The Princeton Review

1.) An example of a secondary drive is
   a. The satisfying of a basic need critical to one’s survival
   b. An attempt to get food to maintain homeostatic equilibrium related to hunger
   c. An attempt to act only on instinct
   d. An effort to obtain something that has been shown to have reinforcing properties
   e. An effort to continue an optimal state of arousal

2.) An example of the Yerkes-Dodson law is
   a. The need to remain calm and relaxed while taking an SAT
   b. Performing at the highest level of arousal in order to obtain a primary reinforcer
   c. A task designed to restore the body to homeostasis
   d. The need to remain calm and peaceful while addressing envelopes for a charity event
   e. Working at maximum arousal on a challenging project

3.) A substance that can act directly on brain receptors to stimulate thirst is
   a. Angiotensin
   b. Endorphin
   c. Thyroxin
   d. Lipoprotein
   e. Acetylcholine

4.) Rhoni is a driven woman who feels the need to constantly excel in her career in order to help maintain the lifestyle her family has become accustomed to and in order to be seen as a successful in her parents’ eyes. The factors that motivate Rhoni’s career behavior can be described as
   a. Primarily intrinsic
   b. Primarily extrinsic
   c. Primarily hierarchical
   d. Primarily self-determined
   e. Primarily instinctual

5.) Which of the following is less likely to be characteristic of a Type-A personality than of a Type-B personality?
   a. A constant sense of time urgency
   b. A tendency toward easier arousability
   c. A greater likelihood to anger slowly
   d. A higher rate of stress-related physical complaints
   e. A need to see situations as competitive

Kaplan

6.) Assume you hate your job yet you continue to work there. When someone asks why you stay at your job, you say it is because of the money. What might explain this?
   a. Intrinsic motivation
   b. Positive punishment
   c. Groupthink
   d. Extrinsic motivation
   e. Negative punishment
7.) An animal experiences an injury to its head. It then starts to eat uncontrollably. What part of the brain is probably injured?
   a. Lateral hypothalamus
   b. Lateral geniculate nucleus
   c. Thalamus
   d. Ventromedial hypothalamus
   e. Temporal lobe

8.) Which part of the brain is responsible for biologically driven motivational processes?
   a. Thalamus
   b. Hippocampus
   c. Limbic system
   d. Temporal lobe
   e. Hypothalamus

9.) Which part of the brain is responsible for an animal who will not eat at all?
   a. Lateral hypothalamus
   b. Lateral geniculate nucleus
   c. Thalamus
   d. Ventromedial hypothalamus
   e. Temporal lobe

10.) “I love my job for the sake of doing the work itself.” The person making this statement is motivated by
   a. Intrinsic motivation
   b. Positive punishment
   c. Groupthink
   d. Extrinsic motivation
   e. Negative punishment

11.) An example of intrinsic motivation is
   a. I exercise because I get a dollar for each pound I lose
   b. I exercise because it makes me feel good
   c. I exercise people say I look good
   d. I exercise because my clothes look better on me
   e. I exercise because others do it and I want to fit in

12.) Assume you want to study more. What could you do to improve your motivation?
   a. Set small goals
   b. Set large goals
   c. Work until you believe you have completed what you need to
   d. Tell yourself how important it is to study
   e. Forget about goals; motivation is simply mind over matter

13.) “Motivation can be described as positive reinforcement.” This statement might have been said by
   a. Carl Rogers
   b. B.F. Skinner
   c. Sigmund Freud
   d. Wilhelm Wundt
   e. William James
14.) If we are interested in controlling motivation from the perspective of a behavioral psychologist, we would provide
   a. Positive punishment
   b. Shaping procedures
   c. Positive reinforcement
   d. Extinction procedures
   e. Negative reinforcement only

15.) If we believe that motivation is controlled entirely by the brain, we subscribe to the _________ perspective.
   a. Behavioral
   b. Social
   c. Developmental
   d. Physiological
   e. Sensory

16.) Which of the following behaviors is not motivated by the hypothalamus?
   a. Feeding
   b. Sexual reproduction
   c. Fighting
   d. Running
   e. Fleeing

17.) Which of the theories of emotion suggests that we experience the physiological sensation and then label it?
   a. James-Lange
   b. Canon-Baird
   c. Singer-Schacter
   d. Freud-Jung
   e. Cognitive appraisal

18.) Which theory of emotion suggests that we experience the emotion first and then have the physiological response?
   a. James-Lange
   b. Canon-Baird
   c. Singer-Schacter
   d. Freud-Jung
   e. Cognitive appraisal

19.) To motivate ourselves, we sometimes set a goal. Suppose we think, “For every 50 minutes that I study, I’ll talk to my friends for 10 minutes.” What theory does this describe?
   a. Gestalt principles
   b. Cocktail party effect
   c. Premack principle
   d. Freudian psychology
   e. Jungian psychology
20.) “I read because I enjoy learning about new things.” This is an example of _________ motivation.
   a. Intrinsic motivation
   b. Positive punishment
   c. Groupthink
   d. Extrinsic motivation
   e. Negative punishment

21.) Which theory of emotion suggests that we experience feelings and then label them?
   a. James-Lange
   b. Canon-Baird
   c. Singer-Schacter
   d. Freud-Jung
   e. Cognitive appraisal

22.) Which theory of emotion suggests that we don’t need to have a physiological response to experience an emotion?
   a. James-Lange
   b. Canon-Baird
   c. Singer-Schacter
   d. Freud-Jung
   e. Cognitive appraisal

23.) Suppose you would be given pizza if you read a certain number of books. Such a motivation would be described by a behavioral psychologist as
   a. Negative reinforcement
   b. Shaping
   c. Positive reinforcement
   d. Negative punishment
   e. Positive punishment

24.) How could you increase your motivation to study for the AP Psychology exam?
   a. Give yourself a reward for each chapter you read
   b. Give yourself a reward for studying when you take the test
   c. Give yourself a reward for studying before you start studying for the test
   d. Take away chores when you are done studying
   e. Take away chores when you study for one month

25.) Imprinting is
   a. The adaptive response of an infant when its mother leaves a room
   b. A maladaptive response of anxiety by an infant when abandoned by its mother
   c. A period shortly after birth when a newborn reacts to salty, sweet, or bitter stimuli
   d. A period shortly after birth when an adult forms a bond with his or her newborn
   e. The tendency of some baby animals to form an attachment to the first moving object they see of hear during a critical period after birth

26.) Which of the following topics would a sociobiologist be most interested in studying?
   a. Whether or not ape communication can be defined as language
   b. Whether pigeons are capable of cognitive learning
   c. Altruistic acts that ensure the survival of the next generation
   d. Aggressive behavior in stickleback fish related to sign stimuli
   e. Stress and its relationship to heart attacks
27.) When asked why he wants to become a doctor, Tom says, “Because I’ve always liked biology and being a doctor will allow me to make a good salary to take care of my family.” His answer is most consistent with which of the following theories of motivation?
   a. Drive reduction
   b. Incentive
   c. Hierarchy of needs
   d. Arousal
   e. Instinct

28.) According to the Yerkes-Dodson model, when facing a very difficult challenge, which level of arousal would probably lead to the best outcome?
   a. A very low level
   b. A moderately low level
   c. A moderate level
   d. A moderately high level
   e. A very high level

29.) The James-Lange theory of emotion states that
   a. Emotional awareness precedes our physiological response to a stressful event
   b. Emotional expression follows awareness of our physiological response to an arousing event
   c. An arousing event simultaneously triggers both a cognitive awareness and a physiological response
   d. The level of fear we first feel when we ride a roller coaster is reduced each time we experience the same event until thrill replaces it
   e. When we are unaware of why we are feeling arousal, we take our cue from the environment

30.) Which of the following factors stimulate us to eat?
   a. Stomach contractions, high levels of glucagons, and stimulation of the VMH
   b. High levels of cholecystokinin, high levels of insulin, and stimulation of the VMH
   c. Lack of cholecystokinin, high levels of glucagons, and stimulation of the VMH
   d. Lack of cholecystokinin, high levels of insulin, and stimulation of the VMH
   e. Low blood sugar, stomach contractions, and stimulation of the VMH

31.) Homeostasis refers to
   a. Arousal of the sympathetic nervous system
   b. A tendency for individuals to behave consistently when highly motivated
   c. A need state resulting from the physiological experience of hunger or thirst
   d. The body’s tendency to maintain a balanced internal state
   e. The second stage of Selye’s General Adaptation Syndrome

32.) During junior high, the typical student is preoccupied with making friends. According to Maslow’s hierarchy of needs, which of the following needs is he/she satisfying?
   a. Fundamental needs
   b. Safety needs
   c. Love and belonging needs
   d. Esteem needs
   e. Self-actualization

33.) Adit really likes the appearance of the Chevy Blazer his friend is selling, but knows he should be more conservative with his money. What type of conflict situation is he facing?
   a. Approach-approach
b. Approach-avoidance
c. Avoidance-avoidance
d. Multiple approach-avoidance
e. No conflict because he either buys it or he doesn’t

34.) The number one tennis player on last year’s squad does not find her name on the list of students who made this year’s team. Which stage of Selye’s general adaptation syndrome is she most likely experiencing?
   a. Alarm
   b. Resistance
   c. Denial
   d. competence
   e. Exhaustion

35.) Which of the following characteristics of the Type A personality is most positively correlated with having a heart attack?
   a. Competitive
   b. Eating quickly
   c. Impatient
   d. Ambitious
   e. Hostile

36.) Terrence’s parents were excited by his recent interest in reading science fiction novels. They bought him toy science fiction characters and praised him for reading the books. When they stopped giving him praise and toys, they were dismayed that he quit reading. Terrence’s behavior best illustrates
   a. The overjustification effect
   b. Overlearning
   c. Internal locus of control
   d. The self-fulfilling prophecy
   e. Drive reduction theory

37.) Which of the following most accurately reflects our current understanding of basic facial expressions?
   a. Facial expressions are universally recognized and displayed by all cultures.
   b. Anger is easily interpreted as facial expression by most cultures and displayed by all in similar situations.
   c. Facial expressions are universally recognized, but highly variable in how they are displayed.
   d. Cultures vary in their interpretation and display of the six most common facial expressions.
   e. Facial expressions are learned through modeling of basic facial expressions by parents.

38.) Follicle stimulating hormone (FSH) and luteinizing hormones (LH) are most closely associated with which of the following motivated behaviors?
   a. Hunger
   b. Thirst
   c. Sex
   d. Anxiety
   e. Happiness

39.) Selection of moderately challenging tasks characterized the behavior if people who have
   a. Fear of failing
   b. High need for achievement
   c. Fear of success
d. Low need for achievement
e. Inferiority complex

**Fast Track to a 5**

40.) Internal and external factors that direct an organism’s behavior towards a desired outcome is referred to as
   a. Emotion
   b. Homeostasis
   c. Motivation
   d. Arousal
   e. Behavior

41.) Jimmy got up in the middle of the night for a drink of water. Which theory of motivation best explains why Jimmy got out of bed?
   a. Instinct theory
   b. Optimum arousal theory
   c. James-Lange theory
   d. Drive-reduction theory
   e. Self-actualizing theory

42.) Jenny wants to leave a party because it is boring. Which theory of motivation would explain Jenny’s reason for leaving the party?
   a. Instinct theory
   b. Optimum arousal theory
   c. Drive-reduction theory
   d. Cannon-Bard theory
   e. James-Lange theory

43.) Joe was motivated to work flex-time at his job because if he worked an extra hour Monday through Thursday he could leave at noon on Friday. Which motivational theory would best explain the rationale for Joe’s wanting to work at a flex-time schedule?
   a. Drive-reduction theory
   b. James-Lange theory
   c. Instinct theory
   d. Incentive theory
   e. Yerkes-Dodson law

44.) CCK is a signal for safety of _____ hunger, and leptin is a signal for safety of __________ hunger.
   a. Long-term; short-term
   b. Short-term; long-term
   c. Long-term; long-term
   d. Short-term; short-term
   e. None of the above

45.) _____ monitors the internal states of the body.
   a. Drive
   b. Parallel processing
   c. Homeostasis
   d. Hemoglobin
   e. Activity-synthesis
46.) _______ hypothalamus initiates hunger, and _________ hypothalamus stops hunger.
   a. Lateral; lateral
   b. Ventromedial; lateral
   c. Ventromedial; ventromedial
   d. Lateral; ventromedial
   e. Amygdale; ventromedial

47.) Suzy has started to consume less and less food. She also spends three to four hours at the gym
     working out each day. The mention of food upsets her, and she won’t listen to anybody who suggests
     that she is not eating enough. Suzy may be suffering from
   a. Anorexia nervosa
   b. Bulimia nervosa
   c. The misinformation effect
   d. Serial processing
   e. The egocentrism effect

48.) According to Abraham Maslow, _______ is/are at the top of the hierarchy of needs.
   a. Love and belongingness needs
   b. Safety needs
   c. Physiological needs
   d. Esteem needs
   e. Self-actualization

49.) The ______, a part of the limbic system, is important
    a. Hippocampus
    b. Amygdale
    c. Hypothalamus
    d. Pons
    e. Cerebellum

50.) When Julie heard a noise outside her window, her heart started to beat faster, and as a result she
     became scared. Which theory of emotion could best explain Julie’s response of fear?
    a. Cannon-Bard theory of emotion
    b. James-Lange theory of emotion
    c. Two-factor theory of emotion
    d. Cognitive-mediational theory of emotion
    e. Facial-feedback hypothesis

51.) Which theory suggests that emotions is a result of applying a cognitive label to explain a
     physiological reaction?
    a. Cannon-Bard theory
    b. James-Lange theory
    c. Two-factor theory of emotion
    d. Cognitive-mediational theory of emotion
    e. Facial-feedback hypotheses

52.) _______ psychology is a field of psychology that studies the effects of stress on the human body
     and shows how to handle stress by promoting a positive lifestyle.
    a. Cognitive
    b. Behavioral
    c. Industrial-organizational
53.) In the flight-or-flight response, the adrenal medulla releases __________, a hormone that alerts the body by elevating heart rate and respiration while tightening muscles.
   a. Catecholamines
   b. Corticosteroids
   c. Melatonin
   d. Insulin
   e. Leptin

54.) Tracy doesn’t like to talk in front of large groups, so she convinces a co-worker to make her scheduled presentation. Which type of coping strategy did Tracy use?
   a. Emotion-focused coping
   b. Problem-focused coping
   c. Avoidance coping
   d. Perceptual inconsistency coping
   e. Self-help coping

Myer’s Psychology for AP

55.) _______ is the idea that psychological needs create an aroused state that motivates an organism to reduce the need.
   a. Instinct theory
   b. Drive-reduction theory
   c. Self-assertion instinct
   d. Arousal theory
   e. Hierarchy of needs

56.) Attempts to control social behavior by using the punishing of isolation is an example of
   a. Attachment disorder
   b. Ostracism
   c. Exploitation
   d. Wanting to belong
   e. Conforming

57.) _______ explains why, when our biological needs are satisfied, we may still feel driven to experience stimulation
   a. Incentive
   b. Homeostasis
   c. Instinct
   d. Arousal theory
   e. Physiology

58.) Why does weight loss come slowly following a rapid loss during the initial three weeks of a rigorous diet?
   a. The number of fat cells makes further weight loss impossible
   b. When a person’s hunger increases, metabolism increases
   c. When an obese person’s set point has been reached, weight loss increases dramatically
   d. The body reacts as if it’s being starved and metabolic rate drops
   e. An obese person cannot maintain a rigorous weight loss diet.
59.) Research conducted by Ancel Keys on semistarvation found that men who were given just enough food to stabilize their weight at 25% below their starting weight
   a. Became obsessed with physical exercise
   b. Were more interpersonally outgoing
   c. Showed increases in mental cognition
   d. Were in a state of homeostasis
   e. Lost interest in social activities

60.) In Eric Stice’s study of adolescent girls, vulnerable girls were more likely to exhibit which of the following tendencies?
   a. Increased body dissatisfaction
   b. Less self-consciousness
   c. Increased acceptance at their own body image
   d. Reduction in eating disorders
   e. Decrease in academic performance

61.) Which of the following is the best biological explanation for why the human body stores fat?
   a. Fat signals affluence and social status
   b. Fat is a fuel reserve during periods when food is scarce
   c. Fat is a display of abundant food sources
   d. Fat keeps the body warm in winter climates
   e. Fat combats the global epidemic of diabetes

62.) What do we call a need or desire that energizes and directs behavior?
   a. Incentive
   b. Refractory period
   c. Emotion
   d. Motivation
   e. Instinct

63.) In a weight discrimination study, Regina Pingitore and her colleagues demonstrated that
   a. Overweight men are rated less worthy than overweight women
   b. There is a correlation between a person’s weight and intelligence
   c. An overweight person was rated less worthy of hiring for a job
   d. Overweight people make as much money as non-overweight people
   e. Overweight people, on average, are as satisfied as their non-overweight peers

64.) Abraham Maslow’s hierarchy of needs is a framework that
   a. Aims to eliminate arousal
   b. Explains our homeostasis system
   c. Helps to describe human motivation
   d. Helps people reach self-transcendence
   e. Is universally fixed

65.) Which of the following will likely increase an adolescent’s odds of pregnancy of contracting a sexually transmitted disease?
   a. High intelligence
   b. Father presence
   c. Religious engagement
   d. Sexual orientation
   e. Ignorance
66.) Current research suggests that sexual orientation is most likely a result of
   a. Biology
   b. Intelligence
   c. Social problems
   d. Mental health
   e. Culture

67.) What is the tendency to maintain a balanced or constant internal state?
   a. Hierarchy of needs
   b. Basal metabolic rate
   c. Homeostasis
   d. Instinct
   e. Motivation

68.) A person who eats excessively and never seems to feel full may have which of the following conditions?
   a. Tumor in the hypothalamus
   b. Too much insulin
   c. Stomach ulcer
   d. Stomach bypass surgery
   e. Too much obestatin

69.) Which of the following is one of the stages of the sexual response cycle described by Masters and Johnson?
   a. Plateau
   b. Refractory
   c. Attraction
   d. Compensation
   e. Bingeing

70.) Emotions are a mix of consciously experienced thoughts, expressive behaviors, and physiological arousal. Which theory emphasized the importance of the consciously experienced thoughts?
   a. Facial feedback theory
   b. James-Lange theory
   c. Arousal and performance theory
   d. Fight-or-flight theory
   e. Schachter-Singer two-factor theory

71.) Interviews conducted with people who have spinal cord injuries suggest to researchers that emotions are?
   a. Entirely cognitive-requiring no physical response to be intense
   b. Largely dependent upon our bodily responses and behaviors
   c. Mostly a social response to surrounding factors
   d. Mostly a cultural reaction to context
   e. Mostly psychological

72.) The stress hormones epinephrine and norepinephrine are released from the
   a. Parasympathetic nervous system
   b. Hippocampus
   c. Tend-and-befriend response
d. Adrenal glands
e. Hypothalamus

73.) Research shows that once we have enough money for comfort and security, piling up more money does not make us happier. This is an example of
a. Relative deprivation
b. Well-being
c. The feel-good, do-good phenomenon
d. Diminishing returns
e. Catharsis

74.) When hearing emotions conveyed in another language, people most readily detect
a. Sadness
b. Happiness
c. Anger
d. Dear
e. Surprise

75.) Brain scans and EEG recordings show positive emotions most often activate which brain section?
 a. Right temporal lobe
 b. Cerebellum
c. Left frontal lobe
d. Left temporal lobe
e. Right parietal lobe

76.) Which of the following is the best way to handle your anger?
 a. Ruminant inwardly about the causes of your anger
 b. List all of the reasons why you are angry
c. Vent your anger at the person who provoked you
d. Take your frustrations out on a punching bag
e. Exercise, play an instrument, or talk with a friend

77.) Which of the following statements about stress in life?
 a. Surgical wounds heal more slowly in stressed humans
 b. Stress has no effect on those exposed to cold viruses
c. There is no correlation between stress and longevity
d. Stress makes us more resistant to infection and heart disease
e. Anxiety, irritation, and guilt all prompt very different stress responses

78.) What describes our tendency to judge various stimuli relative to those we previously experienced?
 a. Relative deprivation
 b. Tend-and-befriend response
c. Adaptation-level phenomenon
d. Flight-or-flight response
e. General adaptation syndrome

79.) An irritated person interacts with someone who is happy, causing him or her to become happy as well. This exemplifies
 a. The spillover effect
 b. The James-Lange theory
c. The two-factor theory
d. The Cannon-Bard theory
e. Arousal and Performance

80.) Which of the following statements about nonverbal expression is true?
   a. People blind from birth cannot exhibit common facial expressions
   b. The meaning of gestures
   c. Facial signs of emotion are generally understood across world cultures
   d. People from different cultures have difficulty understanding nonverbal expressions
   e. Nonverbal expression is non-reliably interpreted within a culture

81.) Which of the following is a research suggestion for improving your mood and increasing your satisfaction with life?
   a. Keep a gratitude journal and “count your blessings.”
   b. Let others make most of your decisions for you
   c. Give priority to multiple, less-intimate relationships
   d. Avoid activities involving faith communities
   e. Stay away from flow experiences

82.) Through their research, Robert Zajonc and Joseph Ledoux have demonstrated that some emotional response, especially simple likes, dislikes, and fears, involve
   a. Intentional cognitive appraisal
   b. No deliberate thinking
   c. Harmful physiological reactions
   d. Complex feelings
   e. Processing in the cortex

83.) Smiling warmly on the outside so you feel better on the inside is an example of
   a. Relative deprivation
   b. Mimicry
   c. Empathy
   d. Facial feedback
   e. Catharsis

84.) After an alarming event, your temperature, blood pressure, and respiration are high, and you have an outpouring of hormones. Hans Selye would most likely guess that you are in which general adaptation syndrome phrase?
   a. Exhaustion
   b. Resistance
   c. Immobilization
   d. Collapse
   e. Shock
Key

1.) D 43.) D
2.) A 44.) C
3.) A 45.) C
4.) B 46.) D
5.) C 47.) A
6.) D 48.) E
7.) D 49.) B
8.) E 50.) B
9.) A 51.) C
10.) A 52.) D
11.) B 53.) A
12.) A 54.) B
13.) B 55.) B
14.) C 56.) B
15.) D 57.) D
16.) D 58.) D
17.) A 59.) E
18.) B 60.) A
19.) C 61.) B
20.) A 62.) D
21.) C 63.) C
22.) E 64.) C
23.) C 65.) E
24.) A 66.) A
25.) E 67.) C
26.) C 68.) A
27.) B 69.) A
28.) B 70.) E
29.) B 71.) B
30.) D 72.) D
31.) D 73.) D
32.) C 74.) C
33.) B 75.) C
34.) A 76.) E
35.) E 77.) A
36.) A 78.) C
37.) C 79.) A
38.) C 80.) C
39.) B 81.) A
40.) C 82.) B
41.) D 83.) D
42.) B 84.) B