MULTIPLE CHOICE. Choose the one alternative that best completes the statement or answers the question.

1. According to your text, personality is each of the following **EXCEPT** _______.
   A) enduring
   B) unique
   C) unpredictable
   D) stable

2. All psychodynamic theorists share the sense that personality is primarily determined by _______.
   A) self-actualization
   B) conscious choice/free will
   C) learning and conditioning
   D) unconscious processes

3. Up until Freud's time, psychology had focused on _______.
   A) environmental influences
   B) consciousness
   C) the unconscious
   D) genetic influences

4. Freud's theories form the basis of _______.
   A) trait theory
   B) humanistic psychology
   C) structuralism
   D) psychoanalysis

5. For Freud, the term “sexual instinct” refers to _______.
   A) any form of pleasure
   B) the personal unconscious
   C) erotic sexuality
   D) childhood experiences

6. Freud believed that personality is formed around _______ structures.
   A) three
   B) two
   C) five
   D) four

7. The id operates according to the _______.
   A) pleasure principle
   B) reality principle
   C) guilt/pride principle
   D) ego ideal

8. The id has _______ ways of obtaining gratification.
   A) five
   B) three
   C) four
   D) two

9. Without using the ego, one way the id can obtain gratification is through _______.
   A) the ego ideal
   B) the reality principle
   C) reflex actions
   D) secondary processes

10. The id's link to reality is called the _______.
    A) conscious
    B) ego
    C) superego
    D) ego ideal

11. As young children, Freud believed we are _______.
    A) pure and unspoiled
    B) amoral
    C) selfless
    D) immoral
12. According to Freud, the _______ operate at the conscious, preconscious, and unconscious levels.
   A) id and ego, but not the superego  B) id, ego, and superego
   C) id and superego, but not the ego  D) ego and superego, but not the id

13. According to Freud, the energy generated by the sexual instinct is known as the _______.
   A) fixated process  B) libido
   C) pleasure principle  D) secondary process

14. In Freud’s view, if parents are too _______ during toilet training, children may become obstinate, stingy, and excessively orderly, and if they are too _______, their children may become messy, unorganized, and sloppy as adults.
   A) strict; strict  B) strict; lenient
   C) lenient; strict  D) lenient; lenient

15. The latency period lasts from _______ years of age.
   A) 6 to 12  B) 1 to 3
   C) 3 to 6  D) 12 to 18

16. The proper chronological order of Freud’s psychosexual stages is _______.
   A) oral, anal, genital, phallic, latency  B) oral, anal, phallic, latency, genital
   C) anal, oral, phallic, latency, genital  D) anal, oral, genital, latency, phallic

17. Reggie is convinced that people are moved to develop themselves spiritually. He also believes that ancient cultural legends and myths greatly shape current cultural and individual personality. He is likely to be most interested in the ideas of _______.
   A) Sullivan  B) Horney  C) Adler  D) Jung

18. Adler called the individual’s attempts to overcome physical weaknesses _______.
   A) fictional finalism  B) compensation
   C) reciprocity  D) reaction formation

19. Adler felt that a driving force in shaping personality was overcoming feelings of _______.
   A) basic anxiety  B) inhibition
   C) inferiority  D) individualism

20. Adler felt that some people become so fixated on their feelings of inadequacy that they develop _______.
   A) neurotic trends  B) an archetype
   C) an inferiority complex  D) a fixation

21. Carl Jung stressed the _______ of people.
   A) spiritual qualities  B) primary drives
   C) sexual instincts  D) learned motives

22. Which of the following neo-Freudians agreed most closely with Freud’s ideas about sexual development and libidinal energy?
   A) Jung  B) Horney  C) Adler  D) Erikson

23. Erikson, more than Freud, stresses the role of _______.
   A) ego  B) animus  C) superego  D) id
24. Erikson suggested that success in each of the life stages he outlined depends upon ________.
   A) resolution of the inferiority complex   B) adjustment during the previous stage
   C) cognitive and moral development   D) resolution of the Oedipus complex

25. Erikson stresses the quality of ________ in personality development.
   A) sexual motives   B) stimulus motives
   C) primary-process thinking   D) parent-child relationships

26. Erik is a newborn. According to Erikson, his main task will be to develop a sense of ________.
   A) autonomy   B) trust   C) initiative   D) industry

27. Audrey is a normal, healthy two-year-old. Her main task, according to Erikson, will be to develop a sense of ________.
   A) trust   B) industry   C) autonomy   D) initiative

28. Amy is five years old and entering kindergarten. According to Erikson, her main task is to develop a sense of ________.
   A) trust   B) autonomy   C) initiative   D) generativity

29. Judy is nine years old and is in the fourth grade. Erikson believes her main task is to develop a sense of ________.
   A) autonomy   B) industry   C) trust   D) initiative

30. Jeremy is eighteen years old. According to Erikson, his chief task will be acquiring a sense of ________.
   A) identity   B) industry   C) autonomy   D) initiative

31. Jack is 24 years old. His major task, according to Erikson, is to develop a sense of ________.
   A) intimacy   B) identity   C) initiative   D) generativity

32. Jane is 47 years old. Her main task, according to Erikson, will be to develop a sense of ________.
   A) identity   B) generativity   C) initiative   D) intimacy

33. Agnes is seventy years old. According to Erikson, her main task will be to develop a sense of ________.
   A) integrity   B) generativity   C) initiative   D) trust

34. ________ theory emphasizes that humans are positively motivated and progress toward higher levels of functioning.
   A) Humanistic   B) Social Learning   C) Psychoanalytic   D) Trait

35. One of the most prominent humanistic psychologists was ________.
   A) Rogers   B) Adler   C) Frankl   D) Skinner

36. ________ theories spotlight positive growth motives and the realization of potential in shaping personality.
   A) Trait   B) Psychodynamic
   C) Humanistic   D) Cognitive-social learning

37. The first humanistic psychologist was ________.
   A) Maslow   B) Horney   C) Adler   D) Rogers
38. According to Rogers, which of the following persons is **MOST** likely to become a fully functioning person?
   A) someone brought up with conditional positive regard  
   B) someone brought up with unconditional positive regard  
   C) someone with a strongly developed superego  
   D) someone with an extraverted personality

39. The central tenet of humanistic personality theories that the overriding purpose of the human condition is to realize one’s potential, has _______.
   A) been largely confirmed by experimental research  
   B) been virtually impossible to study scientifically  
   C) received limited support from experimental research  
   D) not been supported by experimental research findings

40. The push toward fulfillment of our inborn capacities and potentialities is what Rogers called the _______.
   A) actualizing tendency  
   B) need for achievement  
   C) compensatory process  
   D) primary process

41. One theory suggests that people differ on a number of dimensions, such as dependency, aggressiveness, anxiety, and sociability. These characteristics are known as _______.
   A) somatotypes  
   B) compensatory factors  
   C) personality traits  
   D) archetypes

42. We infer a trait from how a person _______.
   A) thinks  
   B) behaves  
   C) senses  
   D) feels

43. Gordon Allport found about _______ dictionary entries that refer to traits.
   A) 200  
   B) 18,000  
   C) 2,000  
   D) 1,800

44. A study of the “Big Five” dimensions of personality found that _______ were reliable predictors of job performance in sales.
   A) all five of them  
   B) none of them  
   C) conscientiousness and extraversion  
   D) agreeableness and neuroticism

45. Which of the following theorists would be most likely to analyze a client in terms of how she or he behaves in the present, rather than focusing on her or his early childhood?
   A) Cattell  
   B) Rogers  
   C) Erikson  
   D) Freud

46. A statistical technique that identifies groups of related objects, and has frequently been use to identify clusters of traits, is _______.
   A) a distributive measure  
   B) factor analysis  
   C) scatter plotting  
   D) a regressive measure

47. Cattell identified groups of traits by using a statistical technique called _______.
   A) factor analysis  
   B) stepwise regression  
   C) analysis of variance  
   D) scatter plotting
48. Eysenck's basic personality dimension that describes the degree to which someone is inwardly or outwardly oriented is _______.
   A) psychoticism  B) emotional stability  C) introversion-extraversion  D) neuroticism

49. Eysenck's basic personality dimension that describes whether people are characterized by tenderness, warmth, and helpfulness, or insensitivity and uncooperativeness is _______.
   A) psychoticism  B) neuroticism  C) emotional stability-instability  D) introversion-extraversion

50. Recently, each of the “Big Five” traits has been shown to have _______ facets.
   A) four  B) six  C) two  D) eight

51. In a study comparing the United States to six foreign cultures, _______ the “Big Five” traits.
   A) only people in non-European foreign cultures showed evidence of
   B) only people in the United States and European cultures showed evidence of
   C) only people in the United States showed evidence of
   D) the results in all six cultures were identical to those in the United States regarding

52. Studies have found that the “Big Five” dimensions of personality may _______.
   A) only represent personality in North American culture
   B) represent universal dimensions of personality across cultures
   C) only represent personality in non-Western, non-industrial cultures
   D) only represent personality in Western industrial cultures

53. According to Bandura, standards people develop in order to rate the adequacy of their own behavior in a variety of situations are called _______.
   A) reciprocal variables  B) conditions of worth  C) self-efficacy standards  D) performance standards

54. According to Bandura, the expectancy that one's efforts will be successful is called _______.
   A) self-esteem  B) self-efficacy  C) reciprocal determinism  D) locus of control

55. The researcher most closely linked to the concept of self-efficacy is _______.
   A) Seligman  B) Rotter  C) Ellis  D) Bandura

56. Because he is a math professor’s son, Jack has developed a high standard for achievement in mathematics. However, he does not have a high mathematical aptitude and feels frustrated that he cannot meet that standard. Bandura would say that Jack is likely to experience a low sense of _______.
   A) self-actualization  B) self-realization  C) self-efficacy  D) self-esteem

57. A math professor’s daughter is very talented in math and has a high standard for achievement in math. Since she will probably achieve great success in mathematics, Bandura would say that she will have a high sense of _______.
   A) self-realization  B) self-efficacy  C) self-actualization  D) self-esteem
58. Barney believes that he does not have control over his own fate. He believes that chance, luck, and the behavior of others control his life. According to Rotter, Barney has a(n) ________ locus of control.
   A) primary  B) external  C) internal  D) secondary

59. Which of the following people is most closely associated with the concept of locus of control?
   A) Seligman  B) Bandura  C) Ellis  D) Rotter

60. According to Rotter, expectancy about whether reinforcement is under internal or external control is ________.
   A) a performance standard  B) a self-efficacy expectation  C) locus of control  D) a response set

61. A famous psychologist argues that people internally organize their expectancies and values to guide their own behavior, developing unique standards based on each person’s life history. This psychologist is most likely a ________ psychologist.
   A) trait  B) psychodynamic  C) cognitive-social learning  D) behavioral

62. Which of the following has key concepts that can be defined and scientifically studied?
   A) psychodynamic theory  B) cognitive-social theory  C) humanistic theory  D) psychodynamic, humanistic, and cognitive-social theory

63. Cognitive-social theories have been particularly useful in treating ________.
   A) personality disorders  B) schizophrenia  C) organic disorders  D) depression

64. Many studies, conducted over more than 20 years, have found ________ between self-efficacy and performance in workplaces, schools, and clinical settings.
   A) a positive correlation  B) a negative correlation  C) widely varying correlations  D) no correlation

65. The BEST kind of personality test is one that is ________.
   A) valid, but not necessarily reliable  B) both valid and reliable  C) neither reliable nor valid  D) reliable, but not necessarily valid

66. Testing personality is much like testing intelligence, in that in both cases we are trying to measure something that is ________.
   A) intangible and invisible  B) intangible but visible  C) tangible but invisible  D) tangible and visible

67. To assess personality, behaviorists prefer ________.
   A) objective tests  B) projective tests  C) observation  D) interviews

68. Interviews in which the interviewer asks questions about any material that comes up, and asks follow-up questions whenever appropriate are known as ________ interviews.
   A) global  B) structured  C) wide-focus  D) unstructured
69. Interviews in which the order and content of the questions are fixed and the interviewer adheres to a set format are known as ______ interviews.
   A) structured       B) wide-focus       C) global       D) unstructured

70. The use of objective personality tests has been favored primarily by ______ theorists.
   A) social learning   B) trait       C) neo-Freudian       D) psychodynamic

71. The MMPI-2 and the NEO-PI-R are examples of ______.
   A) subjective tests   B) clinical interviews   C) objective tests       D) projective tests

72. The use of projective personality tests is favored by ______ theorists.
   A) humanistic   B) trait       C) cognitive       D) psychodynamic

73. Ron often sees the shapes of animals in the clouds, and he tells his children stories about what the animals are doing. In psychological terms, what Ron is doing is most similar to ______.
   A) taking an objective test   B) taking a projective test   C) having delusions       D) hallucinating

74. When Anna looks at some modern artwork at the museum, she often thinks she sees human figures or faces, and likes to make up stories about them. When she tells the stories to her friend, the friend says that the stories are like Anna’s REAL personality. In psychological terms, what Anna has done is most similar to ______.
   A) an objective test   B) behavior sampling   C) classical conditioning       D) a projective test

75. Which personality test relies on the interpretation of inkblots to understand personality?
   A) MMPI-2   B) Rorschach   C) TAT       D) 16PF

76. ______ coping tends to be problem-oriented and to focus on the immediate issue. p. 368
   A) Direct   B) Passive   C) Indirect       D) Defensive

77. There are two general types of coping with stress: ______ coping.
   A) direct and defensive   B) active and passive   C) direct and active       D) passive and defensive

78. Each of the following is a type of direct coping EXCEPT ______.
   A) denial   B) withdrawal   C) compromise       D) confrontation

79. When individuals realize their adversary is more powerful than they are, a positive and realistic adjustment is ______.
   A) denial   B) withdrawal   C) regression       D) aggression

80. Acknowledging a stressful situation directly and attempting to find a solution to the problem or attain a difficult goal is called ______.
   A) aggression   B) sublimation   C) compromise       D) confrontation
81. Self-deceptive techniques identified by Freud for reducing stress are called ______.
   A) direct coping mechanisms  B) defense mechanisms
   C) response characteristics  D) avoidance behaviors

82. The self-deceptive elements of defensive coping led Freud to believe that these elements were ______.
   A) unconscious  B) manipulative  C) maladaptive  D) totally conscious

83. When we attribute feelings we do not want to have to someone else we may be ______.
   A) sublimating  B) identifying  C) projecting  D) displacing

84. The reverse of projection is ______.
   A) intellectualization  B) identification
   C) reaction formation  D) sublimation

85. Displacement is the ______.
   A) redirection of repressed emotions to substitutes
   B) behavioral form of denial
   C) sense of rejection felt by many victims of discrimination
   D) opposite of regression
Answer Key
Testname: CH 10 BIG REVIEW

1. C 59. D
2. D 60. C
3. B 61. C
4. D 62. B
5. A 63. D
6. A 64. A
7. A 65. B
8. D 66. A
9. C 67. C
10. B 68. D
11. B 69. A
12. D 70. B
13. B 71. C
14. B 72. D
15. A 73. B
16. B 74. D
17. D 75. B
18. B 76. A
19. C 77. A
20. C 78. A
22. D 80. D
23. A 81. B
24. B 82. A
25. D 83. C
26. B 84. B
27. C 85. A
28. C
29. B
30. A
31. A
32. B
33. A
34. A
35. A
36. C
37. C
38. B
39. B
40. A
41. C
42. B
43. B
44. C
45. A
46. B
47. A
48. C
49. A
50. B
51. D
52. B
53. D
54. B
55. D
56. C
57. B
58. B
Chapter 10 Big Review
There are bits of chapter 11 in here, too.

Name___________________________________

1. _______ 57. _______
2. _______ 58. _______
3. _______ 59. _______
4. _______ 60. _______
5. _______ 61. _______
6. _______ 62. _______
7. _______ 63. _______
8. _______ 64. _______
9. _______ 65. _______
10. _______ 66. _______
11. _______ 67. _______
12. _______ 68. _______
13. _______ 69. _______
14. _______ 70. _______
15. _______ 71. _______
16. _______ 72. _______
17. _______ 73. _______
18. _______ 74. _______
19. _______ 75. _______
20. _______ 76. _______
21. _______ 77. _______
22. _______ 78. _______
23. _______ 79. _______
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25. _______ 81. _______
26. _______ 82. _______
27. _______ 83. _______
28. _______ 84. _______
29. _______ 85. _______