year-old Timmy had not wet his bed for over a year. However, he started bed-wetting again soon after
his sister was born. Timmy's behavior best illustrates
   A) reaction formation.
   B) projection.
   C) regression.
   D) denial.

32. Reaction formation refers to the process by which people
   A) disguise unacceptable unconscious impulses by attributing them to others.
   B) consciously express feelings that are the opposite of unacceptable unconscious impulses.
   C) retreat to behavior patterns characteristic of an earlier stage of development.
   D) offer self-justifying explanations in place of the real but unacceptable unconscious reasons for action.
33. Parents who disguise hostility toward their children by becoming overly protective of them are very likely using the defense mechanism of
A) projection.
B) regression.
C) rationalization.
D) reaction formation.

34. Abdul mistakenly believes that his classmates are unusually hostile. In fact, Abdul is the most quarrelsome and aggressive child in the school. According to psychoanalytic theory, Abdul's belief that his classmates are hostile is a
A) regression.
B) projection.
C) denial.
D) reaction formation.

35. Mrs. Smith, who is White and unconsciously in favor of racial segregation, tells her friends that most Blacks prefer to live in residential neighborhoods inhabited predominantly by Blacks. According to psychoanalytic theory, Mrs. Smith best illustrates
A) reaction formation.
B) projection.
C) displacement.
D) regression.

36. The defense mechanism in which selfjustifying explanations replace the real, unconscious reasons for actions is
A) projection.
B) denial.
C) rationalization.
D) displacement.

37. Melissa is unconsciously fearful that her husband is a better cook than she. Recently, she refused his offer to prepare dinner because, said she, “You could better spend the time playing with our kids.” Melissa’s comment best illustrates
A) projection.
B) rationalization.
C) displacement.
D) reaction formation.

38. While Professor Gomez was going through a painful divorce, he tended to create unnecessarily difficult tests and gave his students unusually low grades. A psychoanalyst would be most likely to view the professor's treatment of students as an example of
A) reaction formation.
B) displacement.
C) projection.
D) regression.

39. Refusing to believe or even to perceive painful realities constitutes the defense mechanism known as
A) regression.
B) denial.
C) displacement.
D) projection.
40. A refusal to believe direct and highly credible evidence that your spouse is suffering a terminal illness best illustrates
A) denial.
B) displacement.
C) fixation.
D) projection.

41. Alfred Adler was a neo-Freudian who coined the term
A) oral fixation.
B) reciprocal determinism.
C) inferiority complex.
D) unconditional positive regard.

42. Hasina was an abused child; as an adult, she is homeless and squanders any money she can find on alcohol. Alfred Adler would have suggested that Hasina suffers from
A) an Electra complex.
B) the spotlight effect.
C) an inferiority complex.
D) the Barnum effect.

43. Karen Horney, a prominent neo-Freudian, disputed Freud's assumption that women
A) have weak superegos.
B) perceive an internal locus of control.
C) have stronger sexual instincts than men.
D) never experience a phallic stage of development.

44. Carl Jung referred to a shared reservoir of memory traces from our species history as the
A) self-reference phenomenon.
B) defense mechanism.
C) collective unconscious.
D) psychosexual stages.

45. Projective tests are most closely associated with the ________ perspective.
A) socialcognitive
B) psychoanalytic
C) humanistic
D) trait

46. The Thematic Apperception Test is a(n)
A) factor analytic test.
B) projective test.
C) personality inventory.
D) empirically derived test.

47. The Thematic Apperception Test requires people to respond to
A) incomplete sentences.
B) ambiguous pictures.
C) unfamiliar melodies.
D) meaningless inkbloths.

48. The famous test introduced by Hermann Rorschach asks test-takers to respond to
A) frightening pictures.
B) ambiguous stories.
C) meaningless inkbloths.
D) incomplete sentences.
49. The major reason for criticism of the Rorschach test is that
   A) no computer-aided tool has been designed to facilitate scoring of the test.
   B) only a few of the many Rorschach-derived scores have demonstrated validity.
   C) the test discourages individuals from communicating openly in clinical interviews.
   D) the test can be used effectively only with individuals who are severely maladjusted.

50. Survivors' vivid memories of Nazi death camp experiences most clearly challenge Freud's concept of
   A) fixation.
   B) repression.
   C) the Oedipus complex.
   D) motivational conflict.

51. Freud's concept of projection is most similar to what today's researchers call the
   A) spotlight effect.
   B) false consensus effect.
   C) inferiority complex.
   D) Barnum effect.

52. Freud's theory of personality has been criticized because it
   A) underestimates the importance of biological contributions to personality development.
   B) is contradicted by recent research demonstrating the human capacity for destructive behavior.
   C) is overly reliant upon observations derived from Freud's use of projective tests.
   D) offers few testable hypotheses that allow one to determine its validity.

53. The humanistic perspective emphasized the importance of
   A) projective tests.
   B) self-determination.
   C) reciprocal determinism.
   D) factor analysis.

54. Abraham Maslow suggested that those who fulfill their potential have satisfied the need for
   A) reciprocal determinism.
   B) an external locus of control.
   C) self-actualization.
   D) unconditional positive regard.

55. Jin is searching for a sense of purpose in life that goes beyond fulfilling her own potential for growth and
    self-actualization. According to Maslow, Jin is striving for
   A) identification.
   B) self-transcendence.
   C) free association.
   D) reciprocal determinism.

56. Abraham Maslow studied the lives of Abraham Lincoln, Thomas Jefferson, and Eleanor Roosevelt in order
    to understand the nature of
   A) reciprocal determinism.
   B) an internal locus of control.
   C) self-actualization.
   D) the false consensus effect.

57. Self-actualized people, as described by Maslow, are LEAST likely to be highly
   A) compassionate.
   B) religious.
   C) conforming.
   D) self-accepting.
58. Carl Rogers referred to an attitude of total acceptance toward another person as
   A) the spotlight effect.
   B) unconditional positive regard.
   C) self-actualization.
   D) free association.

59. Carl Rogers would have suggested that many of the defense mechanisms described by Freud are used to minimize the perceived discrepancy between
   A) manifest content and latent content.
   B) the collective unconscious and the personal unconscious.
   C) the actual self and the ideal self.
   D) an internal locus of control and an external locus of control.

60. Which psychologists are most likely to criticize standardized personality tests for failing to capture the unique subjective experience of the individual personality?
   A) psychoanalytic theorists
   B) trait theorists
   C) social-cognitive theorists
   D) humanistic theorists

61. Maslow's description of self-actualized individuals was said to reflect his own personal values because he
   A) selectively studied people with qualities he admired.
   B) interpreted their flattering self-descriptions as a self-serving bias.
   C) overemphasized the value of their loyalty to cultural norms.
   D) used projective tests to assess their motives.

62. Humanistic theorists have been criticized for
   A) overestimating the impact of childhood experiences on adult personality.
   B) underestimating the inconsistency of behavior from one situation to another.
   C) overestimating the degree of similarity among people.
   D) underestimating the inherent human capacity for destructive and evil behaviors.

63. A consistent tendency to be shy is best described as a(n)
   A) trait.
   B) projection.
   C) Oedipus complex.
   D) false consensus effect.

64. Trait theorists are more concerned with ________ personality than with ________ it.
   A) predicting; assessing
   B) describing; explaining
   C) changing; analyzing
   D) interpreting; observing

65. The MyersBriggs Type Indicator classifies people according to personality types identified by
   A) Gordon Allport.
   B) Carl Jung.
   C) Albert Bandura.
   D) Carl Rogers.

66. Factor analysis has been used to identify the most basic
   A) self-serving biases.
   B) defense mechanisms.
   C) personality traits.
   D) psychosexual stages.
67. Coretta is quiet, pessimistic, anxious, and moody. In terms of the Eysencks' basic personality dimensions she would be classified as
   A) unstable–introverted.
   B) manic–depressive.
   C) external–dependent.
   D) passive–aggressive.

68. The MMPI is an example of a(n)
   A) projective test.
   B) personality inventory.
   C) inkblot test.
   D) self-esteem test.

69. Dr. Zytowics wants to assess the extent to which a client is suffering from depression, social withdrawal, and other symptoms of an emotional disorder. Which personality inventory would be most helpful for this purpose?
   A) MMPI
   B) Rorschach
   C) TAT
   D) Myers-Briggs Type Indicator

70. Frida was informed by a professional palm reader: “You generally communicate openly with others, but you have certain dark secrets that even your closest friends could never guess.” The fact that Frida was impressed by the palm reader's insight into her personality best illustrates
   A) the false consensus effect.
   B) the Barnum effect.
   C) the spotlight effect.
   D) an external locus of control.

71. A person who is careless and disorganized most clearly ranks low on the Big Five trait dimension of
   A) neuroticism.
   B) extraversion.
   C) openness.
   D) conscientiousness.

72. Emotional instability is most closely related to the Big Five trait dimension of
   A) openness.
   B) neuroticism.
   C) agreeableness.
   D) conscientiousness.

73. Arguments as to whether people's behavior is more strongly influenced by temporary external influences or by enduring inner influences best characterize the
   A) psychoanalytic perspective.
   B) person-situation controversy.
   C) self-serving bias.
   D) biopsychosocial approach.

74. Which theorists have been most directly criticized for underestimating the variability of behavior from situation to situation?
   A) social-cognitive
   B) psychoanalytic
   C) humanistic
   D) trait
75. The social-cognitive perspective emphasizes the interactive influences of our traits and our
   A) temperaments.
   B) situations.
   C) fixations.
   D) self-concepts.

76. According to Bandura, reciprocal determinism involves multidirectional influences among
   A) thoughts, emotions, and actions.
   B) behaviors, internal personal factors, and environmental events.
   C) id, ego, and superego.
   D) self-concept, self-actualization, and self-transcendence.

77. Because Mr. Maloney trusts his employees, he treats them kindly. His kindness leads them to work
diligently on his behalf, which in turn increases his trust in them. This pattern of trust, kindness, diligence,
and increasing trust illustrates what is meant by
   A) reaction formation.
   B) the spotlight effect.
   C) external locus of control.
   D) reciprocal determinism.

78. The perception that your fate is determined by luck reflects
   A) reciprocal determinism.
   B) self-serving bias.
   C) an external locus of control.
   D) the spotlight effect.

79. Sasha believes that the questions on school tests are so unrelated to course work that studying is useless.
Sasha's belief most clearly illustrates
   A) reciprocal determinism.
   B) the false consensus effect.
   C) an external locus of control.
   D) the spotlight effect.

80. Emma believes that she will succeed in business if she works hard and carefully manages her time. Her
belief most clearly illustrates
   A) reciprocal determinism.
   B) unconditional positive regard.
   C) reaction formation.
   D) an internal locus of control.

81. Learned helplessness is MOST likely to be associated with
   A) self-serving bias.
   B) an external locus of control.
   C) the false consensus effect.
   D) unconditional positive regard.

82. When faced with an ever-increasing number of consumer product choices, people often experience the
discomfort of
   A) self-serving bias.
   B) the false consensus effect.
   C) information overload.
   D) the spotlight effect.
83. When 16-year-old Hafez received a large inheritance from his grandfather, he was tempted to purchase an expensive new car. He decided, instead, to deposit all the money into a savings account for his college education. Hafez shows signs of a
A) weak superego.
B) weak id.
C) strong collective unconscious.
D) strong ego.
Answer Key

1. B
2. C
3. D
4. B
5. B
6. B
7. B
8. A
9. C
10. D
11. C
12. D
13. C
14. D
15. D
16. C
17. B
18. D
19. D
20. B
21. D
22. C
23. D
24. C
25. B
26. A
27. A
28. B
29. A
30. A
31. C
32. B
33. D
34. B
35. B
36. C
37. B
38. B
39. B
40. A
41. C
42. C
43. A
44. C
45. B
46. B
47. B
48. C
49. B
50. B
51. B
52. D
53. B
54. C
55. B
56. C
57. C
58. B
59. C
60. D
61. A
62. D
63. A
64. B
65. B
66. C
67. A
68. B
69. A
70. B
71. D
72. B
73. B
74. D
75. B
76. B
77. D
78. C
79. C
80. D
81. B
82. C
83. D