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CHAPTER 1: WHAT IS PERSONALITY?

Chapter Outline

I. Proposed Determinants of Personality
   A. Genetics
   B. Traits
   C. Sociocultural determinants
   D. Learning
   E. Existential-humanistic considerations
   F. Unconscious mechanisms
   G. Cognitive processes
   H. Personality as a composite of the above factors

II. Questions Confronting the Personality Theorist
   A. What is the relative importance of the past, present, and future?
   B. What motivates human behavior?
   C. How important is the concept of self?
   D. How important are unconscious mechanisms?
   E. Is human behavior freely chosen or is it determined?
   F. What can be learned by asking people about themselves?
   G. Uniqueness versus commonality
   H. Are people controlled externally or internally?
   I. How are the mind and the body related?
   J. What is the nature of human nature?
   K. How consistent is human behavior?

III. How Do We Find the Answers?
   A. Science as an epistemological pursuit
   B. Science as a combination of rationalism and empiricism
   C. The roles of scientific theory: Synthesizing and heuristic functions
   D. The principle of verification

IV. Science and Personality Theory
   A. Kuhn’s view of science and scientific paradigms
   B. Popper’s view of science and the principle of falsifiability

1.1 Multiple Choice Questions

1) The term personality is derived from the Latin word persona, which means
   A) mask.
   B) mind.
   C) brain.
   D) the person.

   Answer: A
   Diff: 1     Page Ref: 1
   Skill: Factual
2) According to Kluckhohn and Murray, every human being is
A) like every other human being.
B) like some other human beings.
C) like no other human beings.
D) all of the above
Answer: D
Diff: 1 Page Ref: 1, 2
Skill: Applied

3) According to the authors of your text, probably the most common lay explanation of personality is based on
A) learning.
B) cultural norms.
C) genetics.
D) existential-humanistic considerations.
Answer: C
Diff: 2 Page Ref: 2
Skill: Conceptual

4) The statement “He has an Irish temper” implies which of the following explanations of personality?
A) cultural expectations
B) learning
C) inherited characteristics
D) unconscious mechanisms
Answer: C
Diff: 1 Page Ref: 2
Skill: Conceptual

5) Findings by Bouchard and others suggest that the role of genetics in personality development is
A) substantial.
B) minimal.
C) nonexistent.
D) substantial in other animals but minimal in humans.
Answer: A
Diff: 2 Page Ref: 2, 3
Skill: Applied

6) The question “How much of an attribute is accounted for by heredity and how much of it is accounted for by experience?” defines the
A) mind-body problem.
B) nativism-empiricism controversy.
C) existential-humanistic controversy.
D) uniqueness-lawfulness controversy.
Answer: B
Diff: 2 Page Ref: 3
Skill: Conceptual
7) A person who believes that a person’s IQ level is determined mainly by experience can be considered a(n)
A) empiricist.
B) existentialist.
C) humanist.
D) nativist.
*Answer: A*

Diff: 2       Page Ref: 3, 4
*Skill: Conceptual*

8) The researcher who is interested in knowing what organizations you belong to and the economic level of your family is stressing _____ determinants of personality.
A) genetic
B) sociocultural
C) existential-humanistic
D) unconscious
*Answer: B*

Diff: 2       Page Ref: 4
*Skill: Conceptual*

9) Those emphasizing the learning process in their explanation of personality are
A) nativists.
B) existentialists.
C) humanists.
D) empiricists.
*Answer: D*

Diff: 1       Page Ref: 4
*Skill: Conceptual*

10) Those theorists who say, “We are what we have been rewarded for being,” emphasize _____ in their explanation of personality.
A) learning
B) genetics
C) early experience
D) unconscious mechanisms
*Answer: A*

Diff: 2       Page Ref: 4
*Skill: Conceptual*

11) According to the theorist emphasizing the learning process in the explanation of personality, the difference between a successful person and an unsuccessful person is found in
A) cultural norms.
B) early experience.
C) the genes.
D) patterns of reward and punishment.
*Answer: D*

Diff: 1       Page Ref: 4, 5
*Skill: Conceptual*
12) According to the theorist emphasizing the learning process in the explanation of personality, control _________ and you can control personality development.

A) inheritance  
B) cultural expectations  
C) patterns of reward and punishment  
D) early experience  
*Answer: C*  
*Diff: 2*  
*Page Ref: 5*  
*Skill: Conceptual*

13) Theorists who emphasize the importance of either sociocultural determinants or learning in their explanations of personality are said to accept

A) nativism.  
B) unconscious thought processes.  
C) free will.  
D) environmentalism.  
*Answer: D*  
*Diff: 2*  
*Page Ref: 5*  
*Skill: Conceptual*

14) Which of these questions is the existential-humanistic theorist likely to ask?

A) Why are you the way you are?  
B) What have you been rewarded for being?  
C) What does it mean to be you?  
D) Why doesn’t anyone like you?  
*Answer: C*  
*Diff: 3*  
*Page Ref: 5*  
*Skill: Conceptual*

15) Who is most likely to ask the question, “What is the significance of your awareness that you ultimately must die?”

A) a learning theorist  
B) a psychoanalytic theorist  
C) an existential theorist  
D) a geneticist  
*Answer: C*  
*Diff: 2*  
*Page Ref: 5*  
*Skill: Conceptual*

16) The ______ theorist assumes that a person knows a great deal about the determinants of his or her own personality.

A) learning  
B) trait  
C) existential-humanistic  
D) psychoanalytic  
*Answer: C*  
*Diff: 3*  
*Page Ref: 5*  
*Skill: Conceptual*
17) The so-called _____ theorist is most interested in studying lapses of memory.
A) learning
B) trait
C) existential-humanistic
D) depth
Answer: D
Diff: 3 Page Ref: 5
Skill: Conceptual

18) The theorist emphasizing the unconscious assumes the person knows _____ determinants of his or her own personality.
A) the unconscious
B) only the conscious
C) the existential-humanistic
D) few if any
Answer: D
Diff: 3 Page Ref: 6
Skill: Conceptual

19) According to Freud’s or Jung’s theories, the ultimate causes of behavior are
A) unconscious.
B) learned.
C) traits.
D) cultural norms.
Answer: A
Diff: 1 Page Ref: 6
Skill: Applied

20) Which theory posits that your present experience and future goals are important determinants of personality?
A) Learning Theory
B) Existential-Humanistic Theory
C) Trait Theory
D) Cognitive Theory
Answer: D
Diff: 1 Page Ref: 6
Skill: Conceptual

21) Behavior that is pulled by the future rather than pushed by the past is called ________ behavior.
A) teleological
B) hedonistic
C) humanistic
D) existential
Answer: A
Diff: 1 Page Ref: 7
Skill: Conceptual
22) Hedonism refers to
   A) the search for meaning.
   B) the tendency to seek pleasure and avoid pain.
   C) goal-directed behavior.
   D) attraction to men named Don.
   
   **Answer: B**

   **Diff: 1**  
   **Page Ref: 7**

   **Skill: Factual**

23) The _____ believes that all of the influences acting on a person at a given time can actually be known.
   A) determinist
   B) existentialist
   C) free-willist
   D) none of the above

   **Answer: D**

   **Diff: 3**  
   **Page Ref: 8**

   **Skill: Conceptual**

24) The intense study of the individual case is called _____ research.
   A) idiographic
   B) nomothetic
   C) introspective
   D) humanistic

   **Answer: A**

   **Diff: 1**  
   **Page Ref: 9**

   **Skill: Factual**

25) The study of the average performance of groups of individuals is called _____ research.
   A) idiographic
   B) nomothetic
   C) introspective
   D) humanistic

   **Answer: B**

   **Diff: 1**  
   **Page Ref: 9**

   **Skill: Factual**

26) Variables controlling a person’s behavior internally are called
   A) person variables.
   B) situation variables.
   C) introspective variables.
   D) unconscious variables.

   **Answer: A**

   **Diff: 1**  
   **Page Ref: 9**

   **Skill: Factual**
27) Variables controlling a person’s behavior externally are called
   A) person variables.
   B) situation variables.
   C) introspective variables.
   D) unconscious variables.
   Answer: B
   Diff: 1  Page Ref: 9
   Skill: Factual

28) The mind-body problem consists of determining how
   A) our behavior can be both freely chosen and determined at the same time.
   B) mental events and bodily events are related to each other.
   C) bodily experiences are similar to mental experiences.
   D) the mind can inhibit undesirable behavior.
   Answer: B
   Diff: 3  Page Ref: 9
   Skill: Conceptual

29) Which of the following positions on the mind-body problem states that there is really no problem
    because the mind does not exist?
   A) physical monism
   B) epiphenomenalism
   C) parallelism
   D) interactionism
   Answer: A
   Diff: 1  Page Ref: 9
   Skill: Factual

30) Which of the following positions on the mind-body problem claims that mental events are merely
    irrelevant byproducts of bodily events?
   A) physical monism
   B) epiphenomenalism
   C) parallelism
   D) interactionism
   Answer: B
   Diff: 1  Page Ref: 9
   Skill: Factual

31) Which of the following positions on the mind-body problem claims that external events trigger mental
    and bodily events at the same time?
   A) physical monism
   B) epiphenomenalism
   C) parallelism
   D) interactionism
   Answer: C
   Diff: 1  Page Ref: 9
   Skill: Factual
32) The _____ theory of human nature states that people become what they experience.
A) rationalistic
B) empirical
C) existential
D) animalistic

Answer: B
Diff: 2 Page Ref: 10
Skill: Conceptual

33) The _____ conception of human nature claims that we inherit behavioral predispositions from our evolutionary past, but these predispositions can be modified by rational thought or by cultural influence.
A) empirical
B) evolutionary
C) existential
D) mechanistic

Answer: B
Diff: 1 Page Ref: 10
Skill: Factual

34) The _____ theory of human nature assumes that we are born basically good.
A) rationalistic
B) existential
C) animalistic
D) humanistic

Answer: D
Diff: 1 Page Ref: 10
Skill: Factual

35) Traditionally, most personality theorists have assumed that
A) people are basically selfish and animalistic.
B) people are consistent.
C) people have the tendency to lie and deceive.
D) people are basically good.

Answer: B
Diff: 1 Page Ref: 10
Skill: Factual

36) ________ is the study of knowledge.
A) Introspection
B) Empiricism
C) Epistemology
D) Rationalism

Answer: C
Diff: 1 Page Ref: 11
Skill: Factual
37) ________ is the belief that sensory experience is the basis of all knowledge.
A) Determinism
B) Rationalism
C) Empiricism
D) Hedonism
Answer: C
Diff: 1 Page Ref: 11
Skill: Factual

38) Scientific theory combines _____ and _____.
A) introspection; nativism
B) hedonism; epistemology
C) determinism; free will
D) rationalism; empiricism
Answer: D
Diff: 2 Page Ref: 11
Skill: Factual

39) A theory’s ability to explain several different observations is its ______ function.
A) synthetic
B) heuristic
C) empirical
D) deterministic
Answer: A
Diff: 1 Page Ref: 12
Skill: Factual

40) A theory’s ability to generate new research is referred to as its ______ function.
A) synthetic
B) heuristic
C) empirical
D) deterministic
Answer: B
Diff: 1 Page Ref: 12
Skill: Factual

41) According to Hall and Lindzey, the most important question to ask when evaluating a personality theory is:
A) Does it generate empirical research?
B) Would it be approved by physical scientists?
C) Does it seem reasonable?
D) Does it explain everything that is known about personality?
Answer: A
Diff: 3 Page Ref: 12
Skill: Applied
42) In order to be useful, a scientific theory must
   A) explain all phenomena in a research area.
   B) generate new research.
   C) be incapable of being proven incorrect.
   D) all of the above
   Answer: B
   Diff: 2       Page Ref: 12
   Skill: Conceptual

43) According to “the principle of verification,” a theory is only useful if it
   A) is correct.
   B) is understood by scientists.
   C) has interesting premises and conclusions.
   D) can be tested.
   Answer: D
   Diff: 3       Page Ref: 13
   Skill: Conceptual

44) Thomas Kuhn called a point of view shared by a large number of scientists a
   A) paradigm.
   B) theory.
   C) beam of light.
   D) heuristic approach.
   Answer: A
   Diff: 1       Page Ref: 14
   Skill: Applied

45) According to the authors of your text, the most important thing about paradigms is that
   A) logically, only one can be correct.
   B) they all generate different research methodologies.
   C) both A and B
   D) neither A nor B
   Answer: B
   Diff: 1       Page Ref: 14
   Skill: Conceptual

46) According to Popper, before a theory can be considered scientific it must
   A) make risky predictions.
   B) be falsifiable.
   C) make nothing but correct predictions.
   D) both A and B above
   Answer: D
   Diff: 1       Page Ref: 15
   Skill: Applied
47) Popper’s principle of falsifiability is quite similar to
A) the principle of verification.
B) the Kuhn dictum.
C) the rationality debate.
D) the existential paradigm.

*Answer: A*

*Diff: 3 Page Ref: 15 Skill: Applied*

48) According to Marx and Goodson, progress in science occurs when
A) theories are wrong.
B) good people work together to solve problems.
C) technology makes the impossible possible.
D) all of the above

*Answer: A*

*Diff: 3 Page Ref: 16 Skill: Applied*

49) Which of the following would Popper consider to be nonscientific?
A) astrology
B) Freud’s theory of personality
C) Einstein’s theory of relativity
D) both A and B

*Diff: 3 Page Ref: 16 Skill: Applied*

50) According to Popper’s criteria, many theories of personality
A) are a scientifically sound as Einstein’s theory.
B) are based on pre-paradigmatic science.
C) are not scientific.
D) all of the above

*Answer: C*

*Diff: 1 Page Ref: 16 Skill: Applied*

**1.2 Questions for Essay or Discussion**

1. In your opinion, what are the most important questions about human personality? In other words, what questions about human nature should be contained in a theory of personality?

2. In your opinion, can human personality be studied scientifically? Why or why not?

3. How important is it for a theory of personality to make risky, testable statements? Explain your answer.
CHAPTER 2: SIGMUND FREUD

Chapter Outline

I. Biographical Sketch
   A. Born May 6, 1856, in Freiberg, Austria (now Pribor, Czech Republic)
   B. Entered medical school at University of Vienna at 17 years of age
   C. Entered private practice as a clinical neurologist in 1886
   D. Married in 1886
   E. Died September 23, 1939

II. Early Influences on Freud's Theory
   A. Studied with Charcot (1885): Experiments with hypnotism
   B. Visit with Bernheim (1889): Further experiments with hypnotism
   C. Collaboration with Breuer (late 1870s) and the case of Anna O.
   D. The development of free association

III. Instincts and Their Characteristics
   A. All aspects of human personality are derived from biological instincts.
   B. Characteristics of instinct
      1. Source (biological deficiency)
      2. Aim (correct the deficiency/restore balance)
      3. Object (goal that satisfies)
      4. Impetus (strength and direction of motive)
   C. Life and death instincts
      1. Libido or Eros/the Life Instincts
      2. Thanatos/the Death Instinct

IV. Divisions of the Mind
   A. The id (pure, unconscious instinctual energy)
      1. Governed by the pleasure principle
      2. Acts through reflexes and wish fulfillment (primary processes)
   B. The ego (brings individual into contact with real goal objects)
      1. Identification (matching id images with real objects)
      2. Governed by the reality principle
      3. Reality testing (secondary processes)
   C. The superego (the moral arm of personality)
      1. Conscience (from past punishments)
      2. Ego ideal (from past rewards)

V. Cathexis and Anticathexis
   A. Influenced by Helmholtz’s principle of conservation of energy
      1. Applied the principle to psychic energy
   B. Cathexis
      1. Investment of psychic energy in wish-images as ideas or fantasies
      2. Persists until the wish is satisfied
   C. Anticathexis
      1. Investment of psychic energy to prevent undesirable cathexes
   D. Displacement
      1. Superego and ego divert undesirable cathexes to alternative objects
VI. Anxiety
   A. All anxiety derived from the birth trauma
      1. Functions to warn us if actions or thoughts are dangerous
   B. Reality anxiety—related to real-world dangers
   C. Neurotic anxiety—fear that id will overpower the ego
   D. Moral anxiety—fear of actions or thoughts contrary to superego

VII. Ego-Defense Mechanisms
   A. Irrational attempts to protect against anxiety
      1. All ego defenses are unconscious
      2. All ego defenses falsify or distort reality
   B. Repression
      1. The basic defense mechanism—must occur before any of the others
      2. Prevention of ego-threatening thoughts from entering consciousness
         a) Primal repression: Protects against id impulses
         b) Repression proper: Protects against painful memories
   C. Displacement
      1. Substitution of one goal/activity for another that provokes anxiety
      2. Sublimation: Displacement that is advantageous for society
   D. Identification
      1. Self-protection through affiliation with powerful persons or groups
   E. Denial of reality
      1. Denial of facts despite evidence to the contrary
   F. Projection
      1. Anxiety-provoking truths about the self are attributed to others
   G. Undoing
      1. Using ritualistic acts to atone for past actions that provoke anxiety
   H. Reaction formation
      1. Overt actions that are the opposite of anxiety-provoking thoughts
   I. Rationalization
      1. Logically explaining anxiety-provoking actions or thoughts
   J. Intellectualization (isolation of affect)
      1. Stripping emotional content from anxiety-laden thoughts via analysis
   K. Regression
      1. Returning to an earlier mode of gratification or anxiety relief
   L. Altruistic surrender
      1. Living in accordance with the values of a person perceived as superior
   M. Identification with the aggressor
      1. Internalizing the values and mannerisms of a feared person

VIII. Psychosexual Stages of Development
   A. Each stage has an erogenous zone as its greatest source of pleasure
   B. Too much or too little gratification causes fixation (substantial cathexes)
   C. Oral stage
      1. Pleasure from stimulation of mouth, lips, and tongue
      2. Early fixations result in oral-incorporative character
      3. Later fixations result in oral-sadistic character
   D. Anal stage
      1. Pleasure from stimulation of anus/buttocks
      2. Early fixations result in anal-expulsive character
      3. Later fixations result in anal-retentive character
E. Phallic stage
   1. Pleasure from stimulation of penis
   2. Oedipus complex occurs during this stage
F. Latency stage
   1. Sexual interests are repressed and displaced
G. Genital stage
   1. Characterized by adult, heterosexual interests

IX. Summary of Freud's Views on Feminine Psychology
   A. Viewed women as failed or inferior men
   B. Believed women to be morally inferior due to weak superego development
   C. Admitted failure to understand women

X. Tapping the Unconscious Mind
   A. Free association
   B. Dream analysis
   C. Parapraxes in everyday life: Unconscious revealed in action

XI. Freud's View of Religion
   A. Religion as an illusion to prevent anxiety

XII. Freud's View of Human Nature
   A. A pessimistic, biological view of human nature

XIII. Modifications of the Freudian Legend
   A. Problems with revisions of the seduction theory
   B. Problems with repression of memories
   C. Problems with distortion of the “Freudian History”

XIV. Evaluation

2.1 Multiple Choice

1) Charcot observed that while a patient was hypnotized, he could create and remove paralyses in the patient at will. This demonstrated that
   A) patients were malingerers.
   B) physical symptoms could have a psychological origin.
   C) physical symptoms had a physical origin.
   D) physicians had supernatural powers.
   Answer: B
   Diff: 1       Page Ref: 23
   Skill: Applied

2) Hysteria is a term used to describe
   A) psychosis.
   B) a variety of symptoms such as paralysis and disturbances of sight and speech.
   C) a general release of emotional tension.
   D) all of the above
   Answer: B
   Diff: 1       Page Ref: 23
   Skill: Factual
3) **Hysteria** is the Greek word for
A) uterus.  
B) hysteria.  
C) neurosis.  
D) psychosis.  
*Answer: A*
*Diff: 1  Page Ref: 23  
Skill: Factual*

4) The inability or difficulty in remembering what one did under hypnosis is referred to as
A) posthypnotic suggestion.  
B) posthypnotic amnesia.  
C) the Hippolyte effect.  
D) hysteria  
*Answer: B*
*Diff: 1  Page Ref: 24  
Skill: Factual*

5) From Bernheim’s demonstration of posthypnotic suggestion, Freud learned that
A) behavior could be caused by unconscious ideas.  
B) some patients could be hypnotized while others could not be.  
C) previously unconscious thoughts could be made conscious.  
D) hysteria was a “real” disorder and, therefore, had to be taken seriously by the medical community.  
*Answer: A*
*Diff: 2  Page Ref: 25  
Skill: Applied*

6) Breuer found that Anna O.’s condition improved when she openly expressed her feelings. He referred to this phenomenon as
A) hysteria.  
B) transference.  
C) catharsis.  
D) transference.  
*Answer: C*
*Diff: 2  Page Ref: 25  
Skill: Applied*

7) The phenomenon where an analyst forms an emotional attachment to a patient is called
A) catharsis.  
B) transference.  
C) countertransference.  
D) cathexis.  
*Answer: C*
*Diff: 2  Page Ref: 25  
Skill: Factual*
8) Which of the following did Freud call the fundamental rule of psychoanalysis?
A) hypnosis
B) free association
C) hand pressure
D) chimney sweeping
Answer: B
Diff: 1 Page Ref: 27
Skill: Applied

9) The major tool that Freud used in his self-analysis was
A) the interpretation of his own dreams.
B) looking at pictures of Anna O.
C) self-hypnosis.
D) free association.
Answer: A
Diff: 2 Page Ref: 28
Skill: Applied

10) Freud’s theory is _____ because it assumes that humans continually seek pleasure and avoid pain.
A) deterministic
B) hedonistic
C) humanistic
D) rationalistic
Answer: B
Diff: 1 Page Ref: 28, 29
Skill: Applied

11) A bodily deficiency of some type is the _____ of an instinct.
A) source
B) aim
C) object
D) impetus
Answer: A
Diff: 1 Page Ref: 29
Skill: Factual

12) Those experiences or objects that reduce or remove a bodily deficiency are the _____ of an instinct.
A) source
B) aim
C) object
D) impetus
Answer: C
Diff: 1 Page Ref: 29
Skill: Factual
13) The removal of a bodily deficiency constitutes the _____ of an instinct.
A) source
B) aim
C) object
D) impetus
Answer: B
Diff: 1 Page Ref: 29
Skill: Factual

14) The magnitude of a bodily deficiency represents the _____ of an instinct.
A) source
B) aim
C) object
D) impetus
Answer: D
Diff: 1 Page Ref: 29
Skill: Factual

15) The psychic energy associated with the life instincts is called
A) libido.
B) impetus.
C) eros.
D) thanatos.
Answer: A
Diff: 2 Page Ref: 29
Skill: Conceptual

16) Freud referred to the life instincts collectively as
A) thanatos.
B) eros.
C) impetus.
D) none of the above
Answer: B
Diff: 1 Page Ref: 29
Skill: Applied

17) Freud referred to the death instinct as
A) eros.
B) libido.
C) thanatos.
D) more than one of the above
Answer: C
Diff: 1 Page Ref: 29
Skill: Applied
18) Freud claimed that the aim of all life is
A) sexual enjoyment.
B) self-actualization.
C) to benefit others.
D) death.
Answer: D
Diff: 2       Page Ref: 29
Skill: Applied

19) According to Freud, the most important derivative of the death instinct is
A) sexual enjoyment.
B) eros.
C) aggression.
D) death, of course.
Answer: C
Diff: 2       Page Ref: 29
Skill: Applied

20) The _____ consists of pure, unadulterated, instinctual energy.
A) superego
B) ego
C) id
D) ego-ideal
Answer: C
Diff: 2       Page Ref: 29
Skill: Conceptual

21) The _____ demands immediate gratification of bodily needs.
A) superego
B) ego
C) id
D) ego-ideal
Answer: C
Diff: 1       Page Ref: 29
Skill: Conceptual

22) The _____ is governed by the pleasure principle.
A) superego
B) ego
C) id
D) ego-ideal
Answer: C
Diff: 1       Page Ref: 29
Skill: Conceptual
23) Freud suggested that the images conjured up by the id in order to temporarily reduce the tension associated with a need were
A) innate.
B) products of an individual’s experiences.
C) learned from one’s parents.
D) always sexual in nature.
Answer: A
Diff: 2    Page Ref: 29
Skill: Applied

24) When a bodily need arises, the id conjures up an image of an object that will satisfy the need. This exemplifies
A) reflex action.
B) wish fulfillment.
C) substitution.
D) identification.
Answer: B
Diff: 3    Page Ref: 30
Skill: Conceptual

25) Which of the following exemplifies a primary process?
A) eating when hungry
B) drinking when thirsty
C) thinking of food when hungry
D) Both A and B
Answer: C
Diff: 2    Page Ref: 30
Skill: Conceptual

26) The ego attempts to match the images of the id with objects and events in the real world. This process is called
A) the primary process.
B) sublimation.
C) identification.
D) primary gratification.
Answer: C
Diff: 1    Page Ref: 30
Skill: Factual

27) The ego operates in accordance with the
A) reality principle.
B) pleasure principle.
C) ego-ideal.
D) primary process.
Answer: A
Diff: 1    Page Ref: 30
Skill: Conceptual
28) Which of the following is associated with the secondary processes?
A) superego
B) ego
C) id
D) ego-ideal
Answer: B
Diff: 2 Page Ref: 30
Skill: Conceptual

29) Which of the following exemplifies a secondary process?
A) eating when hungry
B) drinking when thirsty
C) thinking of food when hungry
D) both A and B
Answer: D
Diff: 3 Page Ref: 30, 31
Skill: Conceptual

30) The _____ reflects the internalized experiences for which the child had been consistently punished.
A) conscience
B) ego
C) ego-ideal
D) id
Answer: A
Diff: 2 Page Ref: 31
Skill: Conceptual

31) The _____ is the internalized experiences for which the child has been consistently rewarded.
A) conscience
B) ego
C) ego-ideal
D) id
Answer: C
Diff: 2 Page Ref: 31
Skill: Conceptual

32) The _____ constantly strives for perfection.
A) id
B) ego
C) superego
D) libido
Answer: C
Diff: 2 Page Ref: 32
Skill: Conceptual
33) The ego must find objects or events that
A) satisfy the needs of the id.
B) cannot be attained by primary processes.
C) do not violate the values of the superego.
D) all of the above
Answer: D
Diff: 2    Page Ref: 32
Skill: Conceptual

34) _______ refers to the investment of energy in an image of an object that will satisfy a need.
A) Catharsis
B) Cathexis
C) Anticathexis
D) Displacement
Answer: B
Diff: 1    Page Ref: 33
Skill: Factual

35) According to Freud, the most overwhelming experience of anxiety humans have is when they are
A) sexually aroused.
B) out of money.
C) separated from their mother at birth.
D) in danger.
Answer: C
Diff: 2    Page Ref: 33
Skill: Applied

36) The function of anxiety, according to Freud, is to
A) make civilization possible.
B) assure ethical behavior.
C) warn a person that if he or she continues thinking or behaving in a certain way, he or she will be in danger.
D) allow parents to control their children.
Answer: C
Diff: 2    Page Ref: 34
Skill: Applied

37) The fear of real sources of danger in the environment is called _____ anxiety.
A) moral
B) neurotic
C) reality
D) environmental
Answer: C
Diff: 1    Page Ref: 34
Skill: Factual
38) __________ anxiety is the fear that the impulses of the id will overwhelm the ego and cause the individual to do something for which he or she could be punished.
A) Moral
B) Neurotic
C) Reality
D) Environmental
Answer: B
Diff: 2 Page Ref: 34
Skill: Factual

39) ______ is experienced when one feels that he or she is about to do something contrary to the values of his or her superego, and thus will experience guilt.
A) Moral anxiety
B) Neurotic anxiety
C) Reality anxiety
D) Signal anxiety
Answer: A
Diff: 2 Page Ref: 34
Skill: Conceptual

40) Moral anxiety is
A) caused by real environmental dangers.
B) the fear of being punished by others for impulsive actions.
C) the internal punishment (guilt) experienced when the dictates of one’s superego are violated.
D) the same as objective anxiety.
Answer: C
Diff: 2 Page Ref: 34
Skill: Conceptual

41) _____ is the most basic ego-defense mechanism because, for any of the other ego-defense mechanisms to occur, it must occur first.
A) Displacement
B) Rationalization
C) Projection
D) Repression
Answer: D
Diff: 2 Page Ref: 34
Skill: Factual

42) __________ is the basic mechanism by which the ego prevents anxiety, provoking thoughts from being entertained in consciousness.
A) Displacement
B) Identification
C) Repression
D) Rationalization
Answer: C
Diff: 1 Page Ref: 35
Skill: Factual
43) According to Freud, anxiety-provoking id images can come from
A) repressed experiences occurring in one’s lifetime.
B) the anxiety-provoking experiences of our ancestors.
C) both A and B
D) neither A nor B
Answer: C
Diff: 2 Page Ref: 35
Skill: Applied

44) Because Freud believed that the recurring anxiety-provoking experiences of our ancestors are
inherited as part of our psyche, he can be considered a
A) Darwinian.
B) Lamarckian.
C) creationist.
D) behaviorist.
Answer: B
Diff: 3 Page Ref: 35
Skill: Applied

45) You decide to call a friend and then conjure up his or her telephone number. According to Freud, in
what part of the mind was that number before it was conjured up?
A) preconscious
B) unconscious
C) conscious
D) repressed
Answer: A
Diff: 3 Page Ref: 36
Skill: Applied

46) When a cathexis that first involved one object now involves another object, _____ is said to have
occurred.
A) development
B) displacement
C) need reduction
D) a primary process
Answer: B
Diff: 2 Page Ref: 36
Skill: Conceptual

47) When displacement results in something advantageous to civilization, it is called
A) identification.
B) sublimation.
C) projection.
D) reaction formation.
Answer: B
Diff: 1 Page Ref: 36
Skill: Factual
An Introduction to Theories of Personality

48) The term _____ is used to describe the tendency to increase personal feelings of worth by taking on characteristics of someone who is viewed as successful.
A) displaced affection
B) projection
C) sublimation
D) identification
Answer: D  
Diff: 1  Page Ref: 36  
Skill: Factual

49) Refusal to believe that a loved one has died exemplifies the ego defense of
A) denial of reality.
B) projection.
C) undoing.
D) reaction formation.
Answer: A  
Diff: 2  Page Ref: 37  
Skill: Conceptual

50) The criminal who says, “The world is filled with crooks,” is probably exemplifying
A) identification.
B) sublimation.
C) projection.
D) reaction formation.
Answer: C  
Diff: 3  Page Ref: 37  
Skill: Conceptual

51) Apologizing after committing an unacceptable act exemplifies which of the following defense mechanisms?
A) intellectualization
B) denial of reality
C) undoing
D) reaction formation
Answer: C  
Diff: 2  Page Ref: 37  
Skill: Conceptual

52) _____ involves repressing objectionable thoughts and expressing their opposites.
A) Reaction formation
B) Rationalization
C) Identification
D) Projection
Answer: A  
Diff: 2  Page Ref: 37  
Skill: Conceptual
53) If a young woman is too extravagant in describing the love she has for her boyfriend, Freud would conclude that the
A) two should get married.
B) two are probably deeply in love.
C) relationship is probably in trouble.
D) woman is a nymphomaniac.
Answer: C  
Diff: 3   Page Ref: 37, 38  
Skill: Applied

54) Which of the following defense mechanisms did Anna Freud add to those developed by her father and his colleagues?
A) undoing
B) intellectualization
C) denial of reality
D) altruistic surrender
Answer: D  
Diff: 2   Page Ref: 39  
Skill: Applied

55) Which of the following defense mechanisms explains why some hostages develop affection toward their captors?
A) altruistic surrender
B) identification with the aggressor
C) reaction formation
D) undoing
Answer: B  
Diff: 2   Page Ref: 39  
Skill: Conceptual

56) Freud believed that adult personality was formulated by
A) 62 years of age.
B) the end of the fifth year of life.
C) the end of the first year of life.
D) 40 years of age.
Answer: B  
Diff: 2   Page Ref: 39  
Skill: Applied

57) Each psychosexual stage has a(n) _____ associated with it, which is the greatest source of stimulation and pleasure during that stage of development.
A) anxiety point
B) inferiority
C) erroneous zone
D) erogenous zone
Answer: D  
Diff: 1   Page Ref: 40  
Skill: Conceptual
58) In order to make a smooth transition from one psychosexual stage to the next, the child must not be
A) undergratified.
B) fixated.
C) overgratified.
D) all of the above
Answer: D
Diff: 2    Page Ref: 40
Skill: Conceptual

59) Undergratification or overgratification at a certain psychosexual stage results in
A) normal development.
B) sexual perversions.
C) fixation.
D) psychosis.
Answer: C
Diff: 3    Page Ref: 40
Skill: Conceptual

60) The _____ character places great importance on such activities as eating, drinking, smoking, and
kissing.
A) oral-sadistic
B) oral-incorporative
C) anal-expulsive
D) anal-retentive
Answer: B
Diff: 2    Page Ref: 40
Skill: Conceptual

61) Sarcasm, cynicism, and ridicule typify the _____ character.
A) oral-sadistic
B) oral-incorporative
C) anal-expulsive
D) anal-retentive
Answer: A
Diff: 2    Page Ref: 40
Skill: Conceptual

62) The _____ character possesses the traits of stinginess, parsimony, orderliness, and perfectionism.
A) oral-incorporative
B) oral-sadistic
C) anal-expulsive
D) anal-retentive
Answer: D
Diff: 2    Page Ref: 41
Skill: Conceptual
63) Freud believed that the phallic stage of development applied to both male and female children because
A) genital stimulation was not a factor in the development of either gender before the age of five.
B) he believed the clitoris to be a small penis and therefore both genders possessed a phallus.
C) both genders were sexually attracted to their mothers.
D) he completely ignored the development of female children.
Answer: B
Diff: 3  Page Ref: 41
Skill: Applied

64) According to Freud, adult sexual preferences are determined during the
A) oral stage.
B) anal stage.
C) phallic stage.
D) genital stage.
Answer: C
Diff: 2  Page Ref: 41
Skill: Applied

65) During which psychosexual stage does the Oedipus complex emerge?
A) oral stage
B) anal stage
C) phallic stage
D) genital stage
Answer: C
Diff: 2  Page Ref: 41
Skill: Factual

66) Which of the following, according to Freud, describes the healthy resolution of the Oedipus conflict for the male child?
A) He identifies with his father.
B) He identifies with his mother.
C) He becomes hostile toward his father.
D) He becomes hostile toward his mother.
Answer: A
Diff: 3  Page Ref: 41
Skill: Applied

67) According to Freud, the female Oedipal complex is partially resolved when
A) her desire for her father generalizes to other men.
B) she identifies with her mother.
C) she begins to play with dolls.
D) she represses all sexual desires.
Answer: A
Diff: 3  Page Ref: 42
Skill: Applied
68) During the ______ stage, sexual interests are displaced to substitute activities such as learning, athletics, and peer group activities.
A) latency
B) phallic
C) anal
D) oral
Answer: A
Diff: 2 Page Ref: 43
Skill: Conceptual

69) The cornerstone of Freud’s explanation of feminine psychology was
A) penis envy.
B) electra complex.
C) mother envy.
D) identification with the mother.
Answer: A
Diff: 2 Page Ref: 43
Skill: Applied

70) Concerning his efforts to understand feminine psychology, Freud
A) essentially admitted defeat.
B) was very pleased.
C) concluded that he had never really tried.
D) was disappointed that his explanation portrayed women more positively than men.
Answer: A
Diff: 2 Page Ref: 44
Skill: Applied

71) The statement “Say whatever comes to your mind” describes the method of
A) hypnosis.
B) free association.
C) condensation.
D) dream analysis.
Answer: B
Diff: 1 Page Ref: 45
Skill: Conceptual

72) During the course of free association, Freud believed that signs of _____ were especially informative.
A) tranquility
B) friendship
C) resistance
D) all of the above
Answer: C
Diff: 3 Page Ref: 45
Skill: Applied
Chapter 2: Sigmund Freud

73) In a dream, one dream element can represent several things at the same time. This exemplifies
A) synthesis.
B) dislocation.
C) condensation.
D) manifest content.
Answer: C
Diff: 2 Page Ref: 46
Skill: Conceptual

74) The fact that sexual intercourse may be symbolized in a dream as dancing exemplifies
A) displacement.
B) synthesis.
C) condensation.
D) extreme frustration.
Answer: A
Diff: 3 Page Ref: 46
Skill: Conceptual

75) When we recall a dream, we describe its ______ or what it appears to be.
A) synthesis
B) latent content
C) manifest content
D) dream work
Answer: C
Diff: 1 Page Ref: 47
Skill: Conceptual

76) For Freud, the most important thing about a dream was its
A) manifest content.
B) latent content.
C) dream work.
D) synthesis.
Answer: B
Diff: 1 Page Ref: 47
Skill: Applied

77) Parapraxes refer to
A) the ability to see into the future.
B) the manifestation of repressed thoughts in a variety of “mistakes” in everyday life.
C) the translation of mental conflicts into bodily disorders.
D) praxes that are not quite real.
Answer: B
Diff: 1 Page Ref: 47
Skill: Factual
78) Which of the following, according to Freud, can provide information about the contents of the unconscious mind?
A) “accidents”
B) slips of the tongue
C) lapses of memory
D) all of the above
Answer: D  
Diff: 3  Page Ref: 47  
Skill: Applied

79) According to Freud, in order for a joke to be funny it must
A) provoke anxiety.
B) involve a sexual theme.
C) contain aggressive statements.
D) involve death, sex, or politics.
Answer: A  
Diff: 2  Page Ref: 48  
Skill: Applied

80) According to Freud, religion
A) will probably always be needed by the uneducated.
B) is an infantile illusion.
C) should be replaced by rational, scientific principles.
D) all of the above
Answer: D  
Diff: 3  Page Ref: 48  
Skill: Applied

81) In Freud’s 1896 paper “The Aetiology of Hysteria,” in which he presented his seduction theory of hysteria, all of the following were reported among the seducers of his female patients when they were children except
A) adult strangers.
B) nursemaids.
C) parents.
D) slightly older brothers.
Answer: C  
Diff: 2  Page Ref: 50  
Skill: Applied

82) Freud’s seduction theory concerning the origin of hysteria claimed that it
A) resulted from a real sexual attack during childhood.
B) resulted from an imagined sexual attack during childhood.
C) did not have a sexual origin.
D) resulted from the guilt one experiences after having sex.
Answer: A  
Diff: 1  Page Ref: 50  
Skill: Applied
83) Freud abandoned his seduction theory
A) because it was scientifically refuted.
B) for reasons that are unclear and still a matter of speculation.
C) because it was too simplistic.
D) because he discovered that it was simply wishful thinking.
Answer: B
Diff: 3 Page Ref: 50
Skill: Applied

84) According to Jeffrey Masson, Freud abandoned his seduction theory because
A) his wife urged him to do so.
B) he (Freud) lacked personal courage.
C) the theory was not a useful guide during analysis.
D) scientific evidence proved the theory to be incorrect.
Answer: B
Diff: 3 Page Ref: 51
Skill: Applied

85) According to Loftus, the reason so many patients enter therapy without memories of sexual abuse but leave with them is
A) therapists tell patients what they want to hear.
B) therapists are perceived by patients as similar to their parents and that perception triggers memories of sexual abuse.
C) therapy releases such memories, that otherwise would remain repressed, for conscious consideration.
D) therapists often strongly suggest the existence of such memories in their patients.
Answer: D
Diff: 2 Page Ref: 52
Skill: Applied

86) According to Henri Ellenberger, Freud
A) was only slightly hampered by anti-Semitism in his professional development.
B) was not nearly as original as he and his followers claimed.
C) experienced no more than a normal amount of hostility toward his ideas from his fellow physicians.
D) all of the above
Answer: D
Diff: 3 Page Ref: 53
Skill: Applied

87) A major criticism of Freudian theory is that it engages in _____ rather than _____.
A) rationalism; empiricism
B) hedonism; vitalism
C) postdiction; prediction
D) prediction; postdiction
Answer: C
Diff: 3 Page Ref: 55
Skill: Conceptual
88) According to Popper, Freud’s theory does not qualify as scientific because
A) it is not based on empirical observations.
B) it is not falsifiable.
C) the predictions it makes are too risky.
D) it employs no mathematics and therefore its concepts cannot be precisely measured.
Answer: B
Diff: 2 Page Ref: 55
Skill: Applied

89) Freud theory has been praised for
A) demonstrating the importance of anxiety as a determinant of human behavior.
B) showing that conflicts from childhood have lifelong consequences.
C) showing the importance of childhood sexuality in personality development.
D) all of the above
Answer: D
Diff: 3 Page Ref: 55
Skill: Applied

2.2 Questions for Essay or Discussion

1. Many students come to psychology courses with naive ideas about Freud’s theory. After reading this chapter, which of your previously held ideas have been changed? Which have been confirmed?

2. Freud’s theory places great importance on the role of unconscious processes. What evidence do you see from other areas in psychology or in your observations of human behavior to support the idea that people are often motivated by processes that are not under conscious control?

3. Discuss and develop examples from your own behavior that demonstrate the dynamics of cathexis, anticathexis, and displacement.

4. After reading about the ego-defense mechanisms, do you recognize any of these behaviors in yourself or others? Explain your answer with examples.

5. How would a Freudian use the concepts of fixation and regression to explain the behavior of a student who overeats during final examination week?

6. According to Freud, most humor will contain material that is either racist, sexist, or mean and insulting. Why is this the case?

7. How could it be possible for a therapist to “create” false repressed memories for a patient?

8. Freudian psychotherapy attempts to lead the patient to insights about unresolved childhood conflicts and unconscious processes. From your understanding of memory and the unconscious, is it possible for a patient to gain accurate insights into these processes? Why or why not?

9. Do you find Freud’s view of human nature to be pessimistic or optimistic? Explain.
CHAPTER 3: CARL JUNG

Chapter Outline

I. Biographical Sketch
   A. Born July 26, 1875
   B. Lonely, fantasy-filled childhood
   C. Medical studies at the University of Basel—medical degree in 1900
   D. Jung’s first professional appointment at Burghölzli psychiatric hospital in Zurich
   E. Married February 14, 1903
   F. Died June 6, 1961

II. Jung’s Early Dreams, Visions, and Fantasies
   A. Manikin
   B. Stone
   C. Phallus dream
   D. Throne vision

III. Jung’s Early Professional Life
   A. Developed interest in psychiatry during medical training
   B. Left university and hospital work in 1914 to pursue private practice

IV. Jung’s Relationship with Freud
   A. Influenced by Freud’s *The Interpretation of Dreams*
   B. Initiated correspondence in 1906 and met in 1907
   C. Freud claimed Jung as his successor
   D. Relationship begins to fail due to Freud’s resistance to explore dreams
   E. Relationship terminated in 1914—very stressful for Jung
      1. Jung’s creative illness—perhaps precipitated by break with Freud

V. Libido, and the Principles of Equivalence, Entropy, and Opposites
   A. Libido
      1. For Jung, a creative, biological life force
      2. Driving force behind the psyche (personality)
   B. Principle of equivalence (from first law of thermodynamics)
      1. Total amount of psychic energy is fixed
   C. Principle of entropy (from second law of thermodynamics)
      1. Tendency for all components of the psyche to have equal energy
   D. Principle of opposites
      1. Every concept in Jung’s theory has a polar opposite

VI. Components of the Personality
   A. Ego (everything of which we are conscious)
      1. Responsible for sense of identity
      2. Similar to Freud’s concept of ego
   B. Personal unconscious
      1. Material that was once conscious but was repressed or forgotten
      2. Complex: Personally disturbing constellation of ideas connected by common feeling
      3. Development of the word-association test
   C. Collective unconscious
      1. Most mystical and most controversial concept
      2. Collective experiences from human evolutionary past
      3. Archetype: Inherited predisposition to respond to certain aspects of the world
VII. Persona, Anima, Animus, Shadow, and Self
   A. Persona: One’s public self
   B. Anima: Female component of the male psyche
   C. Animus: Masculine component of the female psyche
   D. Shadow: Darkest, deepest part of the psyche
   E. Self: Attempts to harmonize all the other components

VIII. Eight Personality Types
   A. Two general attitudes
      1. Extroversion: Sociable, outgoing, interested in external events
      2. Introversion: Quiet, imaginative, more interested in ideas
   B. Four functions of thought
      1. Sensing: Detects the presence of objects
      2. Thinking: Tells what an object is
      3. Feeling: Determines an object’s worth to the individual
      4. Intuiting: Provides hunches when no data are available
   C. Eight types created by crossing A with B

IX. Stages of Development (Defined by the focus of libidinal energy)
   A. Childhood (from birth to adolescence)
      1. Early: Energy directed toward survival skills
      2. After age 5, more energy devoted to sexuality
   B. Young adulthood (from adolescence to about age 40)
      1. Energy directed toward work, marriage, children, community
   C. Middle age (from about age 40 to the later years of life)
      1. Most important phase
      2. Orientation to cultural, philosophical, and spiritual values

X. Life’s Goal
   A. Self-realization
      1. Harmonious blending components and forces within the psyche
   B. Individuation
      1. Life-long process of psychological maturity by which components of the psyche are recognized and given expression

XI. Causality, Teleology, and Synchronicity
   A. Causality (attempt to explain adult personality in terms of prior experiences)
   B. Teleology (human behavior has a purpose)
   C. Synchronicity (meaningful coincidence)

XII. Research Techniques
   A. Word-association test
   B. Self-study of dreams and visions
   C. Study of psychotic patients
   D. Wide, cross-cultural study of symbols, rituals, etc.

XIII. Jung’s View of Human Nature
   A. Humans as products of past, present, and future influences
   B. Optimistic with a spiritual emphasis

XIV. Evaluation
3.1 Multiple Choice Questions

1) ___________ was a strong theme running through Jung’s early home life.
A) Violence  
B) Religion  
C) Mental illness  
D) Physical illness  
Answer: B  
Diff: 1  Page Ref: 64  
Skill: Applied

2) The type of religion that Jung accepted as valid was the type that
A) touched individuals emotionally.  
B) perpetuated a specific dogma.  
C) was Christian.  
D) accepted demons and devils as well as saints.  
Answer: A  
Diff: 1  Page Ref: 64  
Skill: Applied

3) One of Jung’s childhood fantasies was that he was
A) two different people.  
B) God.  
C) rich and famous.  
D) a great psychologist.  
Answer: A  
Diff: 1  Page Ref: 64  
Skill: Applied

4) When Jung was 10 years old, his best “friend” was
A) a wooden manikin.  
B) his father.  
C) his mother.  
D) a neighbor boy.  
Answer: A  
Diff: 1  Page Ref: 65  
Skill: Applied

5) Jung’s _____ prevented him from accepting Jesus as real and lovable.
A) experience with his manikin  
B) experience with the stone  
C) phallus dream  
D) throne vision  
Answer: C  
Diff: 2  Page Ref: 65, 66  
Skill: Applied
6) Jung’s _____ led him to believe that Jesus had a hideous underground counterpart.
A) manikin
B) experience with the stone
C) throne vision
D) phallus dream
Answer: D
Diff: 2 Page Ref: 66
Skill: Applied

7) To a large extent, Jung’s professional life was an attempt to understand the
A) religion of his father.
B) origin of his childhood dreams, fantasies, and visions.
C) influence of learning on personality development.
D) cultural influences on personality development.
Answer: B
Diff: 2 Page Ref: 67
Skill: Applied

8) Jung’s first meeting with Freud
A) was disappointing to both.
B) lasted only a few minutes.
C) lasted 13 hours.
D) made it clear that there were fundamental differences between them.
Answer: C
Diff: 1 Page Ref: 68
Skill: Applied

9) Which of the following caused Jung to enter his “dark years”?
A) the death of his wife
B) his deteriorating health
C) the reaction of American psychologists to his theory
D) his break with Freud
Answer: D
Diff: 1 Page Ref: 70
Skill: Applied

10) Jung emerged from his “dark years” with
A) a theory much like Freud’s.
B) a terrible hangover.
C) his own unique theory of personality.
D) utter despair and an inability to continue his work.
Answer: C
Diff: 2 Page Ref: 71
Skill: Applied
11) It was disagreement concerning the nature of the _____ that made Freud and Jung part company.
A) psyche  
B) soul 
C) complexes 
D) libido 
Answer: D  
Diff: 2  Page Ref: 72  
Skill: Applied

12) Jung viewed the libido as 
A) sexual energy. 
B) aggressive energy. 
C) a creative life force. 
D) all of the above 
Answer: C  
Diff: 1  Page Ref: 72  
Skill: Applied

13) According to Jung, libidinal energy is applied to the satisfaction of 
A) biological needs. 
B) spiritual needs. 
C) both A and B 
D) neither A nor B 
Answer: C  
Diff: 3  Page Ref: 72  
Skill: Applied

14) The amount of energy in a system is essentially fixed, and if it is removed from one part of a system, 
it will surface in another. This statement describes the principle of 
A) equivalence. 
B) entropy. 
C) opposites. 
D) thermodynamics. 
Answer: A  
Diff: 3  Page Ref: 72  
Skill: Conceptual

15) “If one component of the psyche is overvalued, it is at the expense of the other components.” This is 
the principle of 
A) equivalence. 
B) entropy. 
C) opposites. 
D) thermodynamics. 
Answer: A  
Diff: 3  Page Ref: 72  
Skill: Factual
16) There is a constant tendency toward the equalization of energy within a system. This statement describes Jung’s
A) principle of equivalence.
B) principle of entropy.
C) principle of opposites.
D) none of the above
Answer: B
Diff: 3 Page Ref: 72
Skill: Applied

17) The statement “Everything carries within itself its own negation” describes which of the following?
A) principle of equivalence
B) principle of entropy.
C) principle of opposites.
D) none of the above
Answer: C
Diff: 3 Page Ref: 72
Skill: Conceptual

18) According to Jung, the _____ is everything of which we are conscious.
A) complex
B) libido
C) ego
D) animus
Answer: C
Diff: 1 Page Ref: 73
Skill: Applied

19) The _____ consists of material that was once conscious but was repressed or forgotten or was not originally vivid enough to make a conscious impression.
A) shadow
B) ego
C) collective unconscious
D) personal unconscious
Answer: D
Diff: 2 Page Ref: 73
Skill: Factual

20) The personal unconscious contains clusters of emotionally loaded thoughts called
A) archetypes.
B) racial memories.
C) complexes.
D) attitudes.
Answer: C
Diff: 1 Page Ref: 73
Skill: Conceptual
21) Jung’s major tool for studying complexes was
A) a word-association test.
B) dream analysis.
C) an analysis of symbols.
D) slips of the tongue.
Answer: A
Diff: 1 Page Ref: 73
Skill: Applied

22) Use of the word-association test demonstrated that it was possible to
A) systematically study creative illness.
B) systematically study the unconscious mind.
C) probe the ultimate meanings of dreams.
D) segregate neurotic and psychotic individuals from normal individuals.
Answer: B
Diff: 2 Page Ref: 74
Skill: Conceptual

23) The _____ was Jung’s most mystical and controversial concept.
A) personal unconscious
B) collective unconscious
C) principle of entropy
D) shadow
Answer: B
Diff: 1 Page Ref: 74
Skill: Applied

24) The collective unconscious results from _____ human experiences.
A) universal
B) unique
C) traumatic
D) animalistic
Answer: A
Diff: 2 Page Ref: 74
Skill: Factual

25) Which of the following statements concerning the collective unconscious is true?
A) Some individuals do not have one.
B) It is different for different individuals.
C) It is essentially the same for all individuals.
D) none of the above
Answer: C
Diff: 2 Page Ref: 74
Skill: Conceptual
26) A(n) ____ can be defined as an inherited predisposition to respond emotionally to certain categories of experience.
   A) complex
   B) archetype
   C) attitude
   D) transcendent function
   Answer: B
   Diff: 2       Page Ref: 75
   Skill: Factual

27) There is an archetype for
   A) whatever experiences are universal among humans.
   B) all experiences that humans have.
   C) only positive experiences.
   D) only negative experiences.
   Answer: A
   Diff: 2       Page Ref: 75
   Skill: Conceptual

28) According to Jung, there is an archetype for
   A) birth.
   B) the sun.
   C) water.
   D) all of the above
   Answer: D
   Diff: 3       Page Ref: 75
   Skill: Applied

29) According to Jung, it is the _____ associated with the emotional experiences of our ancestors that were passed on to future generations as archetypes.
   A) fear
   B) confusion
   C) myths
   D) objective realities
   Answer: C
   Diff: 3       Page Ref: 75
   Skill: Applied

30) According to Jung, the _____ is by far the most important and influential part of the psyche.
   A) ego
   B) shadow
   C) anima
   D) collective unconscious
   Answer: D
   Diff: 2       Page Ref: 75
   Skill: Applied
31) Jung used the term _____ to describe one’s public self.
A) persona
B) ego
C) anima
D) animus
Answer: A
Diff: 1 Page Ref: 76
Skill: Applied

32) The _____ develops because of the need humans have to play a role in society.
A) shadow
B) ego
C) animus
D) persona
Answer: D
Diff: 2 Page Ref: 76
Skill: Conceptual

33) The _____ is the female component of the male psyche.
A) persona
B) anima
C) animus
D) shadow
Answer: B
Diff: 2 Page Ref: 77
Skill: Factual

34) The _____ develops from the experiences men have had with women through the eons.
A) persona
B) anima
C) animus
D) shadow
Answer: B
Diff: 2 Page Ref: 77
Skill: Conceptual

35) The anima
A) causes males to have feminine traits.
B) provides a framework within which males interact with females.
C) both A and B
D) neither A nor B
Answer: C
Diff: 2 Page Ref: 77
Skill: Conceptual
36) The _____ is the masculine component of the female psyche.
A) persona  
B) anima  
C) animus  
D) shadow  
**Answer: C**  
**Diff: 1**  
**Page Ref: 77**  
**Skill: Conceptual**

37) The _____ is part of the collective unconscious inherited from our pre-human ancestors.
A) persona  
B) animus  
C) anima  
D) shadow  
**Answer: D**  
**Diff: 2**  
**Page Ref: 78**  
**Skill: Conceptual**

38) The _____ is experienced symbolically as devils, monsters, or evil spirits.
A) persona  
B) animus  
C) anima  
D) shadow  
**Answer: D**  
**Diff: 2**  
**Page Ref: 78**  
**Skill: Conceptual**

39) According to Jung, the shadow
A) should be denied expression.  
B) is the cause of all human maladjustment.  
C) is a source of vitality, spontaneity, and creativity.  
D) is what makes humans human.  
**Answer: C**  
**Diff: 3**  
**Page Ref: 78**  
**Skill: Applied**

40) According to Jung, the person who ignores his or her shadow tends to be
A) creative.  
B) Christian.  
C) humanistic.  
D) dull and lifeless.  
**Answer: D**  
**Diff: 2**  
**Page Ref: 78**  
**Skill: Applied**
41) Jung called introversion and extroversion
A) irrational.
B) rational.
C) attitudes.
D) functions.
Answer: C
Diff: 1 Page Ref: 78
Skill: Applied

42) The _____ tends to be quiet, imaginative, and more interested in ideas than in other people.
A) introvert
B) extrovert
C) self-actualized person
D) humanist
Answer: A
Diff: 1 Page Ref: 78
Skill: Conceptual

43) The _____ tends to be sociable, outgoing, and interested in people and things.
A) introvert
B) extrovert
C) self-actualized person
D) humanist
Answer: B
Diff: 2 Page Ref: 78
Skill: Conceptual

44) According to Jung, Freud was a(n)
A) introvert.
B) extrovert.
C) self-actualized person.
D) humanist.
Answer: B
Diff: 2 Page Ref: 79
Skill: Applied

45) The _____ have to do with how a person perceives the world and deals with information and experience.
A) attitudes
B) functions of thought
C) levels of thought
D) archetypes
Answer: B
Diff: 1 Page Ref: 79
Skill: Conceptual
46) Which of the functions of thought detects the presence of objects or events?
   A) intuiting  
   B) feeling  
   C) thinking  
   D) sensing  
   *Answer: D*

47) Which of the functions of thought identifies objects or events?
   A) intuiting  
   B) feeling  
   C) thinking  
   D) sensing  
   *Answer: C*

48) Which of the functions of thought tells if an object or event is acceptable or unacceptable?
   A) intuiting  
   B) feeling  
   C) thinking  
   D) sensing  
   *Answer: B*

49) Which of the functions of thought is used when factual information is not available?
   A) intuiting  
   B) feeling  
   C) thinking  
   D) sensing  
   *Answer: A*

50) Which of the following is a rational function?
   A) intuiting  
   B) sensing  
   C) both A and B  
   D) neither A nor B  
   *Answer: D*
51) Which of the following is an irrational function?
A) feeling 
B) thinking 
C) both A and B 
D) neither A nor B 
Answer: D  
Diff: 2  Page Ref: 79  
Skill: Conceptual

52) Which of the following lives in accordance with fixed rules and is dogmatic in his or her thinking?
A) intuiting introvert 
B) thinking extrovert 
C) sensing extrovert 
D) thinking introvert 
Answer: B  
Diff: 3  Page Ref: 80  
Skill: Conceptual

53) Which of the following is buffeted about by sensory stimulation and is concerned only with objective facts?
A) intuiting introvert 
B) thinking extrovert 
C) sensing extrovert 
D) thinking introvert 
Answer: C  
Diff: 3  Page Ref: 80  
Skill: Conceptual

54) Which of the following appears to others to be cold and ruthless and applies logic only to his or her subjective experience?
A) intuiting introvert 
B) thinking extrovert 
C) sensing extrovert 
D) thinking introvert 
Answer: D  
Diff: 3  Page Ref: 81  
Skill: Conceptual

55) Which of the following is the odd, eccentric daydreamer who creates new but “strange” ideas?
A) intuiting introvert 
B) thinking extrovert 
C) sensing extrovert 
D) thinking introvert 
Answer: A  
Diff: 3  Page Ref: 81  
Skill: Conceptual
56) According to Jung, which was the most important stage of development?
A) infancy
B) childhood
C) young adulthood
D) middle age
Answer: D
Diff: 2       Page Ref: 82
Skill: Applied

57) According to Jung, during _____ the person is transformed from an energetic, extroverted, and biologically-oriented person to one with more cultural, philosophical, and spiritual values.
A) childhood
B) young adulthood
C) middle age
D) old age
Answer: C
Diff: 2       Page Ref: 82
Skill: Applied

58) Jung observed that the psychological problems experienced by his middle-aged patients were typically associated with
A) the absence of religious orientation.
B) an inadequate sex life.
C) conflict between need satisfaction and society.
D) financial concerns.
Answer: A
Diff: 2       Page Ref: 83
Skill: Applied

59) Jung believed that for most people religion was
A) extremely important.
B) of minor importance.
C) unimportant.
D) a hindrance.
Answer: A
Diff: 1       Page Ref: 83
Skill: Applied

60) When one’s psyche is characterized by harmony among its components, one is said to be:
A) in a zen state.
B) self-realized.
C) in nirvana.
D) at one with nature.
Answer: B
Diff: 2       Page Ref: 83
Skill: Conceptual
61) _________ is the process by which components of the psyche are given expression by a particular person.
   A) Individuation
   B) Teleology
   C) Synchronicity
   D) Causality
   Answer: A
   Diff: 2       Page Ref: 83
   Skill: Conceptual

62) According to Jung, if self-realization is achieved, the self is experienced as
   A) nonexistent.
   B) victorious over the collective unconscious.
   C) outside of the body.
   D) at the center of the many polarities that make up the psyche.
   Answer: D
   Diff: 3       Page Ref: 84
   Skill: Applied

63) Jung believed that the widespread lack of self-realization among modern humans has resulted in
   A) the disintegration of moral and spiritual tradition.
   B) worldwide disorientation.
   C) a loss of identity with natural phenomena.
   D) all of the above
   Answer: D
   Diff: 2       Page Ref: 84, 85
   Skill: Applied

64) __________ explains human personality in terms of past events.
   A) Teleology
   B) Causality
   C) Synchronicity
   D) Syntality
   Answer: B
   Diff: 1       Page Ref: 85
   Skill: Conceptual

65) _________ explains human personality in terms of future goals.
   A) Teleology
   B) Causality
   C) Synchronicity
   D) Syntality
   Answer: A
   Diff: 1       Page Ref: 85
   Skill: Conceptual
66) The coming together in a meaningful way of two otherwise meaningless events defines
A) teleology.
B) causality.
C) syncronicity.
D) syntality.
Answer: C
Diff: 1 Page Ref: 86
Skill: Factual

67) Which of the following exemplifies synchronicity?
A) A person dreams of an event and it subsequently occurs.
B) A child prays for a pony and gets one for a birthday present.
C) Event “A” causes event “B” to occur.
D) A and B above
Answer: D
Diff: 3 Page Ref: 86
Skill: Conceptual

68) Which of the following statements concerning Jung’s approach to dream analysis is true?
A) He believed that dreams provide important information about the unconscious.
B) He believed that dreams mean exactly what they appear to mean.
C) He disagreed with Freud’s distinction between manifest and latent content of dreams.
D) all of the above are true
Answer: D
Diff: 3 Page Ref: 88
Skill: Applied

69) According to Jung, one of the most important functions of a dream is to
A) give hints about the contents of the unconscious.
B) reveal repressed memories.
C) compensate for neglected parts of the psyche.
D) preserve sleep.
Answer: C
Diff: 3 Page Ref: 88
Skill: Applied

70) According to Jung, if a person has not given his or her shadow adequate expression he or she will
probably dream of
A) becoming successful.
B) sex.
C) love and tranquility.
D) demons, devils, and monsters.
Answer: D
Diff: 3 Page Ref: 88
Skill: Applied
71) According to Jung, the best place to study the human psyche is
A) the psychology laboratory.
B) the arena of human experience.
C) in non-technological cultures.
D) within the realm of science.
*Answer: B*
*Diff: 2 Page Ref: 88, 89*
*Skill: Applied*

72) Jung suggested that anyone interested in understanding the human psyche should do all of the following except
A) study experimental psychology.
B) abandon exact science.
C) visit prisons, lunatic asylums, brothels, and churches.
D) experience passion in every form in his or her own body.
*Answer: A*
*Diff: 2 Page Ref: 89*
*Skill: Applied*

73) Attempts to empirically validate Jung’s theory have concentrated mainly on his concept of
A) the collective unconscious.
B) individuation.
C) introversion-extroversion.
D) entropy.
*Answer: C*
*Diff: 2 Page Ref: 89*
*Skill: Applied*

74) Jung’s theory has been criticized for being
A) friendly toward occultism, mysticism, and religion.
B) incomprehensible.
C) elitist.
D) all of the above
*Answer: D*
*Diff: 2 Page Ref: 90*
*Skill: Applied*

75) Which of the following is true of Jung’s theory of personality?
A) It is pessimistic about human destiny.
B) It produced very little that was new in the study of personality.
C) Most of its elements are easy to validate empirically.
D) none of the above
*Answer: D*
*Diff: 2 Page Ref: 90*
*Skill: Applied*
3.2 Questions for Essay or Discussion

1. Contrast and compare Jung’s and Freud’s concepts of the unconscious.

2. In what ways is Jung’s concept of psychic energy similar to Freud’s? In what important ways does it differ?

3. According to Jung, how are the different aspects of personality integrated? What aspects might you expect to be in conflict?

4. What does Jung mean by “personality type”? How is this concept different from the personality type concept that comes from Freudian theory?

5. Describe the word-association test and explain the assumptions that Jung made in the development and use of the test. Does the test count as a “scientific approach” to personality theory? Why or why not?

6. Jung has been described as “the great myth maker.” Why do you suppose he has been criticized in this way?

7. Is Jung’s view of human nature pessimistic or optimistic? Justify your answer and include a comparison between Jung’s and Freud’s views.
CHAPTER 4: ALFRED ADLER

Chapter Outline

I. Biographical Sketch
   A. Born February 7, 1870
   B. Medical degree from the University of Vienna in 1895
   C. Married 1897
   D. Died May 28, 1937

II. Individual Psychology
   A. Individuals characterized by inner harmony and a striving to cooperate
   B. Theory related to both Humanism and Existentialism

III. Organ Inferiority and Compensation
   A. Biological deficiencies cause problems due to environmental stress
   B. Compensation
      1. By concentrating on its development
      2. By emphasizing other functions
   C. Overcompensation: Converting a biological weakness into a strength

IV. Feelings of Inferiority
   A. Actual organ inferiority versus feelings of inferiority
   B. Equated strength with masculinity; weakness with femininity
   C. Masculine protest: Striving to become more masculine (powerful)
   D. Feelings of inferiority are motivational
      1. Inferiority Complex: When feelings of inferiority act as barriers

V. Striving for Superiority
   A. Striving for superiority is the fundamental fact of life
      1. Later emphasis on striving for social/cultural superiority
      2. Superiority complex: Individual striving greater than social striving

VI. Vaihinger’s Philosophy of “As If”
   A. We can only be certain of sensations
   B. We invent meaning for sensations (through language, for example)
   C. Such inventions are useful and make civilized life possible

VII. Fictional Goals and Lifestyles
   A. Adler applied Vaihinger’s philosophy to individual lives
   B. Subjective reality (perceptions) more important than objective reality
   C. Worldview helps develop fictional finalism (final goal) and lifestyle

VIII. Social Interest
   A. Social interest: An innate need to live in harmony and friendship with others
   and to aspire toward development of the perfect society
      1. We inherit the potential for social interest
   B. Three major problems in life
      1. Occupational tasks
      2. Societal tasks
      3. Love and marriage tasks
   C. Mistaken Lifestyles: Lifestyle not aimed at socially useful goals
   D. Four types of people
      1. Ruling-dominant type (attempt to dominate others)
      2. Getting-leaning type (expects and receives from others)
      3. Avoiding type (avoids life’s problems)
4. Socially useful type (solves problems in a socially useful way)
E. Three childhood conditions leading to a false lifestyle
   1. Physical inferiority—may lead negatively to inferiority complex
   2. Spoiling or pampering—may lead to selfishness/ lack of social interest
   3. Neglecting—may lead to feelings of worthlessness, anger or distrust

IX. Creative Self
   A. Concept considered the “crowning achievement” of Adler’s theory
      1. Each person free to act on environmental or genetic influences
      2. Personality is self-created

X. Safeguarding Strategies (Used only by neurotics—can be conscious or unconscious)
   A. Excuses
      1. Symptoms are used as excuses
   B. Aggression (takes three forms)
      1. Depreciation (Idealization and solicitude)
      2. Accusation
      3. Self-accusation
   C. Distancing
      1. Moving backward
      2. Standing still
      3. Hesitating
      4. Constructing obstacles
      5. Experiencing anxiety (amplifies all distancing strategies)

XI. Goal of Psychotherapy
   A. Understanding faulty lifestyle
      1. Better lifestyle includes social interest
      2. Adler considered a founder of group and family therapy
   B. View of the unconscious
      1. Experiences not compatible with personality are not understood
      2. Therapy leads to compatibility between experience and personality

XII. Methods of Research
   A. Studies of birth order
   B. Studies of first memories
   C. Studies of dreams (as an expression of lifestyle)
   D. Studies of behavioral mannerisms

XIII. Summary of the Differences between Adler and Freud

XIV. Evaluation

5.1 Multiple Choice Questions

1) Adler viewed the mind as
   A) consisting of different components that are often in conflict with one another.
   B) an integrated whole working to help attain the future goals of the individual.
   C) fixed and unchangeable after the age of five.
   D) all of the above

   Answer: B

   Diff: 1    Page Ref: 95
   Skill: Applied
2) Because of its concern with the questions concerning the meaning of human existence, Adler’s theory can be considered
A) existential.
B) humanistic.
C) psychoanalytic.
D) deterministic.
Answer: A
Diff: 1 Page Ref: 96
Skill: Applied

3) Adler’s theory can be thought of as
A) existential.
B) humanistic.
C) very different from Freud’s theory.
D) all of the above
Answer: D
Diff: 1 Page Ref: 96
Skill: Applied

4) Which of the following was true of Adler as a child?
A) He was sickly and unable to walk until he was 4 years old.
B) He almost died of pneumonia.
C) He had a genuine love for people.
D) all of the above
Answer: D
Diff: 1 Page Ref: 96
Skill: Applied

5) Adler’s early position was that individuals with some sort of physical weakness attempt to
A) gain sympathy.
B) compensate for it.
C) repress it.
D) suppress it.
Answer: B
Diff: 2 Page Ref: 98
Skill: Applied

6) According to Adler, a physically frail child who overcompensates for his or her condition will become
A) very sociable.
B) a good student.
C) an athlete.
D) all of the above
Answer: C
Diff: 2 Page Ref: 99
Skill: Applied
7) The person with low intelligence who becomes a highly respected intellectual exemplifies
   A) repression.
   B) overcompensation.
   C) compensation.
   D) neurosis.
   Answer: B
   Diff: 2  Page Ref: 99
   Skill: Conceptual

8) In 1910, Adler shifted his theoretical emphasis from actual physical inferiority to
   A) feelings of inferiority.
   B) unconscious inferiority.
   C) the concept of repression.
   D) organ inferiority.
   Answer: A
   Diff: 1  Page Ref: 99
   Skill: Applied

9) Adler left the biological sciences and entered psychology when he developed the concept of
   A) overcompensation.
   B) organ inferiority.
   C) feelings of inferiority.
   D) compensation.
   Answer: C
   Diff: 3  Page Ref: 99
   Skill: Applied

10) Adler emphasized the fact that all human beings begin life with
    A) feelings of inferiority.
    B) unconscious inferiority.
    C) the concept of repression.
    D) organ inferiority.
    Answer: A
    Diff: 1  Page Ref: 99
    Skill: Applied

11) Due mainly to the cultural conditions under which Adler wrote, he equated power and strength with
    A) money.
    B) education.
    C) size.
    D) masculinity.
    Answer: D
    Diff: 2  Page Ref: 99
    Skill: Applied
12) According to Adler, the feminine protest occurs in cultures where
A) power is associated with males.
B) power is associated with females.
C) weakness is associated with males.
D) males and females are equally powerful.
Answer: B
Diff: 2  Page Ref: 100
Skill: Applied

13) Adler believed that feelings of inferiority
A) are the primary motivating force behind all accomplishments.
B) characterize only a small proportion of humans.
C) cause most failures in life.
D) lead to the Adler complex.
Answer: A
Diff: 2  Page Ref: 100
Skill: Applied

14) If a person is overwhelmed by feelings of inferiority to the point where he or she is prevented from accomplishing very much, he or she is said to have
A) a superiority complex.
B) feminine protest.
C) masculine protest.
D) an inferiority complex.
Answer: D
Diff: 1  Page Ref: 100
Skill: Conceptual

15) Adler’s final theoretical position was that healthy adults seek
A) admiration from their peers.
B) a perfect or superior society.
C) pleasure.
D) masculinity.
Answer: B
Diff: 2  Page Ref: 100
Skill: Applied

16) If a person concentrates too much on developing his or her own superiority while ignoring the needs of others and of society, he or she is said to have
A) an inferiority complex.
B) a superiority complex.
C) masculine protest.
D) feminine protest.
Answer: B
Diff: 2  Page Ref: 101
Skill: Conceptual
17) According to Vaihinger, _____ are all we can be certain of.
A) philosophical principles
B) mathematical concepts
C) intuitive beliefs
D) sensations
Answer: D
Diff: 3 Page Ref: 101
Skill: Applied

18) According to Vaihinger, _____ make civilized life possible.
A) fictions
B) scientific discoveries
C) revealed religious truths
D) free choices
Answer: A
Diff: 1 Page Ref: 101
Skill: Factual

19) For Vaihinger, which of the following exemplified a fiction?
A) words
B) laws
C) theories
D) all of the above
Answer: D
Diff: 2 Page Ref: 101
Skill: Applied

20) Vaihinger claimed that _____ would be impossible if fictions were not employed.
A) civilization
B) science
C) communication among humans
D) all of the above
Answer: D
Diff: 3 Page Ref: 101,102
Skill: Applied

21) For Adler, which of the following is the most important determinant of behavior?
A) physical reality
B) socioeconomic status
C) subjective reality
D) physical inferiority
Answer: C
Diff: 2 Page Ref: 102
Skill: Applied
22) According to Adler, it is a child’s _____ that determine(s) his or her worldview.
A) perceptions
B) physical health
C) fictional goals
D) gender
*Answer: A*
*Diff: 2 Page Ref: 102*  
*Skill: Applied*

23) Humans will typically develop beliefs and then act “as if” those beliefs are true. This describes Adler’s concept of
A) fictional finalism.
B) existential imagination.
C) the creative self.
D) social interest.
*Answer: A*
*Diff: 3 Page Ref: 102*  
*Skill: Conceptual*

24) For Adler, a child’s _____ comes first in his or her psychological development.
A) gender
B) lifestyle
C) masculine protest
D) worldview
*Answer: D*
*Diff: 1 Page Ref: 102*  
*Skill: Applied*

25) In terms of when they occur in a person’s life, which of the following depicts the proper sequence?
A) worldview—>fictional finalism—>lifestyle
B) worldview—>lifestyle—>fictional finalism
C) fictional finalism—>worldview—>lifestyle
D) lifestyle—>worldview—>fictional finalism
*Answer: A*
*Diff: 3 Page Ref: 102*  
*Skill: Conceptual*

26) The concept of fictional finalism gave Adler's theory a(n) _____ component.
A) hedonistic
B) teleological
C) deterministic
D) animalistic
*Answer: B*
*Diff: 3 Page Ref: 103*  
*Skill: Applied*
27) According to Adler, healthy people:
A) do not use fictional finalisms.
B) change their fictions when circumstances warrant it.
C) cling to their fictions at all costs.
D) typically use only one fictional finalism in their lifetime.
Answer: B
Diff: 2       Page Ref: 103
Skill: Applied

28) According to Adler, neurotic individuals treat fictional life plans as
A) reality.
B) unreal.
C) useful but expendable tools.
D) all of the above
Answer: A
Diff: 2       Page Ref: 103
Skill: Applied

29) According to Adler, neurotic individuals
A) do not use fictional finalisms.
B) change their fictions when circumstances warrant it.
C) cling to their fictions at all costs.
D) typically use only one fictional finalism in their lifetime.
Answer: C
Diff: 2       Page Ref: 103
Skill: Applied

30) According to Adler, what determines if a person will have well-developed social interests?
A) how many siblings he/she has
B) primarily his or her father
C) the person’s health as a child
D) primarily his or her mother
Answer: D
Diff: 2       Page Ref: 104
Skill: Applied

31) According to Adler, any lifestyle that is not aimed at socially useful goals is
A) fictional.
B) communistic.
C) uncreative.
D) mistaken.
Answer: D
Diff: 1       Page Ref: 104
Skill: Applied
32) According to Adler, if a person lacks sufficient social interest he or she will probably become
A) neurotic.
B) wealthy and powerful.
C) more masculine.
D) more feminine.
Answer: A  
Diff: 2  
Page Ref: 104  
Skill: Applied

33) The person who has a(n) _____ has a mistaken lifestyle.
A) superiority complex
B) inferiority complex
C) both A and B
D) neither A nor B
Answer: C  
Diff: 3  
Page Ref: 104, 105  
Skill: Conceptual

34) Which of the following types of people exemplifies a faulty lifestyle?
A) the ruling-dominant type
B) the avoiding type
C) the getting-leaning type
D) all of the above
Answer: D  
Diff: 2  
Page Ref: 105  
Skill: Conceptual

35) Which of the following, according to Adler, could lead to a mistaken lifestyle?
A) physical inferiority
B) neglecting
C) spoiling or pampering
D) all of the above
Answer: D  
Diff: 3  
Page Ref: 105  
Skill: Applied

36) Of all the errors that parents can make in their childrearing practices, Adler considered _____ to be the worst.
A) pampering
B) using physical punishment
C) neglecting
D) establishing unattainable standards
Answer: A  
Diff: 2  
Page Ref: 105  
Skill: Applied
37) Which of the following, according to Adler, caused a child to develop a faulty lifestyle?
A) excessive punishment of the child
B) imposing unattainable goals on the child
C) excessive criticism of the child
D) all of the above
Answer: D
Diff: 3 Page Ref: 106
Skill: Applied

38) With his concept of , Adler said that humans are not simply passive recipients of environmental or genetic influences.
A) social interest
B) the transcendent function
C) the creative self
D) masculine protest
Answer: C
Diff: 2 Page Ref: 106
Skill: Applied

39) According to Adler, which of the following gives each individual personal freedom?
A) social interest
B) creative self
C) lifestyle
D) masculine protest
Answer: B
Diff: 2 Page Ref: 106
Skill: Applied

40) According to Adler, if a person with physical inferiorities becomes socially useful or not is mainly a matter of
A) choice.
B) early experience.
C) vocational counseling.
D) genetics.
Answer: A
Diff: 2 Page Ref: 106
Skill: Applied

41) Adler’s contention that everyone chooses his or her own destiny is compatible with the philosophy of
A) determinism.
B) humanism.
C) psychoanalysis.
D) existentialism.
Answer: D
Diff: 2 Page Ref: 107
Skill: Applied
42) Using the safeguarding strategy of _____, the neurotic blames his or her shortcomings on extenuating circumstances.
A) aggression
B) distancing
C) excuses
D) accusation
Answer: C
Diff: 1 Page Ref: 107
Skill: Conceptual

43) __________ is the tendency to overvalue one’s own accomplishments and to undervalue the accomplishments of others.
A) Accusation
B) Depreciation
C) Self-accusation
D) Solicitude
Answer: B
Diff: 1 Page Ref: 108
Skill: Factual

44) __________ involves judging people with standards so high that no real person can live up to them.
A) Solicitude
B) Distancing
C) Excuses
D) Idealization
Answer: D
Diff: 1 Page Ref: 108
Skill: Conceptual

45) Using the safeguarding strategy of _____, people are treated as if they are incapable of taking care of themselves.
A) solicitude
B) depreciation
C) accusation
D) distancing
Answer: A
Diff: 1 Page Ref: 108
Skill: Conceptual

46) __________ involves blaming others for one’s shortcomings and seeking revenge against them.
A) Accusation
B) Depreciation
C) Solicitude
D) Self-accusation
Answer: A
Diff: 1 Page Ref: 108
Skill: Conceptual
47) Adler believed that lurking behind self-accusation was
A) a cry for help.
B) a need to help other people.
C) an attempt to hurt other people or at least get their attention.
D) an unacceptable sexual impulse.
Answer: C
Diff: 2 Page Ref: 108 Skill: Applied

48) Standing still, hesitating, construction of obstacles, and moving backward are all forms of
A) aggression.
B) distancing.
C) excuses.
D) self-accusation.
Answer: B
Diff: 1 Page Ref: 109 Skill: Conceptual

49) According to Adler, _____ amplifies all of the distancing strategies.
A) excuse making
B) hesitating
C) obstacle building
D) anxiety
Answer: D
Diff: 2 Page Ref: 110 Skill: Applied

50) Using _____ to avoid life’s problems, the neurotic lives within very narrow limits.
A) the construction of obstacles
B) hesitating
C) the exclusion tendency
D) anxiety
Answer: C
Diff: 2 Page Ref: 110 Skill: Conceptual

51) According to Adler, healthy individuals have a well-developed _____; unhealthy individuals do not.
A) social interest
B) lifestyle
C) creative self
D) fictional finalism
Answer: A
Diff: 2 Page Ref: 110 Skill: Applied
52) Adler ______ the importance of repressed traumatic experience.
A) emphasized
B) exaggerated
C) denied
D) was deeply troubled by
Answer: C
Diff: 2 Page Ref: 111
Skill: Applied

53) For Adler, unconscious meant that which is
A) repressed.
B) traumatic.
C) anxiety-provoking.
D) not understood.
Answer: D
Diff: 2 Page Ref: 111
Skill: Applied

54) Which of the following did Adler refer to as an “entrance gate to mental life”?
A) birth order
B) first memories
C) dreams
D) all of the above
Answer: D
Diff: 3 Page Ref: 111
Skill: Applied

55) Of all the birth orders, Adler believed that the _____ born was best off.
A) first
B) second
C) third
D) last
Answer: B
Diff: 2 Page Ref: 112
Skill: Applied

56) Which child often has a sense of superiority and the sense that the world is a dangerous place?
A) first born
B) second born
C) youngest
D) only child
Answer: D
Diff: 2 Page Ref: 112
Skill: Applied
57) For Adler, it was important that first memories were
A) accurate.
B) happy.
C) concerned with death or illness.
D) none of the above
Answer: D
Diff: 3     Page Ref: 113
Skill: Applied

58) According to Adler, one’s _____ represents one’s subjective starting point in life.
A) birth order
B) dreams
C) safeguarding strategies
D) first memories
Answer: D
Diff: 1     Page Ref: 113
Skill: Applied

59) According to Adler, if one’s lifestyle changes, his or her _____ will also change.
A) birth order
B) first memories
C) safeguarding strategies
D) social interests
Answer: B
Diff: 3     Page Ref: 113
Skill: Applied

60) Adler found that the earliest childhood recollections of medical doctors typically involved
A) insecurity.
B) financial problems.
C) serious illness or death.
D) warm relationships with their mother.
Answer: C
Diff: 2     Page Ref: 113, 114
Skill: Applied

61) For Adler, dreams provided
A) the satisfaction of illicit sexual desires.
B) problems in the dreamer’s life.
C) compensation for underdeveloped aspects of the psyche.
D) the self-deception necessary to maintain a mistaken lifestyle.
Answer: D
Diff: 2     Page Ref: 114
Skill: Applied

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62) According to Zajonc and his colleagues, whether or not a relationship exists between birth order and intelligence depends on the:
A) expectations of the researchers.
B) age at which children within a family are tested.
C) intelligence level of the parents.
D) education level of the parents.
Answer: B
Diff: 2 Page Ref: 115
Skill: Applied

63) After reviewing a large number of studies on the relationship between birth order and various personality characteristics, Ernst and Angst concluded that
A) Adler’s conclusions about birth order were essentially correct.
B) such research has been highly informative even though much of it contradicts Adler’s conclusions.
C) the results of such research are typically opposite to what Adler had concluded.
D) such research is a sheer waste of time.
Answer: D
Diff: 3 Page Ref: 116
Skill: Applied

64) Sulloway found that among scientists, _____ were much more likely to accept scientific innovations than _____.
A) firstborns; laterborns
B) laterborns; firstborns
C) those in the physical sciences; those in the social sciences
D) those in the social sciences; those in the physical sciences
Answer: B
Diff: 2 Page Ref: 116
Skill: Applied

65) Sulloway found that the most important variable determining whether a scientific innovation was accepted was the _____ of the scientist.
A) socioeconomic status
B) family size
C) intelligence
D) birth order
Answer: D
Diff: 1 Page Ref: 116
Skill: Applied

66) Sulloway explains the effects of birth order within a _____ framework.
A) Darwinian
B) Freudian
C) humanistic
D) Copernican
Answer: A
Diff: 1 Page Ref: 116
Skill: Applied
67) The fraternal birth order effect refers to the finding that
A) if one brother is a homosexual, other brothers are more likely to be homosexual.
B) brothers are more likely than sisters to be born in succession.
C) the more older brothers a boy has, the more likely he is to be homosexual.
D) brothers are more likely to be first born.
Answer: C
Diff: 1 Page Ref: 116
Skill: Conceptual

68) According to Sulloway, the fraternal birth order effect occurs because
A) later born sons are open to experience and experimentation.
B) first born sons are more territorial.
C) later born sons demand more attention and resources.
D) first born sons fight against being “dethroned.”
Answer: A
Diff: 1 Page Ref: 116
Skill: Conceptual

69) Sulloway’s argument about the fraternal birth order effect is weakened by the observation that
A) the effect does not occur in later born sons.
B) the effect does not occur if a later born son has only older sisters.
C) the effect only occurs if a first born son has younger sisters.
D) all of the above
Answer: B
Diff: 3 Page Ref: 116
Skill: Applied

4.2 Questions for Essay or Discussion

1. How might compensation or overcompensation have played a role in the development of your personality?

2. How would you explain Adler’s notion of “masculine protest” to someone who argues that the concept is sexist? How might this aspect of Adler’s theory have been different if he had developed it during contemporary times?

3. From your own experience, develop the idea that subjective interpretations of reality are more important than objective reality. What examples can you use to argue that this is often true?

4. Contrast Adler’s view of therapy with Freudian psychotherapy. How do the goals of therapy differ? What important differences in method can you identify?

5. To what extent are Adler’s findings about birth order true of your personality? Be sure to develop specific examples.

6. Does Adler’s theory qualify as a scientific theory? Why or why not?
CHAPTER 5: KAREN HORNÉY

Chapter Outline

I. Biographical Sketch
   A. Born September 15, 1885
   B. Entered medical school in Freiberg, Germany, in 1906
   C. Married 1909 (Divorced 1938)
   D. Completed medical studies University of Berlin 1913
   E. Died December 4, 1952

II. Basic Evil, Hostility, and Anxiety
   A. Two basic childhood needs: Safety and satisfaction
   B. Basic evil: Parental undermining of child’s security
      1. Abused child experiences basic hostility
      2. Hostility must be repressed because child needs parents
      3. Basic anxiety: Generalization of basic hostility to the world

III. Adjustments to Basic Anxiety
   A. Ten strategies for coping with basic anxiety (neurotic trends)
      1. Need for affection and approval
      2. Need for a partner who will run one’s life
      3. Need to live one’s life within narrow limits
      4. Need for power
      5. Need to exploit others
      6. Need for social recognition and prestige
      7. Need for personal admiration
      8. Need for ambition and personal achievement
      9. Need for self-sufficiency and independence
     10. Need for perfection and unassailability
   B. Moving toward, against, or away from people
      1. Moving toward people (the compliant type)
      2. Moving against people (the hostile type)
      3. Moving away from people (the detached type)

IV. Real and Idealized Self
   A. Each person has an ideal real self
      1. Living in accordance with real self leads to self-realization
      2. Basic evil leads to creation of the idealized self
      3. Tyranny of the should (life directed by unrealistic self-image)

V. Externalization
   A. Internal processes experienced as if they are outside the self
   B. Related to projection but more comprehensive
   C. Leads to overvaluing and dependency on external factors

VI. Auxiliary Approaches to Artificial Harmony
   A. Living according to idealized self-image leads to series of lies
   B. Seven unconscious devices used by neurotics
      1. Blind spots (ignoring factors not in accordance with idealized self)
      2. Compartamentalization (situational rules and ethics)
      3. Rationalization (logical, plausible justifications, and excuses)
      4. Excessive self-control (controlling expression of emotion)
5. Arbitrary rightness (rigid dogmatism)
6. Elusiveness (indecision and lack of commitment)
7. Cynicism (failure to believe in anything)

VII. Feminine Psychology
   A. Early agreement with Freud, but later emphasized cultural factors
   B. Horney and penis envy
      1. Women feel inferior due to cultural inferiority
      2. Women envy men’s cultural power and mobility

VIII. Psychotherapy
   A. Borrowed from Freud’s techniques
      1. Used to discover which adjustment technique a patient was using
      2. Greater interest in transference as clue to adjustment technique
      3. Externalization as an obstacle to therapy
   B. Goals of therapy
      1. Bring patient back to real self
      2. Guide patients toward self-realization

IX. Self-Analysis
   A. Essential to become an effective therapist

X. Comparison of Horney and Freud

XI. Evaluation

5.1 Multiple Choice Questions

1) Horney’s major criticism of Freud’s theory was that it
   A) was designed to deal with problems specific to a certain country at a certain time in history.
   B) was too general.
   C) placed too much emphasis on the unconscious mind.
   D) was too deterministic.
   
   Answer: A
   Diff: 2       Page Ref: 125, 126
   Skill: Applied

2) When Horney moved to America during the Depression, she found that people were worried about
   A) losing their jobs.
   B) not being able to pay their rent.
   C) not being able to provide their children with medical care.
   D) all of the above
   
   Answer: D
   Diff: 1       Page Ref: 126
   Skill: Applied

3) Which of the following did Horney find not to be a source of concern during the depression years in America?
   A) unemployment
   B) sexual problems
   C) medical care
   D) money
   
   Answer: B
   Diff: 1       Page Ref: 126
   Skill: Applied
4) For Horney, it is what a person experiences _____ that determines if he or she will have psychological problems.
A) financially  
B) emotionally  
C) socially  
D) biologically  
Answer: C  
Diff: 2  Page Ref: 126  
Skill: Applied

5) Like Freud, Horney stressed the importance of
A) biological drives.  
B) early childhood experiences.  
C) the psychosexual stages of development.  
D) all of the above  
Answer: B  
Diff: 2  Page Ref: 128  
Skill: Applied

6) Like Adler, Horney believed the child starts life with
A) a powerful sex drive.  
B) an attraction to the parent of the opposite sex.  
C) a feeling of helplessness.  
D) all of the above  
Answer: C  
Diff: 2  Page Ref: 129  
Skill: Applied

7) Horney considered the satisfaction of the _____ needs to be most important for healthy personality development.
A) physiological  
B) safety  
C) spiritual  
D) animalistic  
Answer: B  
Diff: 1  Page Ref: 129  
Skill: Applied

8) According to Horney, if the child’s needs for safety and satisfaction are satisfied, the child will
A) probably develop normally.  
B) probably become a neurotic.  
C) become pampered.  
D) not develop the stress tolerance necessary to survive in modern society.  
Answer: A  
Diff: 1  Page Ref: 129  
Skill: Applied
9) Which of the following did Horney refer to as the basic evil?
A) not satisfying a child’s biological needs
B) having more than three children
C) anything that parents do that undermines a child’s security
D) all of the above
Answer: C
Diff: 2 Page Ref: 129
Skill: Applied

10) Which of the following exemplifies the basic evil?
A) indifference toward the child
B) unkept promises to the child
C) ridicule of the child
D) all of the above
Answer: D
Diff: 3 Page Ref: 129
Skill: Conceptual

11) The child who experiences the basic evil develops _____ toward his or her parents.
A) basic hostility
B) feelings of love
C) feelings of revenge
D) uncertainty
Answer: A
Diff: 2 Page Ref: 120
Skill: Conceptual

12) The child who seems to say, “I have to repress my hostility because I need you,” is repressing basic hostility because of
A) fear.
B) love.
C) helplessness.
D) guilt.
Answer: C
Diff: 2 Page Ref: 129
Skill: Conceptual

13) When basic hostility generalizes to the entire world and all of its people it is called
A) basic anxiety.
B) very basic hostility.
C) neurosis.
D) the basic evil.
Answer: A
Diff: 1 Page Ref: 130
Skill: Factual
14) When the child is convinced that everything and everyone in the world is potentially dangerous, he or she is experiencing
A) basic hostility.
B) basic anxiety.
C) helplessness.
D) neurosis.
Answer: B
Diff: 2 Page Ref: 130
Skill: Conceptual

15) According to Horney, a child with basic anxiety is well on his or her way to becoming a
A) corporate executive.
B) psychopath.
C) neurotic.
D) more than one of the above
Answer: C
Diff: 2 Page Ref: 130
Skill: Applied

16) Concerning the satisfaction of what Horney called the 10 neurotic needs, what distinguishes the neurotic from the normal person?
A) The normal person will tend to concentrate on one of the needs and exclude the others.
B) The neurotic will tend to concentrate on one of the needs and exclude the others.
C) The normal person does not have neurotic needs.
D) The normal person and the neurotic are about the same.
Answer: B
Diff: 3 Page Ref: 130
Skill: Applied

17) According to Horney, who has a need for affection and approval?
A) only normal people
B) only neurotics
C) both normal people and neurotics
D) neither normal people nor neurotics
Answer: C
Diff: 2 Page Ref: 130, 131
Skill: Applied

18) According to Horney, who has a need for power?
A) only normal people
B) only neurotics
C) both normal people and neurotics
D) neither normal people nor neurotics
Answer: C
Diff: 2 Page Ref: 130, 131
Skill: Applied
19) Which of the following adjustment patterns does the compliant type use?
A) moving toward people
B) moving away from people
C) moving against people
D) moving among people
Answer: A
Diff: 2 Page Ref: 132
Skill: Conceptual

20) According to Horney, the person who chooses the adjustment of moving toward people as his or her major means of dealing with people is
A) truly humanistic.
B) basically a hostile person.
C) basically a loving, caring person.
D) not a neurotic.
Answer: B
Diff: 3 Page Ref: 133
Skill: Applied

21) Which of the following looks at any situation from the standpoint of “What can I get out of it”?
A) the compliant type
B) the detached type
C) the hostile type
D) the psychopathic type
Answer: C
Diff: 2 Page Ref: 133
Skill: Conceptual

22) The normal person tends to
A) move toward people.
B) move against people.
C) move away from people.
D) all of the above
Answer: D
Diff: 2 Page Ref: 133
Skill: Conceptual

23) According to Horney, what does the normal person have much more of than the neurotic?
A) money
B) friends
C) problems
D) flexibility
Answer: D
Diff: 2 Page Ref: 133
Skill: Applied
24) Which of the following terms was used to describe the neurotic’s development?
A) nonexistent
B) too rapid
C) slow
D) lopsided
Answer: D
Diff: 3 Page Ref: 133
Skill: Conceptual

25) According to Horney, if people live in accordance with their _____ they are on the road to self-realization.
A) idealized selves
B) neurotic needs
C) real selves
D) more than one of the above
Answer: C
Diff: 1 Page Ref: 134
Skill: Applied

26) According to Horney, as long as a person is living in accordance with his or her________, he or she will develop into a normal, flexible, productive adult.
A) real self
B) idealized self
C) tyranny of the should
D) neurotic need
Answer: A
Diff: 1 Page Ref: 134
Skill: Applied

27) For the neurotic, the real self is perceived as
A) overly glorified.
B) lowly and despicable.
C) something to aspire to.
D) an escape.
Answer: B
Diff: 2 Page Ref: 134
Skill: Conceptual

28) According to Horney, problems result when the _____ is replaced by the _____ as a guide for living.
A) idealized self; real self
B) real self; idealized self
C) tyranny of the should; idealized self
D) idealized self; tyranny of the should
Answer: B
Diff: 3 Page Ref: 134
Skill: Applied
29) One’s life is governed by the tyranny of the should when
A) one is normal.
B) one’s real self has been displaced by one’s idealized self.
C) one’s idealized self has been displaced by one’s real self.
D) all of the above
Answer: B
Diff: 2        Page Ref: 134
Skill: Conceptual

30) Who lives in accordance with the tyranny of the should?
A) all humans
B) only normal people
C) neurotics
D) mainly children
Answer: C
Diff: 2        Page Ref: 134
Skill: Conceptual

31) The tyranny of the should is closely related to the neurotic’s
A) real self.
B) despised self.
C) idealized self.
D) actualized self.
Answer: C
Diff: 2        Page Ref: 134
Skill: Conceptual

32) Horney’s concept of _____ is similar to Freud’s concept of projection but is more general.
A) externalization
B) compartmentalization
C) rationalization
D) blind spots
Answer: A
Diff: 2        Page Ref: 135
Skill: Applied

33) Horney referred to _____ as a process of self-elimination.
A) moving toward people
B) moving against people
C) moving away from people
D) externalization
Answer: D
Diff: 2        Page Ref: 136
Skill: Applied
34) For neurotics, externalization involves
A) seeing the causes of bad things in their lives as outside of themselves.
B) seeing the causes of good things in their lives as outside of themselves.
C) both A and B
D) neither A nor B
Answer: C
Diff: 2 Page Ref: 136
Skill: Conceptual

35) Hortence views herself as being extremely intelligent and overlooks several instances when people have said that she has the brains of a kumquat. This is an example of what Horney referred to as
A) compartmentalization.
B) rationalization.
C) elusiveness.
D) blind spots.
Answer: D
Diff: 3 Page Ref: 137
Skill: Conceptual

36) Horney’s concept of _____ is similar to Freud’s concept of denial of reality.
A) compartmentalization.
B) rationalization
C) elusiveness
D) blind spots
Answer: D
Diff: 1 Page Ref: 137
Skill: Applied

37) Which of the following involves the avoidance of being wrong by not making any decisions?
A) cynicism
B) excessive self-control
C) elusiveness
D) blind spots
Answer: C
Diff: 2 Page Ref: 138
Skill: Conceptual

38) _______ involves guarding against anxiety by maintaining rigid self-control at all costs.
A) Externalization
B) Excessive self-control
C) Arbitrary rightness
D) Elusiveness
Answer: B
Diff: 1 Page Ref: 138
Skill: Conceptual
39) _____ is the opposite of arbitrary rightness.
   A) Cynicism
   B) Excessive self-control
   C) Elusiveness
   D) Blind spots
   Answer: C
   Diff: 3 Page Ref: 138
   Skill: Conceptual

40) To the person utilizing _____, the worst thing a person can be is indecisive or ambiguous.
   A) externalization
   B) excessive self-control
   C) arbitrary rightness
   D) cynicism
   Answer: C
   Diff: 2 Page Ref: 138
   Skill: Conceptual

41) In early writings, Horney contended that a source of trouble in marriage was the
   A) remnants of the male and female oedipal complexes.
   B) inability of a husband to allow his wife to be independent.
   C) financial responsibilities.
   D) children.
   Answer: A
   Diff: 1 Page Ref: 139
   Skill: Applied

42) According to Horney, the major obstacle to a long-lasting, positive sexual relationship within
   marriage is
   A) financial difficulties.
   B) the incest prohibitions learned as a child.
   C) the refusal or inability to give one’s partner independence.
   D) the lack of sensitivity concerning the sexual needs of one’s partner.
   Answer: B
   Diff: 2 Page Ref: 139
   Skill: Applied
43) To increase the probability of a marriage lasting, Horney advised
A) postpone marriage until later in life.
B) marry someone who shares your values.
C) marry someone as different from your parent of the opposite sex as possible.
D) marry someone who will allow you to live an independent life.
Answer: C
Diff: 1    Page Ref: 139
Skill: Applied

44) In her early writings, Horney maintains that men
A) envy the capacity for female motherhood.
B) resent the fact that they are expected to “perform” during sexual intercourse.
C) have “deeply hidden anxiety” about the size of their penises.
D) all of the above
Answer: D
Diff: 1    Page Ref: 140
Skill: Applied

45) In her later writings, Horney
A) rejected the concept of “penis envy” but retained the concept of “womb envy.”
B) rejected the concept of “womb envy” but retained the concept of “penis envy.”
C) accepted the concepts of both “womb envy” and “penis envy.”
D) rejected all versions of “anatomy is destiny” and instead accepted the cultural determination of personality.
Answer: D
Diff: 3    Page Ref: 141
Skill: Applied

46) Horney believed that
A) anatomy is destiny.
B) females are biologically inferior to males.
C) females are culturally inferior to males.
D) more than one of the above
Answer: C
Diff: 1    Page Ref: 141
Skill: Applied

47) According to Horney, females may sometimes appear to wish to be more masculine but what they really want is
A) independence.
B) to freely participate in their culture.
C) the same privileges that males have.
D) all of the above
Answer: D
Diff: 3    Page Ref: 141
Skill: Applied
48) In therapy Horney used dream analysis, free association, and instances of transference to discover
A) which major adjustment technique the client was using.
B) which aspects of the client’s psyche were underdeveloped.
C) what form of the basic evil the client had experienced as a child.
D) deep-seated feelings of inferiority.
Answer: A

49) As far as psychotherapy is concerned, Horney was strongly impressed by Freud’s concept of
A) penis envy.
B) transference.
C) the collective unconscious.
D) projection.
Answer: B

50) Which of the following did Horney find to be a major obstacle to effective therapy?
A) transference
B) a client’s tendency to externalize
C) countertransference
D) the client’s use of blind spots
Answer: B

51) According to Horney, the major goal of psychotherapy is to
A) replace the real self with the idealized self.
B) replace the idealized self with the real self.
C) strengthen the client’s auxiliary mechanisms.
D) strengthen the client’s ability to externalize.
Answer: B

52) According to Horney, if psychotherapy is effective, which of the following characteristics emerge in
the client?
A) responsibility
B) wholeheartedness
C) spontaneity of feeling
D) all of the above
Answer: D
53) According to Horney, a major task confronting patients undergoing either professional or self-analysis is
   A) being completely honest.
   B) understanding the unconscious influences in one’s life.
   C) changing one’s disruptive attitudes.
   D) all of the above
   Answer: D
   Diff: 1       Page Ref: 143, 144
   Skill: Applied

54) Horney believed that the extent to which self-analysis is successful depends on
   A) the amount of pain suffered in the process.
   B) the extent to which resistances are overcome.
   C) how carefully free association is avoided.
   D) the availability of a professional analyst.
   Answer: B
   Diff: 2       Page Ref: 144
   Skill: Applied

55) Horney believed that in self-analysis _____ was very important.
   A) free association
   B) transference
   C) the overcoming of resistances
   D) all of the above
   Answer: D
   Diff: 3       Page Ref: 144
   Skill: Applied

56) Concerning the importance of early childhood experience
   A) Horney believed it to be important but Freud did not.
   B) Freud believed it to be important but Horney did not.
   C) Both Horney and Freud believed it to be important.
   D) Neither Horney nor Freud believed it to be important.
   Answer: C
   Diff: 2       Page Ref: 145
   Skill: Factual

57) Concerning unconscious motivation
   A) Horney believed it to be important but Freud did not.
   B) Freud believed it to be important but Horney did not.
   C) Both Horney and Freud believed it to be important.
   D) Neither Horney nor Freud believed it to be important.
   Answer: C
   Diff: 2       Page Ref: 145
   Skill: Factual
58) On which of the following did Horney disagree with Freud?
A) the importance of unconscious motivation
B) the importance of early childhood experience
C) the importance of free association and dream analysis in the therapeutic process
D) the notion that anatomy is destiny
Answer: D
Diff: 2 Page Ref: 145
Skill: Applied

59) Concerning one’s ability to change one’s personality, Horney was
A) pessimistic.
B) optimistic.
C) in agreement with Freud.
D) more than one of the above
Answer: B
Diff: 2 Page Ref: 146
Skill: Applied

5.2 Questions for Essay or Discussion

1. In what ways is Horney’s theory comparable to Adler’s?

2. How is Horney’s use of the term “anxiety” different than Freud’s?

3. Which of the neurotic trends (needs) developed by Horney do you see in your own behavior? Can you provide explanations for these behaviors that do not attribute them to anxiety?

4. Explain the development of the three personality types identified by Horney. How are these related to development of the real self and self-realization?

5. Compare Horney’s notion of externalization with Freud’s concept of projection.

6. Horney identified seven unconscious devices used by neurotics. To what extent do these correspond with Freud’s ego-defense mechanisms?

7. The theory in this chapter is the only one in the text that was developed by a woman. What do you see in Horney’s theory that is influenced by her unique perspective as a woman?

8. With which theorist would Horney be in greatest agreement about goals and methods of psychotherapy? Explain.
CHAPTER 6: ERIK H. ERIKSON

Chapter Outline

I. Biographical Sketch
   A. Born Erik Homberger June 15, 1902
   B. Invited to train as a child analyst by Anna Freud (1927)
   C. Married April 1, 1930
   D. No advanced degrees except Vienna Psychoanalytic Institute in 1933
   E. Became U.S. citizen in 1939; changed last name to Erikson
   F. Died on May 12, 1994

II. Anatomy and Destiny
   A. Reported sex differences in children’s constructions of play scenes
      1. Structures guided by genital configurations
         (i.e., towers versus enclosures)
   B. Also included historical and social factors

III. Ego Psychology
   A. Developed functions, needs, and properties of the ego

IV. Epigenetic Principle, Crises, Ritualizations and Ritualisms
   A. Epigenetic principle
      1. Different parts of the personality have their own ascendency until
         the parts are integrated into a whole
      2. Personality has eight different parts, each with its own stage; each
         must develop prior to integration
   B. Crises
      1. Each stage of personality has its own crisis
      2. Each crisis has either positive or negative resolution
      3. The type of resolution either strengthens or weakens the ego
      4. Type of resolution predisposes success or failure at next stage
      5. Stages are psychosocial stages in reference to social influences
   C. Ritualizations and ritualisms
      1. Ritualization allows harmonious interplay between unfolding
         personality requirements and existing social and cultural conditions
      2. Ritualisms are inappropriate or false ritualizations

V. Eight Stages of Personality Development
   A. Infancy: Basic trust versus basic mistrust
      1. Resolved when child develops more trust than mistrust
      2. Virtue of hope emerges given positive resolution
   B. Early childhood: Autonomy versus shame and doubt
      1. Resolved if autonomy development dominates
      2. Virtue of will emerges
   C. Preschool age: Initiative versus guilt
      1. Resolved if initiative dominates guilt
      2. Virtue of purpose emerges
   D. School age: Industry versus inferiority
      1. Resolved if industry dominates inferiority
      2. Virtue of competence emerges
An Introduction to Theories of Personality

E. Adolescence: Identity versus role confusion
   1. Resolved if identity develops more than role confusion
   2. Virtue of fidelity emerges
F. Young adulthood: Intimacy versus isolation
   1. Resolved when intimacy outweighs isolation
   2. Virtue of love emerges
G. Adulthood: Generativity versus stagnation
   1. Resolved when generativity dominates stagnation
   2. Virtue of care emerges
H. Old Age: Ego Integrity versus despair
   1. Resolved when ego Integrity dominates despair
   2. Virtue of wisdom emerges

VI. Goal of Psychotherapy
    A. Goal: Ego strengthening for effective coping
    B. Encourage growth of missing (or weak) virtues
    C. Little interest in releasing unconscious conflict

VII. Comparison of Erikson and Freud

VIII. Evaluation

6.1 Multiple Choice Questions

1) The first shift from Freud’s position concerning the function of the ego came from
   A) Jung.
   B) Erikson.
   C) Anna Freud.
   D) Freud himself.
   Answer: C
   Diff: 1 Page Ref: 151
   Skill: Applied

2) Ego psychology
   A) stresses the autonomy of the ego.
   B) looks upon the ego as operating in the service of the id.
   C) looks upon the ego as the helpless rider of the id horse.
   D) all of the above
   Answer: A
   Diff: 1 Page Ref: 152
   Skill: Factual

3) Erikson has utilized his theory to analyze a number of historical figures. This method of analysis is called
   A) psychohistory.
   B) psychopersons.
   C) psychoanalysis.
   D) historology.
   Answer: A
   Diff: 1 Page Ref: 155
   Skill: Applied
4) Erikson found that scenes created by girls
A) typically had elaborate entrances.
B) tended to be static and peaceful.
C) were often penetrated by animals or dangerous men.
D) all of the above
   Answer: D
   Diff: 2     Page Ref: 156
   Skill: Applied

5) Erikson found that scenes created by boys
A) were dynamic
B) often had high towers or cannons.
C) often had high walls.
D) all of the above
   Answer: D
   Diff: 2     Page Ref: 156
   Skill: Applied

6) When Erikson asked boys and girls to create scenes with toy figures and blocks, what seemed, to Erikson, to be guiding their creations?
A) Erikson’s instructions
B) the sexual apparatus related to their gender
C) the scene left behind by the preceding child
D) suggestions from their parents
   Answer: B
   Diff: 1     Page Ref: 156
   Skill: Applied

7) Erikson concluded that scenes created by children were outward manifestations of their
A) genitals.
B) goals for the future.
C) unconscious mind.
D) internalized values.
   Answer: A
   Diff: 1     Page Ref: 156
   Skill: Applied

8) According to Erikson, personality is determined by
A) gender.
B) culture.
C) gender and culture.
D) free choice.
   Answer: C
   Diff: 2     Page Ref: 156
   Skill: Applied
9) Caplan disagreed with Erikson’s contention that “inner space” partially determines female characteristics because
A) females do not have an inner space.
B) her own research did not confirm Erikson’s claim that there are sex differences in the play constructions of children.
C) both A and B
D) neither A nor B
Answer: C
Diff: 3 Page Ref: 158
Skill: Applied

10) What did Caplan conclude about personality differences between males and females?
A) They are biologically determined.
B) They do not exist.
C) They are due exclusively to differences in socialization practices.
D) Male personality characteristics are biologically determined whereas female personality characteristics are culturally determined.
Answer: C
Diff: 2 Page Ref: 158
Skill: Applied

11) The epigenetic principle states that
A) development occurs in accordance with a genetically determined plan
B) for every stage of development there is an erogenous zone.
C) both progression and regression occur during development.
D) either development occurs in a positive direction or it does not occur at all.
Answer: A
Diff: 3 Page Ref: 159
Skill: Factual

12) Which of the following did Erikson believe about personality development?
A) All stages of personality are present in rudimentary form at birth.
B) Each stage of personality development builds on the outcomes of preceding stages.
C) The stages of personality development follow a genetically determined sequence.
D) all of the above
Answer: D
Diff: 2 Page Ref: 159
Skill: Applied

13) Each stage of development is characterized by an important turning point that Erikson called a(n)
A) epigenetic choice point.
B) crisis.
C) psychosexual stage.
D) virtue.
Answer: B
Diff: 1 Page Ref: 159
Skill: Applied
14) By the term “crisis” Erikson means
A) a negative outcome.
B) a disagreement between children and their parents.
C) an important turning point.
D) all of the above
Answer: C
Diff: 1 Page Ref: 159
Skill: Applied

15) According to Erikson, it is the _____ of positive and negative experiences that determines if a crisis is resolved positively.
A) ratio
B) number
C) magnitude
D) type
Answer: A
Diff: 2 Page Ref: 159
Skill: Applied

16) Erikson said a crisis is resolved positively when
A) the individual has only positive experiences.
B) the individual has mainly negative experiences.
C) the positive and negative experiences that a person has are about equal.
D) the individual has more positive experiences than negative ones.
Answer: D
Diff: 2 Page Ref: 159
Skill: Applied

17) During its _____ phase, a crisis is the focal point of development.
A) epigenetic
B) critical
C) immature
D) resolution
Answer: B
Diff: 2 Page Ref: 160
Skill: Conceptual

18) In order for personality to develop normally each crisis must be resolved positively in the stage of development in which the crisis is
A) critical.
B) immature.
C) the only one that exists.
D) existent for the first time.
Answer: A
Diff: 3 Page Ref: 160
Skill: Conceptual
19) According to Erikson, it is the individual’s _____ environment that determines if a crisis is resolved positively or negatively.
A) biological
B) genetic
C) social
D) more than one of the above
Answer: C
Diff: 1 Page Ref: 160
Skill: Applied

20) Erikson referred to the stages of development as
A) psychosocial.
B) psychosexual.
C) sociosexual.
D) epigenetic.
Answer: A
Diff: 1 Page Ref: 160
Skill: Applied

21) According to Erikson, it is _____ that prepare a child to live effectively within a particular culture.
A) ritualisms
B) ritualizations
C) crises
D) epigenetic principles
Answer: B
Diff: 2 Page Ref: 160
Skill: Applied

22) According to Erikson, _____ are recurring patterns of behavior that perpetuate the beliefs, values, and customs of a culture.
A) ritualisms
B) ritualizations
C) crises
D) epigenetic principles
Answer: B
Diff: 2 Page Ref: 160
Skill: Applied

23) Concerning ritualizations, Erikson said
A) we are typically more aware of those operating within our own culture than those operating in other cultures.
B) we are typically more aware of those operating within other cultures than those operating within our own culture.
C) we are aware of our own cultural ritualizations and those of other cultures.
D) we are typically aware of neither our own cultural ritualizations nor those of other cultures.
Answer: B
Diff: 3 Page Ref: 160
Skill: Applied
24) When a ritualization becomes an empty ceremony void of the power to bond individuals emotionally, it is referred to as a(n)
A) ritualism.
B) deflated ritualization.
C) crisis.
D) epigenetic principle.
Answer: A
Diff: 3 Page Ref: 161
Skill: Factual

25) Which of the following is the best example of a ritualization?
A) a graduation ceremony for kindergarten students
B) a wedding
C) a sorority initiation
D) all of the above
Answer: B
Diff: 2 Page Ref: 161
Skill: Conceptual

26) Which of the following is the best example of a ritualism?
A) high school students going on a spring break trip
B) “swearing in” a new president
C) a wedding
D) all of the above
Answer: A
Diff: 2 Page Ref: 161
Skill: Conceptual

27) The crisis characterizing the first stage of development is
A) initiative versus guilt.
B) autonomy versus shame and doubt.
C) basic trust versus basic mistrust.
D) industry versus inferiority.
Answer: C
Diff: 2 Page Ref: 161
Skill: Factual

28) Erikson said that when the crisis characterizing a psychosocial stage is positively resolved, a virtue emerges in one’s personality.
A) hope
B) crisis
C) defense mechanism
D) virtue
Answer: D
Diff: 1 Page Ref: 162
Skill: Applied
29) If the crisis characterizing the first stage of development is positively resolved, the virtue of ______ emerges.
A) trust
B) mistrust
C) hope
D) will
Answer: C  
Diff: 2     Page Ref: 162  
Skill: Conceptual

30) If during the first stage of development the child’s reverence and respect for the mother become exaggerated, the ritualism of _____ results.
A) numinous
B) idolism
C) basic mistrust
D) shame and doubt
Answer: B
Diff: 3     Page Ref: 162  
Skill: Conceptual

31) The crisis characterizing the second stage of development is
A) autonomy versus shame and doubt.
B) initiative versus guilt.
C) basic trust versus basic mistrust.
D) industry versus inferiority.
Answer: A 
Diff: 1     Page Ref: 162, 163  
Skill: Factual

32) If the crisis characterizing the second stage of development is positively resolved, the virtue of _____ emerges.
A) autonomy
B) basic trust
C) hope
D) will
Answer: D
Diff: 2     Page Ref: 163  
Skill: Conceptual

33) The ritualization characterizing the second stage of development (early childhood) is _____, whereas the ritualism that could develop during this stage is ______.
A) the numinous; idolism
B) idolism; the numinous
C) legalism; judiciousness
D) judiciousness; legalism
Answer: D
Diff: 3     Page Ref: 163  
Skill: Factual
34) The ritualism of _____ represents the victory of the letter of the law over the spirit of the law.
A) idolism
B) the judicious
C) legalism
D) the numinous
Answer: C
Diff: 2 Page Ref: 163
Skill: Conceptual

35) The crisis characterizing the third stage of development is
A) initiative versus guilt.
B) autonomy versus shame and guilt.
C) basic trust versus basic mistrust.
D) industry versus inferiority.
Answer: A
Diff: 1 Page Ref: 163, 164
Skill: Factual

36) If the crisis characterizing the third stage of development is positively resolved, the virtue of _____ emerges.
A) trust
B) purpose
C) competence
D) will
Answer: B
Diff: 2 Page Ref: 164
Skill: Conceptual

37) The ritualization characterizing the third stage of development (preschool age) is
A) impersonation.
B) formalism.
C) idolism.
D) authenticity.
Answer: D
Diff: 2 Page Ref: 164
Skill: Factual

38) If during the third stage of development (preschool age) the child confuses his or her true self with a role he or she is playing, he or she is displaying the ritualism of
A) authenticity.
B) formality.
C) impersonation.
D) legalism.
Answer: C
Diff: 3 Page Ref: 164
Skill: Conceptual
39) During which stage of development does the individual learn the technological skills that will allow him or her to become a productive member of the community?
A) first  
B) second  
C) third  
D) fourth  
*Answer: D*  
*Diff: 3 Page Ref: 164*  
*Skill: Conceptual*

40) The crisis characterizing the fourth stage of development is
A) initiative versus guilt.  
B) autonomy versus shame and guilt.  
C) identity versus role confusion.  
D) industry versus inferiority.  
*Answer: D*  
*Diff: 1 Page Ref: 164, 165*  
*Skill: Factual*

41) If the crisis characterizing the fourth stage of development is negatively resolved, the person develops
A) competence.  
B) a sense of industry.  
C) a sense of inferiority.  
D) a sense of guilt.  
*Answer: C*  
*Diff: 2 Page Ref: 165*  
*Skill: Conceptual*

42) If the crisis characterizing the fourth stage of development is positively resolved, the virtue of ____ emerges.
A) purpose  
B) competence  
C) industry  
D) initiative  
*Answer: B*  
*Diff: 2 Page Ref: 165*  
*Skill: Conceptual*

43) According to Erikson, the ritualism of ____ is demonstrated when there is over-concern with the technique involved in doing a task and a blindness to the task’s purpose or meaning.
A) formalism  
B) formality  
C) impersonation  
D) role confusion  
*Answer: A*  
*Diff: 3 Page Ref: 165*  
*Skill: Applied*
44) The crisis characterizing the fifth stage of development is
A) initiative versus guilt.
B) identity versus role confusion.
C) industry versus inferiority.
D) intimacy versus isolation.
Answer: B
Diff: 1 Page Ref: 165, 166
Skill: Factual

45) Erikson believed that the _____ stage of development represents the transitional period between
career and adulthood.
A) fourth
B) fifth
C) sixth
D) seventh
Answer: B
Diff: 3 Page Ref: 166
Skill: Applied

46) According to Erikson, during the teenage years an individual must either develop an identity or
experience role confusion. This important turning point is called
A) the identity crisis.
B) generativity versus stagnation.
C) ego integrity versus despair.
D) more than one of the above
Answer: A
Diff: 1 Page Ref: 166
Skill: Applied

47) Erikson called the interval between youth and adulthood
A) the psychosocial moratorium.
B) the latency stage.
C) chaos.
D) negative identity.
Answer: A
Diff: 1 Page Ref: 166
Skill: Applied

48) ________ are all those things that a child is warned not to become.
A) Role confusions
B) Negative resolutions
C) Negative virtues
D) Negative identities
Answer: D
Diff: 1 Page Ref: 166
Skill: Conceptual
49) If the crisis characterizing the fifth stage of development is resolved positively, the virtue of _______ emerges.
A) love
B) fidelity
C) wisdom
D) care
Answer: B
Diff: 2 Page Ref: 167
Skill: Conceptual

50) _______ is the ability to sustain loyalties freely pledged in spite of the inevitable contradictions of value systems.
A) Intimacy
B) Care
C) Love
D) Fidelity
Answer: D
Diff: 2 Page Ref: 167
Skill: Conceptual

51) According to Erikson, the ritualization of _____ furnishes the adolescent with a “game-plan” for life.
A) totalism
B) authenticity
C) formalism
D) ideology
Answer: D
Diff: 3 Page Ref: 167
Skill: Applied

52) The ritualism of _____ involves the unquestioning commitment to simplistic ideologies.
A) ideology
B) totalism
C) role confusion
D) impersonation
Answer: B
Diff: 2 Page Ref: 167
Skill: Conceptual

53) Adolescents who accept the values of religious cults, musical groups, drug cultures, athletes, or delinquent gangs are displaying the ritualism of
A) totalism.
B) formalism.
C) ideology.
D) idealism.
Answer: A
Diff: 2 Page Ref: 167
Skill: Conceptual
54) The crisis characterizing the sixth stage of development is
A) identity versus role confusion.
B) generativity versus stagnation.
C) intimacy versus isolation.
D) ego integrity versus despair.
Answer: C
Diff: 1 Page Ref: 167, 168
Skill: Conceptual

55) If the crisis characterizing the sixth stage of development is positively resolved, the virtue of _____ emerges.
A) care
B) wisdom
C) fidelity
D) love
Answer: D
Diff: 2 Page Ref: 168
Skill: Conceptual

56) If the crisis characterizing the sixth stage of development is negatively resolved, _____ results.
A) role confusion
B) despair
C) stagnation
D) isolation
Answer: D
Diff: 2 Page Ref: 168
Skill: Conceptual

57) The wedding ceremony exemplifies
A) affiliation.
B) elitism.
C) totalism.
D) ideology.
Answer: A
Diff: 2 Page Ref: 168
Skill: Conceptual

58) Snobbery and allegiance to exclusive clubs exemplify the ritualism of
A) affiliation.
B) elitism.
C) allegiance.
D) isolation.
Answer: B
Diff: 2 Page Ref: 168
Skill: Conceptual
59) The crisis characterizing the seventh stage of development is
A) generativity versus stagnation.
B) intimacy versus isolation.
C) identity versus role confusion.
D) ego integrity versus despair.
Answer: A

60) ______________ is the concern with guiding the next generation.
A) Ego integrity
B) Intimacy
C) Fidelity
D) Generativity
Answer: D

61) If the crisis characterizing the seventh stage of development is positively resolved, the virtue of
_______ emerges.
A) love
B) care
C) wisdom
D) fidelity
Answer: B

62) The ritualization corresponding to the seventh stage of development (adulthood) is
A) generationalism.
B) authoritism.
C) ideology.
D) elitism.
Answer: A

63) The ritualism corresponding to the seventh stage of development (adulthood) is
A) authoritism.
B) elitism.
C) generationalism.
D) totalism.
Answer: A
64) The crisis characterizing the eighth stage of development is
A) identity versus role confusion.
B) ego integrity versus despair.
C) generativity versus stagnation.
D) intimacy versus isolation.
Answer: B
Diff: 1 Page Ref: 169
Skill: Conceptual

65) If the crisis characterizing the eighth stage of development is resolved positively, the virtue of ______ emerges.
A) love
B) care
C) wisdom
D) fidelity
Answer: C
Diff: 2 Page Ref: 169
Skill: Conceptual

66) The ritualization of _____ puts life and death into perspective.
A) ideology
B) sapientism
C) generationalism
D) integralism
Answer: D
Diff: 3 Page Ref: 169
Skill: Conceptual

67) According to Erikson, who does not fear death?
A) the person who looks back on his or her life with frustration
B) the person who looks back on a rich, meaningful, and happy life
C) the religious individual
D) the neurotic individual
Answer: B
Diff: 3 Page Ref: 169
Skill: Applied

68) ______ is the final unification of previous ritualizations.
A) Integralism
B) Sapientism
C) Integrity
D) Finalism
Answer: A
Diff: 2 Page Ref: 169
Skill: Conceptual
69) The ritualism of _____ involves playing the role of a person that has all of the answers or “the unwise pretense of being wise.”
A) authoritism
B) totalism
C) sapientism
D) elitism
Answer: C
Diff: 3 Page Ref: 170
Skill: Conceptual

70) In his therapeutic practice, Erikson
A) minimized dream analysis.
B) had his patients sit across from him in an easy chair.
C) concentrated on strengthening the patient’s ego.
D) all of the above
Answer: D
Diff: 3 Page Ref: 171
Skill: Applied

71) Dream analysis was used by Erikson to
A) discover repressed, traumatic experiences.
B) determine the strength of the dreamer’s ego.
C) explore first memories and the origins of the dreamer’s lifestyle.
D) determine if the dreamer moved toward, away from, or against people.
Answer: B
Diff: 2 Page Ref: 173
Skill: Applied

72) Concerning his views on religion, Erikson disagreed most with
A) Adler
B) Freud
C) Jung
D) all of the above
Answer: B
Diff: 3 Page Ref: 173
Skill: Applied

73) For Erikson, a major function of religion is to
A) satisfy infantile needs and wishes.
B) provide simplistic answers to the complex questions of life.
C) give neurotics something to live for.
D) provide people with a world image that is conducive to trust, hope, and faith.
Answer: D
Diff: 2 Page Ref: 173
Skill: Applied
74) Erikson’s theory has been criticized for
A) being difficult to test empirically.
B) excessive moralizing.
C) supporting the status quo.
D) all of the above
Answer: D
Diff: 2 Page Ref: 174, 175
Skill: Factual

75) Erikson’s theory has been praised for
A) vastly expanding psychology’s domain.
B) helping to develop ego psychology.
C) having considerable applied value.
D) all of the above
Answer: D
Diff: 2 Page Ref: 176
Skill: Factual

6.2 Questions for Essay or Discussion

1. Explain, in your own words, Erikson’s epigenetic principle. Give examples where possible.

2. Explain the roles that ritualization has played in your life. Why are these events different from ritualisms?

3. In which of Erikson’s stages do you currently see yourself? Try to identify the crisis that characterizes your current stage and speculate concerning the resolution of this stage.

4. Which of the other theorists has a developmental theory that is most like Erikson’s? What aspects of these theories make them seem similar?

5. Which of the previous theorists share(s) Erikson’s goals for psychotherapy? Which are most similar in method?

6. Can we say that Erikson has a view of human nature? If so, is this view positive or negative? Why?
CHAPTER 7: GORDON ALLPORT

Chapter Outline

I. Biographical Sketch
   A. Born November 11, 1897
   B. Graduated from Harvard in 1919
   C. Meeting with Freud led to dissatisfaction with depth psychology
   D. Harvard MA in 1921 and PhD in 1922
   E. Unsatisfactory meeting with Titchener 1922
   F. Married June 30, 1925
   G. Died October 9, 1967

II. What Is Personality?
   A. Uniquely American approach
      1. Dynamic organization
      2. Psychophysical systems
      3. Determine
      4. Characteristic behavior and thought

III. Character, Temperament, and Type
   A. Character (personality evaluated)
   B. Temperament (emotional component of personality)
   C. Type (descriptive category)

IV. Criteria for an Adequate Theory of Personality
   A. Five characteristics of an adequate theory of personality
      1. Views personality as contained within the person
      2. Views person as filled with variables contributing to his/her actions
      3. Seeks motives for behavior in present instead of past
      4. Employs units of measure capable of living synthesis
      5. Adequately accounts for self-awareness

V. Allport’s Concept of Trait
   A. The measure capable of “living synthesis”
      1. Biophysical structures
      2. Causes similar behaviors in similar environments
      3. Combination of innate needs and learning
      4. No two people have the same combinations of traits
      5. Interaction of traits and situations
   B. Traits are not habits
   C. Traits are not attitudes

VI. Types of Traits
   A. Individual traits (personal disposition) versus common traits
   B. Idiographic versus nomothetic methods
   C. Cardinal dispositions (influence almost everything individual does)
   D. Central dispositions (major organizational traits)
   E. Secondary dispositions (similar to habits or attitudes but more general)
VII. The Proprium
   A. Proprium is the organizer of personality (“inward unity”)
   B. Proprium evolves over time
      1. Sense of bodily “me” (first year)
      2. Sense of self-identity (second year)
      3. Sense of self-esteem (third year)
      4. Sense of self-extension (fourth year)
      5. Emergence of self-image (fourth to sixth year)
      6. Emergence of self as a rational copeter (sixth to twelfth year)
      7. Emergence of propriate striving (twelfth year through adolescence)
      8. Emergence of self as knower (adulthood)
   C. Conscience
      1. Must conscience
      2. Ought conscience

VIII. Functional autonomy
   A. Four requirements for adequate theory of motivation
      1. It must recognize the contemporary nature of motives
      2. It must allow for the existence of several types of motives
      3. It must recognize the importance of cognitive processes
      4. It must recognize that each person’s pattern of motivation is unique
   B. Functional Autonomy satisfies all of the above
      1. Perseverative functional autonomy
      2. Propriate functional autonomy

IX. The Healthy, Mature Adult Personality
   A. Six attributes of healthy adults
      1. Capacity for self-extension
      2. Capacity for warm human interactions
      3. Demonstration of emotional security and self-acceptance
      4. Demonstration of realistic perceptions
      5. Demonstration of self-objectification
      6. Demonstration of unifying philosophy of life
   B. Unhealthy persons
      1. Due to stifled growth
      2. Motives in past rather than present or future

X. The Nature of Prejudice
   A. Positive or negative
      1. Feeling prior to, not based on, actual experience

XI. Religion
   A. Extrinsic religion
      1. Unhealthy and immature but superficially useful
   B. Intrinsic religion
      1. Healthy—directs life and development
   C. Religious orientation scale (assesses intrinsic vs. extrinsic)

XII. Letters from Jenny
   A. Use of personal documents to study personality

XIII. Study of Expressive Behavior and Values
   A. Retains emphasis on the importance of the individual

XIV. Evaluation
7.1 Multiple Choice Questions

1) Allport believed that the principles governing the behavior of lower animals or neurotics, and the principles governing the behavior of healthy adult humans were
A) nonexistent.
B) exactly the same.
C) approximately the same.
D) completely different.
Answer: D
Diff: 1 Page Ref: 181
Skill: Applied

2) The dominant theme running through all of Allport’s work is the
A) importance of the unconscious mind.
B) importance of the individual.
C) interrelatedness of all living things.
D) importance of early experience in determining adult motivation.
Answer: B
Diff: 1 Page Ref: 182
Skill: Applied

3) Allport’s position is contrary to scientific method because science is interested in what is _____ true, whereas Allport was interested in what is _____ true.
A) always; sometimes
B) specifically; generally
C) generally; specifically
D) sometimes; always
Answer: C
Diff: 3 Page Ref: 182
Skill: Applied

4) What did Allport learn from his visit with Freud?
A) that it is possible to dig so deeply into the mind that important information may be overlooked
B) the importance of unconscious motivation
C) the origins of his own inhibitions
D) that his views of human nature were very similar to Freud’s
Answer: A
Diff: 1 Page Ref: 183
Skill: Applied

5) Allport believed the best way to discover a person’s true motives is to
A) analyze the person’s dreams.
B) study a combination of things such as memory lapses, sense of humor, and choice of clothing.
C) analyze the person’s musical preferences.
D) ask the person about those motives.
Answer: D
Diff: 1 Page Ref: 183
Skill: Applied
6) Allport’s theory was influenced mainly by
A) behaviorism.
B) psychoanalysis.
C) Gestalt psychology.
D) Adler and Horney.
Answer: C
Diff: 2 Page Ref: 185
Skill: Applied

7) Which of the following did Allport utilize as a source of information about personality?
A) scientific method
B) philosophy
C) literature
D) all of the above
Answer: D
Diff: 3 Page Ref: 185
Skill: Applied

8) According to Allport, personality is
A) static.
B) unconscious.
C) dynamic.
D) genetic.
Answer: C
Diff: 2 Page Ref: 185
Skill: Applied

9) The term(s) _____ in Allport’s definition of personality refers to the fact that personality, although always organized, is constantly changing.
A) becoming
B) psychophysical systems
C) dynamic organization
D) determine
Answer: C
Diff: 1 Page Ref: 185
Skill: Applied

10) Which of the following terms from Allport’s definition of personality indicates that the mind and body are fused into one inseparable unit?
A) characteristic behavior and thought
B) determine
C) dynamic organization
D) psychophysical systems
Answer: D
Diff: 2 Page Ref: 186
Skill: Applied
11) Which of the following terms from Allport’s definition of personality indicates his belief that personality is something and does something?
A) determine
B) dynamic organization
C) characteristic behavior and thought
D) psychophysical systems
Answer: A
Diff: 3 Page Ref: 186
Skill: Applied

12) For Allport, the best way to learn about a particular individual is to study
A) similar individuals.
B) that particular individual.
C) members of that individual’s immediate family.
D) individuals with similar scores on personality tests.
Answer: B
Diff: 2 Page Ref: 186
Skill: Applied

13) Which of the following did Allport refer to as the “raw material” from which personality is shaped?
A) temperament
B) physique
C) intelligence
D) all of the above
Answer: D
Diff: 1 Page Ref: 186
Skill: Applied

14) Which of the following did Allport define as “personality evaluated”?
A) type
B) temperament
C) quality
D) character
Answer: D
Diff: 1 Page Ref: 186
Skill: Applied

15) ___________ is the emotional component of the personality.
A) Temperament
B) Physique
C) Intelligence
D) Character
Answer: A
Diff: 1 Page Ref: 186
Skill: Conceptual
16) According to Allport, which of the following is genetically determined?
   A) temperament  
   B) physique  
   C) intelligence  
   D) all of the above  
   Answer: D  
   Diff: 2  
   Page Ref: 186  
   Skill: Applied

17) According to Allport, we use the word _____ when we are describing other people.
   A) type  
   B) temperament  
   C) character  
   D) none of the above  
   Answer: A  
   Diff: 1  
   Page Ref: 187  
   Skill: Applied

18) Which of the following was not one of Allport’s criteria for an adequate theory of personality?
   A) It will emphasize the importance of the environment.  
   B) It will view personality as contained within the person.  
   C) It will view the person as filled with variables.  
   D) It must account for self-awareness.  
   Answer: A  
   Diff: 3  
   Page Ref: 187, 188  
   Skill: Applied

19) The unit of measure of personality that Allport believed was capable of a “living synthesis” was
   A) trait.  
   B) reflex.  
   C) habit.  
   D) factor.  
   Answer: A  
   Diff: 1  
   Page Ref: 188  
   Skill: Applied

20) For Allport, traits were
   A) names.  
   B) real biophysical structures.  
   C) theoretical fictions.  
   D) the same thing as habits.  
   Answer: B  
   Diff: 2  
   Page Ref: 188  
   Skill: Applied
21) Allport believed that traits are
A) innate.
B) partly innate and partly learned.
C) learned.
D) nonexistent.
Answer: B
Diff: 2 Page Ref: 188
Skill: Applied

22) According to Allport, _____ account for the consistency in human behavior.
A) social norms
B) traits
C) habits
D) common early experiences
Answer: B
Diff: 1 Page Ref: 189
Skill: Applied

23) Allport said that no two people have precisely the same trait because
A) there are as many traits as there are people.
B) any trait can manifest itself in an almost infinite number of ways.
C) traits are genetically determined; no two people possess the same genes.
D) traits are learned and no two people have the same learning experiences.
Answer: B
Diff: 3 Page Ref: 189
Skill: Applied

24) According to Allport, the possession of a trait
A) creates a range of possible responses to a situation.
B) determines the exact response that is made to a situation.
C) only influences a person’s behavior if it is a cardinal or central trait.
D) has no effect on a person’s behavior.
Answer: A
Diff: 3 Page Ref: 189
Skill: Applied

25) Allport believed that _____ cause behavior.
A) traits
B) situations
C) the interaction between traits and situations
D) none of the above
Answer: C
Diff: 2 Page Ref: 190
Skill: Applied
26) The _____ method of research involves the intense study of the single individual.
A) nomographic
B) correlational
C) idiographic
D) nomothetic
Answer: C
Diff: 1 Page Ref: 191
Skill: Factual

27) The _____ method of research involves the study of groups of individuals and analyzes averages.
A) nomographic
B) correlational
C) idiographic
D) nomothetic
Answer: D
Diff: 1 Page Ref: 191
Skill: Factual

28) Cardinal dispositions are observed in
A) almost everyone.
B) a large number of individuals.
C) only a small number of people.
D) only highly educated individuals.
Answer: C
Diff: 2 Page Ref: 192
Skill: Conceptual

29) A _____ disposition influences almost everything that a person does.
A) cardinal
B) central
C) secondary
D) personal
Answer: A
Diff: 1 Page Ref: 192
Skill: Conceptual

30) The terms you include in a letter of recommendation describe a person’s _____ dispositions.
A) cardinal
B) central
C) secondary
D) academic
Answer: B
Diff: 2 Page Ref: 192
Skill: Conceptual
31) Terms like intelligent, creative, reliable, and persistent exemplify ______ dispositions.
   A) cardinal
   B) central
   C) secondary
   D) academic
   Answer: B
   Diff: 3            Page Ref: 192
   Skill: Factual

32) How many central dispositions did Allport believe a person normally possesses?
   A) one
   B) about 5 to 10
   C) between 10 and 20
   D) hundreds
   Answer: B
   Diff: 3            Page Ref: 192
   Skill: Applied

33) What Allport called the proprium, at other times in history has been called the
   A) soul.
   B) self.
   C) ego.
   D) all of the above
   Answer: D
   Diff: 2            Page Ref: 193
   Skill: Applied

34) According to Allport, the _____ includes all of the facts about a person that makes him or her unique.
   A) proprium
   B) unconscious
   C) mind
   D) soul
   Answer: A
   Diff: 1            Page Ref: 193
   Skill: Applied

35) When the child comes to realize that he or she is the same person although there are changes in his or her size and experiences, the child has developed a sense of
   A) bodily “me.”
   B) self-extension.
   C) self-esteem.
   D) self-identity.
   Answer: D
   Diff: 3            Page Ref: 193
   Skill: Conceptual
36) When children realize that not only their body belongs to them but so do certain toys, games, and pets, they are said to have developed a sense of
A) self-image.
B) propriate striving.
C) self-extension.
D) self-identity.
Answer: C
Diff: 3 Page Ref: 193
Skill: Conceptual

37) Following the emergence of propriate striving, the person becomes
A) whole.
B) almost completely future oriented.
C) sexual.
D) self-realized.
Answer: B
Diff: 3 Page Ref: 194
Skill: Conceptual

38) Which of the following is the final stage in the development of the proprium?
A) the emergence of self-image
B) the emergence of the self as rational coper
C) the emergence of propriate striving
D) the emergence of self as knower
Answer: D
Diff: 1 Page Ref: 194
Skill: Factual

39) For Allport, the _____ represents the internalization of parental rules and regulations.
A) must conscience
B) proprium
C) ought conscience
D) rational knower
Answer: A
Diff: 1 Page Ref: 194, 195
Skill: Applied

40) According to Allport, the moral behavior of healthy adults is governed by
A) must conscience.
B) proprium.
C) ought conscience.
D) rational knower.
Answer: C
Diff: 1 Page Ref: 195
Skill: Applied
41) For Allport, _____ involves a sense of duty to keep one’s self-image in acceptable shape.
A) must conscience
B) proprium
C) ought conscience
D) rational knower
Answer: C
Diff: 2    Page Ref: 195
Skill: Applied

42) Which of the following was not included by Allport as a criterion for an adequate theory of motivation?
A) It must recognize the importance of cognitive processes.
B) It must recognize the impact of one’s culture on one’s motives.
C) It must allow for the existence of several types of motives.
D) It must recognize the contemporary nature of motives.
Answer: B
Diff: 3    Page Ref: 196
Skill: Applied

43) Motives that were at one time means to an end, sometimes become ends in themselves. This describes Allport’s concept of
A) trait.
B) functional autonomy.
C) need induction.
D) propriate striving.
Answer: B
Diff: 2    Page Ref: 196
Skill: Applied

44) When a motive becomes functionally autonomous it is pursued
A) because there is a practical reason to do so.
B) for its own sake.
C) because of external encouragement.
D) because it is in accordance with the concept of the “good me.”
Answer: B
Diff: 2    Page Ref: 197
Skill: Conceptual

45) ________ refers to repetitious activities that are blindly engaged in although they no longer serve a purpose.
A) Propriate functional autonomy
B) Propriate patterning
C) Perseverative functional autonomy
D) Perseverative patterning
Answer: C
Diff: 3    Page Ref: 197
Skill: Conceptual
46) ________ refers to an individual’s interests, values, goals, attitudes, and sentiments.
A) Propriate functional autonomy
B) Propriate patterning
C) Perseverative functional autonomy
D) Perseverative patterning
Answer: A
Diff: 3     Page Ref: 197
Skill: Conceptual

47) The principle of _____ states that when one needs no longer to be concerned with survival and early adjustments in life, a considerable amount of energy becomes available to the person.
A) organizing the energy level
B) mastery and competence
C) propriate patterning
D) excess mental energy
Answer: A
Diff: 2     Page Ref: 197
Skill: Conceptual

48) The principle of _____ assurs consistency and integration of personality.
A) organizing the energy level
B) mastery and competence
C) propriate patterning
D) excess mental energy
Answer: C
Diff: 2     Page Ref: 197
Skill: Conceptual

49) According to Allport, healthy adults view things
A) much the same way as neurotics do.
B) selectively depending on their unifying philosophy of life.
C) as they hope they would be.
D) as they really are.
Answer: D
Diff: 3     Page Ref: 198
Skill: Applied

50) According to Allport, who possesses a unifying philosophy of life?
A) only religious individuals
B) some healthy adults
C) only neurotics
D) all healthy adults
Answer: D
Diff: 2     Page Ref: 199
Skill: Applied
51) Allport agreed with Horney that
A) anatomy is destiny.
B) a generous amount of security is necessary in the early years of life if a child is to develop normally.
C) most human behavior is unconsciously motivated.
D) having identity is far better than having role confusion.
Answer: B
Diff: 3     Page Ref: 199
Skill: Applied

52) Allport referred to the tendency to project positive qualities onto groups as
A) humane.
B) negative prejudice.
C) positive prejudice.
D) extrinsic religion.
Answer: C
Diff: 2     Page Ref: 200
Skill: Applied

53) Allport referred to the tendency to project negative qualities onto groups as
A) humane.
B) negative prejudice.
C) positive prejudice.
D) extrinsic religion.
Answer: B
Diff: 2     Page Ref: 200
Skill: Applied

54) A negative categorization of objects or people that is immune to revision in spite of experience to the contrary is called
A) overcategorization.
B) human tendency.
C) positive prejudice.
D) stereotype.
Answer: D
Diff: 2     Page Ref: 201
Skill: Conceptual

55) Allport believed that generalizations become negative when
A) they act as guides for behavior.
B) they are revised in light of subsequent experience.
C) they are maintained in spite of experience to the contrary.
D) all of the above
Answer: C
Diff: 2     Page Ref: 201
Skill: Applied
56) Allport considered the tendency to generalize from experience to be
A) a characteristic of only neurotic individuals.
B) a characteristic of only normal individuals.
C) something that can be and should be avoided.
D) natural and unavoidable.
Answer: D
Diff: 3 Page Ref: 202
Skill: Applied

57) According to Allport, when people are frustrated they seek
A) a scapegoat.
B) extrinsic religion.
C) intrinsic religion.
D) propriatism.
Answer: A
Diff: 1 Page Ref: 202
Skill: Applied

58) According to Allport, overcoming negative prejudice will require
A) a unified societal effort.
B) extrinsic religion.
C) the strengthening of family values.
D) a scapegoat.
Answer: A
Diff: 2 Page Ref: 202
Skill: Applied

59) For Allport, the statements “My church is better than your church” and “God prefers my people to your people” exemplify _____ religion.
A) typical
B) evangelical
C) intrinsic
D) extrinsic
Answer: D
Diff: 1 Page Ref: 203
Skill: Applied

60) According to Allport, the best religion is
A) no religion.
B) intrinsic religion.
C) extrinsic religion.
D) the Christian religion.
Answer: B
Diff: 1 Page Ref: 203
Skill: Applied
61) Which of the following did Allport believe could be used to gain important information about a person’s personality?
A) diaries
B) autobiographies
C) letters
D) all of the above
Answer: D
Diff: 2 Page Ref: 204
Skill: Applied

62) Allport’s study of Jenny’s letters exemplifies _____ research.
A) idiographic
B) correlational
C) nomothetic
D) naturalistic
Answer: A
Diff: 2 Page Ref: 206
Skill: Applied

63) Allport’s theory has been criticized for
A) being circular.
B) being unscientific.
C) denying the importance of other theoretical approaches to the study of personality.
D) all of the above
Answer: D
Diff: 2 Page Ref: 207, 208
Skill: Applied

64) Probably Allport’s most severely criticized concept was
A) functional autonomy.
B) the proprium.
C) the trait.
D) the healthy adult human.
Answer: A
Diff: 2 Page Ref: 208
Skill: Applied

7.2 Questions for Essay or Discussion

1. Does Allport’s theory satisfy his five criteria for an adequate theory of personality? Explain.

2. Does Freud’s (or Jung’s) theory satisfy Allport’s criteria? Why or why not?

3. Are Allport’s research methods appropriate for the study of personality as he sees it? Explain your answer.

4. Does Allport’s theory adequately explain psychopathology? Develop your answer with examples.
5. Using Allport’s study of Jenny as an example, discuss the benefits and shortcomings of the idiographic method.

6. Why is it important, from Allport’s perspective, to distinguish between intrinsic and extrinsic religion?

7. How is it possible, within Allport’s type of analysis, to make meaningful comparisons between the personalities of different people?
CHAPTER 8: RAYMOND B. CATTELL AND HANS J. EYSENCK

Chapter Outline

I. Biographical Sketches
   A. Raymond B. Cattell
      1. Born March 20, 1905
      2. Entered the University of London at age 16
      3. PhD degree in 1929
      4. Married December 1, 1930; Married again April 2, 1946
      5. Died February 2, 1998
   B. Hans J. Eysenck
      1. Born March 4, 1916
      2. Graduated University of London 1938
      3. PhD at University of London 1940
      4. Married twice (during grad school and again 1950)
      5. Died September 4, 1997

II. Factor Analysis
   A. Related to correlation—begins with correlation matrix
   B. Cluster of highly correlated measures is a factor
   C. Cattell and Eysenck equate factors with traits
   D. Cattell’s approach: Inductive reasoning
   E. Eysenck’s approach: Hypothetico-deductive reasoning

III. Idiographic vs. Nomothetic Techniques
   A. Cattell used both but tried to develop idiographic technique
   B. Eysenck discounted the debate between the methods

IV. Taxonomy of Traits
   A. Cattell’s analysis
      1. Surface traits versus source traits (causal)
         a. Found 16 source traits
      2. Constitutional (genetic) and environmental-mold (learned) traits
      3. Ability traits (e.g., intelligence)
      4. Temperament traits (constitutional traits influencing emotion)
      5. Dynamic traits (motivational)
         a. Ergs (dynamic, constitutional source trait)
         b. Metaerg (dynamic, environmental-mold trait)
            i) Sentiment (major metaerg)
            ii) Attitude (specific metaerg derived from a sentiment)
   B. Eysenck’s analysis
      1. A theory of temperament (intelligence not included)
      2. Emphasis only on heritable traits
      3. Three higher order traits (superfactors)
         a. Extroversion (vs. introversion)
         b. Neuroticism
         c. Psychoticism
      4. Historically related to Jung, Hippocrates, Galen, Kant, and Wundt
5. Biological bases of personality
   a. Early version emphasized excitation/inhibition
   b. Later version emphasized the ARAS and VB

V. Is Anatomy Destiny?
   A. Cattell: Some traits are heritable; others are environmental
   B. Eysenck: Superfactors are heritable

VI. Personality Development
   A. Cattell's multiple influence approach
      1. Learning
      2. Early experience
      3. Influence of group/cultural traits (syntality)
   B. Eysenck and heritable traits
      1. Traits as predispositions
      2. Environmental interaction necessary

VII. Psychopathology
   A. Cattell: Two approaches
      1. Imbalance of normal traits
      2. 12 Abnormal traits
   B. Eysenck
      1. Abnormal levels of three superfactors

VIII. Psychotherapy
   A. Cattell
      1. Personality testing should precede therapy
      2. Eclectic approach to therapy
   B. Eysenck
      1. Personality testing should precede therapy
      2. Only scientifically demonstrated therapies should be used

IX. Recent Developments
   A. The Big Five (related to the lexical hypothesis)
      1. Openness
      2. Conscientiousness
      3. Extroversion
      4. Agreeableness
      5. Neuroticism
   B. Multiple critiques: Trait debate is not resolved

X. Evaluation

8.1 Multiple Choice Questions

1) The cornerstone of factor analysis is the concept of
   A) mathematics.
   B) correlation.
   C) multiple causation.
   D) statistical significance.
   Answer: B
   Diff: 1       Page Ref: 220
   Skill: Conceptual
2) When two things vary together, they are said to be
A) correlated.
B) causally related.
C) the same thing.
D) statistically significant.
*Answer: A*
*Diff: 2  Page Ref: 220  
Skill: Conceptual*

3) The strength of the relationship between two variables is expressed mathematically by the
A) correlation coefficient.
B) coefficient of determination.
C) linear equation.
D) specification equation.
*Answer: A*
*Diff: 1  Page Ref: 221  
Skill: Factual*

4) The correlation coefficient can vary in magnitude from _____ to _____.
A) -1.00; +1.00
B) any negative number; any positive number
C) 0; +1.00
D) -1.00; 0
*Answer: A*
*Diff: 1  Page Ref: 221  
Skill: Factual*

5) A correlation coefficient of _____ indicates a perfect positive correlation.
A) 0.00
B) -1.00
C) +1.00
D) 100%
*Answer: C*
*Diff: 2  Page Ref: 221  
Skill: Factual*

6) A correlation coefficient of _____ indicates a perfect negative relationship.
A) 0.00
B) -1.00
C) +1.00
D) 100%
*Answer: B*
*Diff: 2  Page Ref: 221  
Skill: Factual*
7) A correlation coefficient of _____ indicates no relationship.
   A) 0.00  
   B) -1.00  
   C) +1.00  
   D) 100%  
   Answer: A  
   Diff: 2     Page Ref: 221  
   Skill: Factual

8) After Cattell or Eysenck gathered an abundance of information utilizing several techniques, all of the material is intercorrelated, thus creating a
   A) factor analysis.  
   B) correlation coefficient.  
   C) factor loading.  
   D) correlation matrix.  
   Answer: D  
   Diff: 2     Page Ref: 221  
   Skill: Applied

9) Searching a correlation matrix in order to discover which variables are correlated with each other is termed a(n)
   A) analysis of covariance.  
   B) trait investigation.  
   C) cluster analysis.  
   D) multiple intercorrelation.  
   Answer: C  
   Diff: 1     Page Ref: 221  
   Skill: Factual

10) Cattell and Eysenck believed that a _____ causes scores to be interrelated and thus clustered in a correlation matrix.
    A) statistical artifact  
    B) habit  
    C) factor  
    D) correlation  
    Answer: C  
    Diff: 2     Page Ref: 221  
    Skill: Applied

11) An ability discovered through a cluster analysis is termed a _____ and can be equated with the term trait.
    A) cluster  
    B) habit  
    C) factor  
    D) variable  
    Answer: C  
    Diff: 3     Page Ref: 221  
    Skill: Conceptual
12) After using factor analysis to identify primary traits or factors, Eysenck
A) had no further use for factor analysis or related techniques.
B) developed questionnaires to discover secondary traits.
C) used cluster analysis to discover superfactors.
D) subjected primary traits to further factor analysis to find superfactors.
Answer: D
Diff: 3 Page Ref: 222
Skill: Applied

13) Cattell’s early approach to research is characterized by
A) hypothesis testing.
B) research heuristics.
C) inductive reasoning.
D) hypothetico-deductive reasoning.
Answer: C
Diff: 2 Page Ref: 223
Skill: Applied

14) Cattell’s early research began with
A) a large database from which hypotheses were derived.
B) a well-stated and testable hypothesis.
C) a falsifiable scientific theory.
D) all of the above
Answer: A
Diff: 1 Page Ref: 223
Skill: Applied

15) Cattell obtained Q-data by
A) giving subjects questionnaires on which they rated themselves on various characteristics.
B) observing various individuals engaged in day-to-day activities.
C) giving subjects objective tests.
D) more than one of the above
Answer: A
Diff: 1 Page Ref: 223
Skill: Applied

16) One method of gathering information that Cattell utilized was to give his subjects a number of tests, such as a word-association test. He calls such information
A) L-data.
B) Q-data.
C) T-data.
D) D-data.
Answer: C
Diff: 2 Page Ref: 223
Skill: Applied
17) Eysenck’s approach to research was characterized by
A) inductive reasoning.
B) inference testing.
C) hypothetico-deductive reasoning.
D) research heuristics.
Answer: C
Diff: 1 Page Ref: 223
Skill: Applied

18) Eysenck’s research began with
A) a large database from which hypotheses were derived.
B) a well-stated and testable hypothesis.
C) a falsifiable scientific theory.
D) all of the above
Answer: B
Diff: 1 Page Ref: 223
Skill: Applied

19) Eysenck was more interested than Cattell in
A) L-data, Q-data, and T-data.
B) R-data, P-data, and L-data.
C) primary traits.
D) intercorrelations among primary traits.
Answer: D
Diff: 3 Page Ref: 224
Skill: Applied

20) Unlike Cattell, Eysenck placed particular emphasis on
A) T-data.
B) behaviors that are not correlated with personality factors.
C) superfactors or types.
D) heredity.
Answer: C
Diff: 2 Page Ref: 224
Skill: Applied

21) Compared to Cattell, Eysenck was _____ in factor analysis.
A) less interested
B) more interested
C) better trained
D) none of the above
Answer: A
Diff: 3 Page Ref: 224
Skill: Applied
22) According to Eysenck, extreme adherence to idiographic research methods
A) is appropriate under extreme circumstances.
B) is better than adherence to nomothetic approaches.
C) makes derivation of scientific laws impossible.
D) all of the above
Answer: C
Diff: 3 Page Ref: 225
Skill: Applied

23) When addressing the issue of nomothetic versus idiographic approaches to research, Eysenck claimed that
A) only the nomothetic approach was valuable.
B) the distinction between the two approaches was of little practical interest to psychologists.
C) the idiographic approach was more valuable than the nomothetic.
D) the nomothetic approach was more valuable than the idiographic.
Answer: B
Diff: 3 Page Ref: 225
Skill: Applied

24) The most important distinction that is made in Cattell’s theory is between
A) normal and abnormal behavior patterns.
B) surface and source traits.
C) the different types of measuring instruments.
D) the idiographic and nomothetic methods of research.
Answer: B
Diff: 2 Page Ref: 226
Skill: Applied

25) According to Cattell, _____ are the true causes of behavior.
A) surface traits
B) source traits
C) factors
D) habits
Answer: B
Diff: 2 Page Ref: 226
Skill: Applied

26) The relationship between source and surface traits is such that
A) every surface trait is caused by one or more source traits.
B) a source trait can influence several surface traits.
C) a cluster analysis of surface traits reveals source traits.
D) all of the above
Answer: D
Diff: 3 Page Ref: 226
Skill: Factual
27) Cattell’s goal was to create a personality “periodic table” of elements called a(n)  
A) personality sphere.  
B) personality cluster.  
C) P-space.  
D) PF.  
Answer: A  
Diff: 2 Page Ref: 226  
Skill: Applied

28) Research indicates that the major source traits that characterize adult personality appear at about years of age.  
A) 40  
B) 21  
C) 16  
D) 4  
Answer: D  
Diff: 1 Page Ref: 228  
Skill: Factual

29) Source traits that are genetically determined are referred to as ______ source traits.  
A) idiographic  
B) common  
C) constitutional  
D) environmental-mold  
Answer: C  
Diff: 2 Page Ref: 228  
Skill: Factual

30) According to Cattell, ______ intelligence is learned from experience.  
A) all  
B) personal  
C) fluid  
D) crystallized  
Answer: D  
Diff: 2 Page Ref: 230  
Skill: Applied

31) Cattell believed that most traditional IQ tests measure ______ intelligence.  
A) crystallized  
B) fluid  
C) the lack of  
D) all of the above  
Answer: A  
Diff: 2 Page Ref: 230  
Skill: Applied
32) Cattell designed his Culture Free Intelligence Test to measure
A) fluid intelligence.
B) crystallized intelligence.
C) creativity.
D) short-term memory.
*Answer: A*
*Diff: 1 Page Ref: 230*
*Skill: Applied*

33) Cattell’s research led him to believe that about _____ of a person’s intelligence is determined by heredity.
A) 0%
B) 60%
C) 80%
D) 100%
*Answer: B*
*Diff: 2 Page Ref: 230*
*Skill: Applied*

34) For Cattell, _____ traits are constitutional source traits that determine a person’s emotionality.
A) dynamic
B) environmental-mold
C) temperament
D) fluid
*Answer: C*
*Diff: 2 Page Ref: 230*
*Skill: Applied*

35) According to Cattell, the motivational elements of personality are
A) dynamic traits.
B) metaergs.
C) motivational traits.
D) temperament traits.
*Answer: A*
*Diff: 1 Page Ref: 230*
*Skill: Applied*

36) A(n) _____ is a dynamic, constitutional source trait.
A) erg
B) metaerg
C) sentiment
D) attitude
*Answer: A*
*Diff: 1 Page Ref: 231*
*Skill: Conceptual*
37) Which of the following is true of an erg?
A) It causes selective attention.
B) It stimulates goal-directed behavior.
C) It stimulates an emotional response toward certain objects.
D) all of the above
Answer: D
Diff: 3 Page Ref: 231
Skill: Factual

38) A metaerg is
A) the same as an erg except for its origin.
B) an environmental-mold dynamic source trait.
C) learned.
D) all of the above
Answer: D
Diff: 3 Page Ref: 231
Skill: Factual

39) A(n) ______ is an acquired predisposition to respond to a class of objects or events in a certain way.
A) attitude
B) erg
C) feeling
D) sentiment
Answer: D
Diff: 2 Page Ref: 231
Skill: Conceptual

40) The most powerful sentiment, according to Cattell, is the
A) self-sentiment.
B) one through which we discover who we really hate and love.
C) precursor of self-actualization.
D) culturally oriented sentiment.
Answer: A
Diff: 1 Page Ref: 231
Skill: Applied

41) A(n) ______ exemplifies a metaerg.
A) sentiment
B) attitude
C) both A and B
D) neither A nor B
Answer: C
Diff: 2 Page Ref: 231, 232
Skill: Conceptual
42) A(n) _____ is a tendency to respond in a particular way in particular situations to a particular object or event.
A) attitude  
B) reflex  
C) sentiment  
D) subsidiation  
Answer: A  
Diff: 2  Page Ref: 232  
Skill: Conceptual

43) Eysenck often used the term _____ as a synonym for the term personality.
A) self  
B) temperament  
C) extroversion  
D) genotype  
Answer: B  
Diff: 1  Page Ref: 233  
Skill: Applied

44) Eysenck restricted his analysis of personality to _____ by excluding factors related to ______.
A) motives; temperament  
B) temperament; intelligence  
C) genetics; learning  
D) dynamic factors; genetics  
Answer: B  
Diff: 3  Page Ref: 233  
Skill: Applied

45) Eysenck began his investigations of personality by studying hospitalized soldiers. His work was guided by hypotheses about extroverts and introverts that were initially suggested by
A) Freud  
B) Jung  
C) Aristotle  
D) Hippocrates  
Answer: B  
Diff: 1  Page Ref: 233, 234  
Skill: Applied

46) Eysenck used the term “dysthmic” to refer to
A) neurotic extroverts.
B) psychotic extroverts.
C) psychotic introverts.
D) neurotic introverts.  
Answer: D  
Diff: 2  Page Ref: 234  
Skill: Applied
47) The first two traits that Eysenck studied were
A) extroversion and dysthymia.
B) hysteria and neuroticism.
C) extroversion and neuroticism.
D) hysteria and dysthymia.
Answer: C
Diff: 1 Page Ref: 234
Skill: Applied

48) Which of the following traits are expressed by individuals high in extroversion?
A) sociability, assertiveness, and sensation-seeking
B) sensation-seeking, anger, and hostility
C) aggressiveness, egocentricism, and impulsivity
D) aggressiveness, anxiety, and loudness
Answer: A
Diff: 2 Page Ref: 234
Skill: Conceptual

49) According to Eysenck, which of the following primary traits are expressed by individuals with high levels of neuroticism?
A) anger, hostility, aggression
B) anxiety, depression, low self-esteem
C) sociability, sensation-seeking, liveliness
D) all of the above
Answer: B
Diff: 2 Page Ref: 234
Skill: Applied

50) Who is credited with the first theory of temperaments and personality?
A) Plato
B) Aristotle
C) Hippocrates
D) Galen
Answer: D
Diff: 2 Page Ref: 235
Skill: Factual

51) In the first version of his theory, Eysenck suggested that the nervous systems of introverts were more prone to _____ than were the nervous systems of extroverts.
A) sublimation
B) inhibition
C) error
D) excitation
Answer: D
Diff: 2 Page Ref: 237
Skill: Applied
52) According to Eysenck’s “typological postulate,” the nervous systems of ______ are dominated by inhibition while the nervous systems of ______ are dominated by excitation.
A) hysterics; introverts  
B) extroverts; introverts  
C) introverts; extroverts  
D) dysthymics; extroverts  
Answer: B  
Diff: 3  Page Ref: 237, 238  
Skill: Applied

53) In the arousal-theory version of Eysenck’s theory, extroversion and introversion are mediated by the
A) ascending reticular activating system (ARAS).  
B) visceral brain (VB).  
C) limbic system.  
D) more than one of the above  
Answer: A  
Diff: 2  Page Ref: 238  
Skill: Applied

54) In Eysenck’s arousal-theory, neuroticism is mediated by
A) ascending reticular activating system (ARAS).  
B) visceral brain (VB).  
C) limbic system.  
D) more than one of the above  
Answer: D  
Diff: 3  Page Ref: 238  
Skill: Applied

55) According to the later version of Eysenck’s theory, the individual experiencing the greatest overall levels of arousal is the
A) neurotic extrovert.  
B) stable extrovert.  
C) stable introvert.  
D) neurotic introvert.  
Answer: D  
Diff: 3  Page Ref: 238  
Skill: Applied

56) Heritability refers to
A) any expression of a gene that can be modified by learning.  
B) the proportion of genes contributed to future generations.  
C) the genetic accountability of invariant variability in generic expression.  
D) the variability in expression of a trait accounted for by genetic factors.  
Answer: D  
Diff: 2  Page Ref: 238  
Skill: Factual

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57) The percentage of variance in phenotype accounted for by genotype is
A) heritability.
B) inheritance.
C) genovariance.
D) phenovariance.
Answer: A
Diff: 1 Page Ref: 238
Skill: Factual

58) Cattell created the Multiple Abstract Variance Analysis (MAVA) in order to
A) analyze the affects of birth order on personality.
B) determine the relative contributions of heredity and environment on the development of various
personality traits.
C) determine the optimal match between vocation and personality.
D) isolate and study abnormal personality traits.
Answer: B
Diff: 3 Page Ref: 239
Skill: Applied

59) Which of the following was not used by Eysenck to argue that personality traits had a
biological/genetic origin?
A) P, E, and N are found in many different cultures.
B) Some nonhuman animals express traits similar to P, E, and N.
C) Individuals have traits similar to those expressed by their parents.
D) P, E, and N are found to be stable over time.
Answer: C
Diff: 3 Page Ref: 240
Skill: Applied

60) Which of the following statements best summarizes Cattell’s position on early experience?
A) All traits are strongly influenced by early experience.
B) No traits are influenced by early experience.
C) Of all the traits, intelligence is the one most influenced by early experience.
D) Some traits are strongly influenced by early experience.
Answer: D
Diff: 2 Page Ref: 241
Skill: Applied

61) For Eysenck, development of a specific trait
A) is independent of environmental influence.
B) depends on interaction with appropriate environmental event.
C) is independent of learning.
D) all of the above
Answer: B
Diff: 2 Page Ref: 242
Skill: Applied
62) Eysenck could be described as an interactionist because he
A) believed that P, E, and N interact with each other.
B) believed that a personality researcher cannot study personality without interacting with and thus changing the personalities of those studied.
C) believed that traits behave the same way regardless of the situation in which they interact.
D) believed that traits emerge in specific situations.
Answer: D
Diff: 2 Page Ref: 242
Skill: Applied

63) Research conducted by Kagan indicates that
A) infants’ different reactions to aversive stimuli are predictive of later behavior.
B) infants display no behaviors related to traits.
C) infants can be clearly divided into P, E, or N types.
D) infants learn traits by the age of 6 weeks.
Answer: A
Diff: 2 Page Ref: 242
Skill: Applied

64) For Cattell, abnormal behavior or psychopathology occur because of
A) an abnormal imbalance of normal traits.
B) the possession of one or more abnormal traits.
C) both A and B
D) neither A nor B
Answer: C
Diff: 2 Page Ref: 243
Skill: Applied

65) For Eysenck, abnormal behavior or psychopathology occur because
A) some individuals possess abnormal traits.
B) some individuals have excessive amounts of normal traits.
C) some individuals experience diseases of the brain or nervous system.
D) more than one of the above
Answer: B
Diff: 1 Page Ref: 243
Skill: Applied

66) Cattell and Eysenck agreed that psychotherapy can be more effective if
A) it is conducted by a trained Freudian analyst.
B) it is eclectic.
C) appropriate tests are used to diagnose the patient correctly.
D) all of the above
Answer: C
Diff: 1 Page Ref: 244
Skill: Applied
67) Eysenck rejected many types of psychotherapy because
A) most therapists were not trait theorists.
B) he did not believe in unconscious influences on behavior.
C) he did not believe that childhood experience had meaningful effects on personality.
D) many therapies lack empirical support for their effectiveness.

*Answer: D*

*Diff: 3 Page Ref: 244*

*Skill: Applied*

68) Which type of psychotherapy would Eysenck most approve?
A) Freudian Psychotherapy
B) Jungian therapy
C) Erikson’s Ego therapy
D) Behavior Therapy

*Answer: D*

*Diff: 3 Page Ref: 244*

*Skill: Applied*

69) In addition to Extroversion and Neuroticism, the “Big Five” include
A) psychoticism, stability, and sensation-seeking.
B) consensus, goodness, and psychoticism.
C) sensation-seeking, orienting, and lying.
D) openness, conscientiousness, and agreeableness.

*Answer: D*

*Diff: 1 Page Ref: 244*

*Skill: Factual*

70) According to the “lexical hypothesis,”
A) factor analysis is the only way to discover fundamental personality traits.
B) we don’t really need a scientific approach to study personality.
C) the important personality traits are contained in everyday language.
D) intelligence is not really a personality trait.

*Answer: C*

*Diff: 1 Page Ref: 245*

*Skill: Conceptual*

71) The Big Five approach to personality has been criticized because it
A) is not concerned with the origin of traits.
B) has not made substantial contributions to current thinking about personality.
C) doesn’t really have a theoretical base.
D) all of the above

*Answer: D*

*Diff: 2 Page Ref: 247*

*Skill: Factual*
72) According to your authors,
A) the number of personality factors needed to describe personality is currently unresolved.
B) we can describe personality completely using only the three superfactors
   in Eysenck’s theory.
C) we can describe personality completely using only the five superfactors in
   the Big Five.
D) we need all 16 of the primary traits identified by Cattell in order to completely describe personality.
   Answer: A
   Diff: 2       Page Ref: 247
   Skill: Conceptual

73) Both Cattell’s and Eysenck’s theories have been praised for
A) filling in the blanks left by psychodynamic theories.
B) their immediate recognition by the “common” folks.
C) the ease with which their methods and constructs are learned.
D) applying scientific principles to the study of personality.
   Answer: D
   Diff: 2       Page Ref: 248
   Skill: Applied

74) _______is an attempt to scientifically study moral issues.
   A) The specification equation
   B) Religion
   C) Beyondism
   D) Syntality
   Answer: C
   Diff: 1       Page Ref: 251
   Skill: Factual

75) According to Eysenck, the last thing people actually want is
A) insight.
B) an explanation for irrational human behavior.
C) awareness of repressed conflicts from childhood.
D) a scientific account of human personality.
   Answer: D
   Diff: 2       Page Ref: 252
   Skill: Applied
Chapter 8: Raymond B. Cattell and Hans J. Eysenck

8.2 Questions for Essay or Discussion

1. Cattell’s and Eysenck’s theories are derived from measurement rather than from clinical practice or intensive psychoanalysis. Are they more or less satisfying than previously discussed theories? Explain your answer.

2. What features of Freud’s theory are missing from the theories of Cattell and Eysenck? Are those features necessary to explain personality?

3. Cattell and Eysenck disagree about the role of intelligence in personality. With which position do you agree? Explain your argument.

4. Explain how genetic-trait theories like those discussed in this chapter account for the effects of the environment. Do these theories underestimate the impact of environmental events?

5. Contrast and compare Cattell’s and Eysenck’s approaches to psychotherapy. Do the approaches of these theorists coincide well with their approaches to personality?

6. What evidence can you develop for or against the proposition(s) that many of our core personality features are heritable? What kind of evidence would be required to refute this approach?
CHAPTER 9: B. F. SKINNER

Chapter Outline

I. Biographical Sketch
   A. Born on March 20, 1904
   B. Graduate Hamilton College 1926
   C. PhD from Harvard University 1931
   D. Married 1936
   E. Died August 18, 1990

II. Skinner and Personality Theory
   A. Radical behaviorism
      1. Abandons study of thought and emotions
      2. Emphasizes study of behavior, environment, and experience
      3. Skinner rejected the notion of “personality”
      4. Skinner claimed that theories were wasteful
   B. Skinner’s approach: Functional analysis
      1. Includes observable stimuli, overt behavior, and consequences of behavior
      2. Views “personality” as a collection of behaviors
      3. Functionalism: Environment selects some behaviors rather than others

III. Respondent and Operant Behavior
   A. Respondent behavior (Type S conditioning)
      1. Behavior elicited by known stimulus (Pavlov’s analysis)
   B. Operant behavior (Type R conditioning)
      1. Behavior emitted by organism—stimulus not known
         a. Behavior under control of its consequences

IV. Operant Conditioning
   A. Acquisition
      1. Operant level of behavior (baseline)
      2. Addition of reinforcer increases operant level
   B. Shaping
      1. Differential reinforcement
      2. Successive approximations
   C. Extinction
      1. Reinforcer no longer follows response
      2. Behavior returns to operant level
   D. Discriminative operants
      1. Response occurs under specific circumstances, not under others
   E. Secondary reinforcement
      1. Primary reinforcer: related to survival
      2. Secondary reinforcer: Stimulus paired with primary reinforcer
      3. Generalized reinforcer: Secondary reinforcer that requires no specific motivational state

V. Chaining
   A. Stimuli far from primary reinforcer become secondary reinforcers
   B. Serves to direct behavior and brings organism to primary reinforcer

VI. Verbal Behavior
   A. Skinner contended that language is learned through reinforcement
   B. Chomsky’s disagreement: A nativistic explanation
VII. Reinforcement Schedules
   A. Continuous reinforcement schedule: Every response is reinforced
   B. Partial reinforcement schedule: Not all responses are reinforced
      1. Fixed interval (FI) schedule
         a. Response after fixed time interval is reinforced
      2. Fixed ratio (FR) schedule
         a. Response after a fixed number of responses is reinforced
      3. Variable interval (VI) schedule
         a. Response reinforced after an averaged time interval
      4. Variable ratio (VR) schedule
         a. Response reinforced after an averaged number of responses
   C. Partial reinforcement effect
      1. Responses learned under partial reinforcement more resistant to extinction

VIII. Superstitious Behavior
   A. Contingent reinforcement
      1. Reinforcement occurs given appropriate response
   B. Noncontingent reinforcement
      1. Reinforcement unrelated to a specific response
   C. Superstitious behavior
      1. Response tied to noncontingent reinforcement

IX. Reinforcement Contingencies
   A. Positive reinforcement
      1. Presentation of reinforcer causes response rate to increase
   B. Negative reinforcement
      1. Removal of reinforcer causes response rate to increase
   C. Avoidance contingency
      1. Response prevents occurrence of aversive event
   D. Punishment
      1. Involves removal of positive reinforcer or presentation of a negative reinforcer: Intended to reduce response rate

X. Our Biggest Problem
   A. Small immediate reinforcers preferred to larger, delayed reinforcers

XI. Behavior Disorders and Behavior Therapy
   A. Disorders are learned via reinforcement or punishment
   B. Behavior therapy uses principles from learning theory to shape behavior
      1. Token economies

XII. Walden Two
   A. Skinner’s utopian novel—based on reinforcement contingencies

XIII. Beyond Freedom and Dignity
   A. Skinner’s argument for a technology of behavior

XIV. Evaluation
9.1 Multiple Choice Questions

1) Which of the following did Skinner reject?
A) the use of theory
B) the concept of personality
C) both A and B
D) neither A nor B
Answer: C  
Diff: 1  Page Ref: 258  
Skill: Applied

2) Skinner explained the themes that occurred in his life in terms of
A) environmental events.
B) animism.
C) the manifestation of archetypes.
D) his innate personality structure.
Answer: A  
Diff: 2  Page Ref: 258  
Skill: Applied

3) Radical behaviorism
A) rejects all inner causes of behavior.
B) claims that cognitive events (e.g., thoughts) are important determinants of behavior.
C) claims nothing important can be learned by studying nonhuman animals.
D) more than one of the above
Answer: A  
Diff: 1  Page Ref: 259, 262  
Skill: Factual

4) _______ founded the school of behaviorism.
A) Charles Darwin
B) Ivan Pavlov
C) John B. Watson
D) B. F. Skinner
Answer: C  
Diff: 1  Page Ref: 261  
Skill: Factual

5) Who (paraphrasing) said, “Give me any normal child and control over its environment and I will make him or her into anything you want?”
A) B. F. Skinner
B) John B. Watson
C) Charles Darwin
D) Max Meyer
Answer: B  
Diff: 2  Page Ref: 261  
Skill: Factual
6) Skinner advocated a psychology that concentrates on a functional analysis between
A) environmental events and overt behaviors.
B) thoughts and behaviors.
C) traumatic childhood experiences and adult personality.
D) conscious and unconscious experience.
Answer: A
Diff: 2 Page Ref: 263
Skill: Applied

7) According to Skinner, the environment _____ behavior.
A) selects
B) pushes
C) pulls
D) motivates
Answer: A
Diff: 1 Page Ref: 263
Skill: Applied

8) In respondent conditioning the reinforcer _____ the response, while in operant conditioning the reinforcer _____ the response.
A) follows; precedes
B) extinguishes; strengthens
C) strengthens; extinguishes
D) precedes; follows
Answer: D
Diff: 2 Page Ref: 264
Skill: Conceptual

9) _____ behavior appears to be simply emitted by the organism rather than elicited by a known stimulus.
A) Respondent
B) Conditioned
C) Operant
D) Type S
Answer: C
Diff: 1 Page Ref: 264
Skill: Conceptual

10) The most important characteristic of operant behavior is that
A) there is a direct link between its occurrence and the stimulus that preceded it.
B) it is independent of its consequences.
C) it is under the control of its consequences.
D) it occurs only in conjunction with respondent behavior.
Answer: C
Diff: 2 Page Ref: 264
Skill: Conceptual
11) According to Skinner, to strengthen a certain response one should
A) punish all responses except the one you want.
B) employ mentalistic principles.
C) reward it.
D) permit a person to employ self-reinforcement.
*Answer: C*
*Diff: 1 Page Ref: 265 Skill: Applied*

12) The frequency with which an operant response occurs before the introduction of a reinforcer is called
the
A) initial frequency.
B) rate of responding.
C) operant level.
D) innate frequency.
*Answer: C*
*Diff: 2 Page Ref: 265 Skill: Conceptual*

13) To the radical behaviorist, learning principles
A) are different for each species.
B) work only if the research subject is conscious of them.
C) can be taught to anyone with a sufficient background in mathematics.
D) are the same for all living organisms.
*Answer: D*
*Diff: 3 Page Ref: 266 Skill: Conceptual*

14) Studies by Greenspoon and Verplanck have confirmed the fact that operant principles
A) apply to human as well as nonhuman behavior.
B) vary with the nature of the animal population under consideration.
C) can be used to change people’s emotions.
D) are of little use when dealing with humans.
*Answer: A*
*Diff: 2 Page Ref: 266 Skill: Applied*

15) The two components of the shaping process are
A) differential reinforcement and successive approximations.
B) stimulus and response.
C) acquisition and extinction.
D) positive and negative reinforcement.
*Answer: A*
*Diff: 1 Page Ref: 266 Skill: Factual*
16) With successive approximation, the responses reinforced are those that are
A) novel in the particular situation.
B) likely to be correct.
C) increasingly similar to the response ultimately desired.
D) covert rather than overt.
Answer: C
Diff: 2 Page Ref: 266
Skill: Conceptual

17) According to operant theory, the best way to teach a complex skill is to
A) present the skill all at once so that the person knows what is expected of him or her.
B) divide the skill into its basic components and gradually shape it into existence one step at a time.
C) divide the skill into components that are meaningful to the learner.
D) begin by making the skill useful to the learner.
Answer: B
Diff: 2 Page Ref: 267
Skill: Conceptual

18) Extinction occurs when
A) the reinforcer no longer precedes a response.
B) a previously neutral stimulus is paired with a reinforcer.
C) punishment follows a response.
D) a reinforcer no longer follows a response.
Answer: D
Diff: 2 Page Ref: 267
Skill: Conceptual

19) Skinner believed that the most effective way of dealing with undesirable behavior was
A) punishment.
B) negative reinforcement.
C) extinction.
D) to reward it.
Answer: C
Diff: 1 Page Ref: 267
Skill: Applied

20) Which of the following statements best summarizes Skinner’s viewpoint?
A) Reinforce desirable behavior and do not allow undesirable behavior to occur.
B) Always explain to the person whose behavior is being modified exactly what you are attempting to do
   and why you are attempting to do it.
C) Reinforce desirable behavior and ignore undesirable behavior.
D) Reinforce desirable behavior and punish undesirable behavior.
Answer: C
Diff: 3 Page Ref: 267
Skill: Applied
21) An operant response that is made under one set of circumstances but not under others is called a(n)
A) conditioned response.
B) discriminative operant.
C) adaptive response.
D) superstitious response.
Answer: B
Diff: 3 Page Ref: 268 Skill: Factual

22) Which of the following explains why we emit learned responses in situations similar to the one in which learning originally occurred?
A) stimulus generalization
B) response generalization
C) classical conditioning
D) discrimination
Answer: A
Diff: 2 Page Ref: 268 Skill: Conceptual

23) After learning to respond to a specific situation in a certain way, there is also a tendency to respond to similar situations in that same way. This is called
A) secondary reinforcement.
B) primary reinforcement.
C) stimulus generalization.
D) response generalization.
Answer: C
Diff: 2 Page Ref: 268 Skill: Conceptual

24) Primary reinforcers
A) include food and water but not sex or elimination.
B) are directly related to a species’ survival.
C) are related to survival only in lower organisms.
D) have acquired their properties through pairing with secondary reinforcers.
Answer: B
Diff: 2 Page Ref: 269 Skill: Factual

25) Which of the following is a primary reinforcer?
A) water
B) food
C) sex
D) all of the above
Answer: D
Diff: 2 Page Ref: 269 Skill: Conceptual
26) Stimuli that were originally biologically neutral and thus not reinforcing but acquired their reinforcing properties through association with a primary reinforcer are called
A) negative reinforcers.  
B) unconditioned reinforcers.  
C) second order reinforcers.  
D) secondary reinforcers.  
Answer: D  
Diff: 2  Page Ref: 269  
Skill: Factual

27) According to Skinner, most human behavior is controlled by
A) negative reinforcers.  
B) aversive stimulation.  
C) primary reinforcers.  
D) secondary reinforcers.  
Answer: D  
Diff: 1  Page Ref: 269  
Skill: Applied

28) Secondary reinforcers that do not depend upon a particular motivational state are called
A) generalized reinforcers.  
B) primary reinforcers.  
C) innate reinforcers.  
D) situation unspecific.  
Answer: A  
Diff: 2  Page Ref: 269  
Skill: Conceptual

29) A situation in which what one person says acts as an $S^D$ for a response from the second person, and the second person’s response not only rewards the first person’s response but acts as an $S^D$ for another response is a form of
A) contingency contracting.  
B) cultural engineering.  
C) chaining.  
D) primary reinforcement.  
Answer: C  
Diff: 3  Page Ref: 270  
Skill: Conceptual

30) In the process of chaining, secondary reinforcers develop which two functions?
A) They reinforce the response that follows them/they act as an $S^D$ for the previous response.  
B) They reinforce the response that preceded them/they act as an $S^D$ for the next response.  
C) they reinforce responses that follow them/they act as an $S^D$ for the next response.  
D) they extinguish the response that preceded them/they act as an $S^D$ for the preceding response.  
Answer: B  
Diff: 3  Page Ref: 270  
Skill: Conceptual
31) For Skinner, language is
A) verbal behavior which is governed by the same principles as any other behavior.
B) a system of behaviors that humans developed because they are superior beings.
C) largely innate.
D) governed by classical conditioning.
Answer: A
Diff: 1 Page Ref: 271
Skill: Applied

32) The _____ is a verbal command that specifies its own reinforcer.
A) mand
B) order
C) tact
D) request
Answer: A
Diff: 2 Page Ref: 271
Skill: Factual

33) “Pass the potatoes” is an example of a verbal response called a
A) tact.
B) mand.
C) request.
D) interrogative.
Answer: B
Diff: 2 Page Ref: 271
Skill: Conceptual

34) If a child says “truck” while holding a toy truck and is then reinforced, this is an example of a(n)
A) autoclitic response.
B) mand.
C) tact.
D) incorrect generalization.
Answer: C
Diff: 2 Page Ref: 271
Skill: Conceptual

35) A(n) _____ involves the accurate naming of something.
A) tact
B) mand
C) autoclitic
D) label
Answer: A
Diff: 1 Page Ref: 271
Skill: Factual
36) The most severe critic of Skinner’s explanation of language has been
A) Leon Festinger
B) Max Meyer
C) Neal Miller
D) Noam Chomsky
Answer: D
Diff: 1 Page Ref: 271
Skill: Applied

37) Chomsky’s explanation of language development is that
A) our brain is structured to generate language.
B) language was inherited from our subhuman ancestors.
C) we learn language by reward and punishment just as we learn any other skill.
D) language was developed by man because he is a superior being.
Answer: A
Diff: 2 Page Ref: 271
Skill: Applied

38) The reinforcement schedule in which every response is followed by reinforcement is the _______ schedule.
A) continuous
B) fixed
C) partial
D) ratio
Answer: A
Diff: 1 Page Ref: 272
Skill: Conceptual

39) Individuals working for a fixed weekly or monthly salary are on which type of reinforcement schedule?
A) variable ratio
B) fixed ratio
C) variable interval
D) fixed interval
Answer: D
Diff: 2 Page Ref: 272
Skill: Conceptual

40) This reinforcement schedule produces extremely high rates of responding and is thought to characterize individuals doing piecework or working for a commission.
A) variable ratio
B) fixed ratio
C) variable interval
D) fixed interval
Answer: B
Diff: 3 Page Ref: 272
Skill: Conceptual
41) With this type of reinforcement schedule, the organism is reinforced for a response made at the end of variable time intervals.
   A) variable ratio
   B) fixed ratio
   C) variable interval
   D) fixed interval
   Answer: C
   Diff: 1       Page Ref: 272
   Skill: Conceptual

42) This reinforcement schedule controls the behavior of gamblers and salespersons.
   A) variable ratio
   B) fixed ratio
   C) variable interval
   D) fixed interval
   Answer: A
   Diff: 3       Page Ref: 272
   Skill: Conceptual

43) The partial reinforcement effect (PRE) refers to the fact that
   A) all partial reinforcement schedules produce less resistance to extinction than does a continuous reinforcement schedule.
   B) all partial reinforcement schedules produce greater resistance to extinction than does a continuous reinforcement schedule.
   C) all partial reinforcement schedules are under the control of classical conditioning.
   D) all partial reinforcement schedules produce lower rates of responding than does a continuous schedule.
   Answer: B
   Diff: 2       Page Ref: 273
   Skill: Factual

44) The two important effects on behavior that partial reinforcement schedules have are
   A) they decrease resistance to extinction and increase rate of responding.
   B) they increase rate of responding and increase resistance to extinction.
   C) they bring behavior under stimulus control and increase resistance to extinction.
   D) they require more learning trials and decrease rate of responding.
   Answer: B
   Diff: 3       Page Ref: 273
   Skill: Factual

45) When a certain response must be made in order to make a reinforcer available, the arrangement is called
   A) contingent reinforcement.
   B) noncontingent reinforcement.
   C) respondent conditioning.
   D) superstitious behavior.
   Answer: A
   Diff: 1       Page Ref: 273
   Skill: Factual
46) Superstition occurs when a response removes something the organism does not want
A) Punishment
B) Extinction
C) Secondary positive reinforcement
D) Negative reinforcement
Answer: D
Diff: 2 Page Ref: 274
Skill: Conceptual

47) Crossing to the opposite side of the street to avoid talking to someone considered undesirable is an example of
A) an avoidance contingency.
B) punishment.
C) secondary negative reinforcement.
D) positive reinforcement.
Answer: A
Diff: 3 Page Ref: 275
Skill: Conceptual
51) _______ involves either removing a positive reinforcer or presenting a negative reinforcer.
A) Avoidance conditioning
B) Backward conditioning
C) Extinction
D) Punishment
Answer: D
Diff: 3 Page Ref: 275
Skill: Factual

52) With the procedure called _____, a child is denied access to positive reinforcers for a certain period of time.
A) negative reinforcement
B) time out from reinforcement
C) secondary reinforcement
D) secondary punishment
Answer: B
Diff: 1 Page Ref: 275
Skill: Conceptual

53) Time out from reinforcement is a form of
A) negative reinforcement.
B) secondary reinforcement.
C) behavior contracting.
D) punishment.
Answer: D
Diff: 2 Page Ref: 275
Skill: Conceptual

54) A problem with using punishment to control behavior is that
A) it indicates what the organism should not do, not what it should do.
B) it can justify inflicting pain on others.
C) it often replaces one undesirable response with another undesirable response.
D) all of the above
Answer: D
Diff: 3 Page Ref: 275
Skill: Conceptual

55) Skinner believed that behavior should be controlled by the use of
A) punishment.
B) stimulus-response chaining.
C) removing something the organism wants or adding something the organism does not want.
D) positive contingencies.
Answer: D
Diff: 3 Page Ref: 275
Skill: Applied
56) Our “biggest problem” is that our behavior is influenced more by _____ reinforcers than it is by ______ reinforcers.
A) positive; negative
B) negative; positive
C) small but distant; large but immediate
D) small but immediate; large but distant
Answer: D
Diff: 3 Page Ref: 276
Skill: Conceptual

57) By agreement with one another one can arrange the reinforcement contingencies in one’s environment so that they encourage desirable behavior and discourage undesirable behavior. Such a personal agreement is called
A) contingency contracting.
B) our “biggest problem.”
C) a token economy.
D) chaining.
Answer: A
Diff: 2 Page Ref: 276
Skill: Factual

58) According to the Skinnerians, one way to solve our “biggest problem” is to use
A) drugs.
B) contingency contracting.
C) reason.
D) secondary punishment.
Answer: B
Diff: 1 Page Ref: 276
Skill: Applied

59) According to the Skinnerians, if you want to eliminate undesirable behavior you must
A) cure the neurophysiological disease that is causing that behavior.
B) resolve the psychic conflicts that are causing that behavior.
C) prevent its reinforcement.
D) all of the above
Answer: C
Diff: 2 Page Ref: 277
Skill: Applied

60) According to the Skinnerians, abnormal behavior is caused by
A) neurophysiological disease.
B) reinforcement contingencies.
C) psychic conflict.
D) all of the above
Answer: B
Diff: 2 Page Ref: 277
Skill: Applied
61) The term behavior therapy refers to any approach to therapy that is based on
A) psychoanalysis.
B) self-awareness and self-help.
C) psychology.
D) learning theory.
Answer: D
Diff: 1  Page Ref: 277
Skill: Factual

62) The tokens used in token economies are _____ reinforcers.
A) primary
B) negative
C) token
D) secondary
Answer: D
Diff: 2  Page Ref: 278
Skill: Conceptual

63) Token economies have been criticized for
A) treating symptoms but not the underlying causes of those symptoms.
B) being unethical.
C) being ineffective.
D) all of the above
Answer: D
Diff: 2  Page Ref: 279
Skill: Factual

64) The purposive manipulation of reinforcement contingencies so that they encourage certain behaviors is called
A) cruel.
B) noncontingent reinforcement.
C) contingency management.
D) type C conditioning.
Answer: C
Diff: 1  Page Ref: 279
Skill: Factual

65) Which of the following characterized Walden Two?
A) Religion was very important.
B) Education was individualized.
C) Excessive drinking was a problem.
D) all of the above
Answer: B
Diff: 1  Page Ref: 279
Skill: Factual
According to Skinner, what will help solve many of the world’s problems?
A) a greater recognition of the free will that humans possess
B) a world government
C) a technology of behavior
D) all of the above
Answer: C
Diff: 1 Page Ref: 279
Skill: Applied

Skinner’s theory has been criticized for
A) being too much like psychoanalysis.
B) placing too much emphasis on the mental causes of human behavior.
C) being too humanistic.
D) generalizing too freely from nonhuman animals to humans.
Answer: D
Diff: 2 Page Ref: 282
Skill: Applied

Skinner’s theory has been criticized for all of the following except
A) it has not stimulated much empirical research.
B) it generalizes too readily from nonhuman animals to humans.
C) by ignoring mental and emotional events it ignores the most important aspects of humans.
D) it raises questions as to whom will do the planning and controlling in a cultural engineering program.
Answer: A
Diff: 3 Page Ref: 282
Skill: Applied

Skinner’s ideas have been applied successfully in all of the following except
A) prisons.
B) schools.
C) the Catholic church.
D) therapeutic situations.
Answer: C
Diff: 3 Page Ref: 283
Skill: Applied

Which of the following is considered a positive contribution made by Skinner’s theory?
A) It has widespread applied value.
B) It provides a scientifically rigorous explanation of human behavior.
C) It has generated extensive research.
D) all of the above
Answer: D
Diff: 2 Page Ref: 283
Skill: Applied
9.2 Questions for Essay or Discussion

1. What did Skinner mean when he suggested that personality is merely one’s history of reinforcement?

2. In what ways does Skinner’s treatment of personality differ from the trait theories developed by Allport, Cattell, and Eysenck? What similarities does Skinner’s approach share with trait theories?

3. How would Skinner’s interpretation of anxiety differ from that of Freud? Of Cattell or Eysenck?

4. Contrast Skinner’s approach to therapy with classic psychoanalysis. How might it be possible for both approaches to be legitimate?

5. What problems would you anticipate if we put organized effort to develop a Skinnerian “technology of behavior” in order to shape our children’s personalities?

6. What aspects of your own personality or what changes in your personality can you attribute to reinforcement (or punishment)? Be sure to develop your answer and anticipate alternative explanations.
CHAPTER 10: JOHN DOLLARD AND NEAL MILLER

Chapter Outline

I. Biographical Sketches
   A. John Dollard
      1. Born August 29, 1900
      2. BA University of Wisconsin 1922
      3. PhD University of Chicago 1931 (in Sociology)
      4. Died October 8, 1980
   B. Neal Miller
      1. Born August 3, 1909
      2. BS University of Washington 1931
      3. PhD Yale University 1935
      4. Currently professor emeritus at Rockefeller University, and a research affiliate at Yale

II. Hull’s Theory of Learning
   A. Drive, cue, response, and reinforcement
      1. Drive (strong stimulus)
         a. Impels an organism to action
         b. Elimination or reduction is reinforcing
      2. Cue
         a. Stimulus that indicates appropriate direction for activity
      3. Responses
         a. Elicited by the drive and cues
         b. Aimed at reducing or eliminating drive
      4. Reinforcement
         a. Drive (or drive stimulus) reduction

III. Response Hierarchies
   A. Cues elicit several responses—vary in terms of their probability of occurrence
      1. Innate hierarchy of responses (prior to learning)
      2. Resultant hierarchy of responses (after learning)
   B. Learning dilemma
      1. Learning depends on failure of known responses
   C. Gradient of reinforcement
      1. Delayed reinforcement not as strong as immediate reinforcement
      2. Learning is stronger near the primary reinforcer

IV. Fear as an Acquired Drive
   A. Fear can be conditioned to stimuli associated with pain or discomfort

V. Stimulus Generalization
   A. Conditioned emotional responses can generalize
      1. Primary generalization (based on physical characteristics)
      2. Secondary generalization (based on verbal labels)
VI. Conflict
   A. Approach-approach conflict
      1. Two goals equally attractive at the same time
   B. Avoidance-avoidance conflict
      1. Person must choose between two negative goals
   C. Approach-avoidance conflict
      1. person is both attracted to and repelled by the same goal
   D. Double approach-avoidance conflict
      1. Person has ambivalent feelings about two goal objects

VII. Displacement
   A. Freudian concept
      1. Frustrated drives surface in disguised form

VIII. Frustration-Aggression Hypothesis
   A. Aggression is always a consequence of frustration
   B. Three moderating factors
      1. Drive level associated with the frustrated response
      2. Completeness of the frustration
      3. Cumulative effect of minor frustrations

IX. Importance of Language
   A. Language as a symbolic representation of reality (after Pavlov)
      1. Called cue-producing responses by Dollard and Miller
      2. Functions: Reasoning and planning

X. Unconscious Mind
   A. Two major types of unconscious experience
      1. Experiences that were never verbally labeled
      2. Experiences that have been repressed
         a. Suppression (conscious effort)
         b. Repression (anticipatory suppression—automatic response)

XI. Neurosis and Symptom Formation
   A. Neurosis
      1. Intense emotional conflict is the necessary basis
      2. Conflict: Frustrated drives versus fear regarding approach responses
   B. Symptom formation
      1. Manifestations of repressed conflicts
      2. Learned because they reduce fear or anxiety

XII. Psychotherapy
   A. Provides a situation in which neurosis can be unlearned
   B. Provides guidance as to how best to adjust

XIII. Four Critical Training Situations of Childhood
   A. Feeding situation
   B. Cleanliness training
   C. Early sex training
   D. Anger-anxiety conflicts

XIV. Evaluation
10.1 Multiple Choice Questions

1) Dollard and Miller attempted to combine the theories of Freud and
A) learning theorists like Pavlov and Hull.
B) Jung.
C) Skinner.
D) Eysenck.
Answer: A
Diff: 1    Page Ref: 290
Skill: Applied

2) One of Miller’s noteworthy accomplishments was pioneering research in
A) unconscious motivation.
B) aggressive traits.
C) reinforcement.
D) biofeedback.
Answer: D
Diff: 2    Page Ref: 292
Skill: Applied

3) Dollard and Miller believed that most human behavior is
A) mediated by unconscious instincts.
B) an attempt to express the unconscious.
C) learned.
D) all of the above
Answer: C
Diff: 1    Page Ref: 293
Skill: Applied

4) Which of the following is not true about Hull?
A) Like Skinner, he was a radical behaviorist.
B) He postulated biological events in his theory.
C) His form of behaviorism was more moderate than Skinner’s.
D) He posited mental events in his theory.
Answer: A
Diff: 1    Page Ref: 293
Skill: Factual

5) Hull had a _____ theory of learning.
A) cognitive
B) drive induction
C) drive reduction
D) genetically based
Answer: C
Diff: 2    Page Ref: 293
Skill: Applied
6) Hull called the association between a stimulus and a response a
A) drive.
B) habit.
C) reinforcer.
D) hierarchy.
Answer: B
Diff: 2 Page Ref: 293
Skill: Applied

7) Hull’s theory of learning is a(n) _____ theory.
A) drive reduction
B) reinforcement
C) S-R
D) all of the above
Answer: D
Diff: 2 Page Ref: 293
Skill: Applied

8) Dollard and Miller believe that an excellent source of information about human personality is
A) animal research.
B) neurotic humans who seek professional help.
C) neither A nor B
D) both A and B
Answer: D
Diff: 2 Page Ref: 294
Skill: Applied

9) Dollard and Miller believe that studying neurotics is useful because they
A) can be observed under controlled conditions.
B) can be studied over a fairly long period of time.
C) are more willing to talk about personal aspects of their lives.
D) all of the above
Answer: D
Diff: 1 Page Ref: 294
Skill: Applied

10) A _____ is any strong stimulus that impels an organism to action and whose elimination or reduction is reinforcing.
A) drive
B) cue
C) reinforcement
D) hierarchical stimulus
Answer: A
Diff: 1 Page Ref: 294
Skill: Conceptual
11) Which of the following is a secondary drive?
A) need for food
B) need for sex
C) need for money
D) need to escape pain

Answer: C

Diff: 2 Page Ref: 295
Skill: Conceptual

12) According to Dollard and Miller, _____ drives are the building blocks of personality.
A) acquired
B) secondary
C) learned
D) primary

Answer: D

Diff: 3 Page Ref: 295
Skill: Applied

13) A _____ is a stimulus that indicates the appropriate direction that an activity should take.
A) cue
B) reinforcer
C) drive
D) hierarchy

Answer: A

Diff: 1 Page Ref: 295
Skill: Conceptual

14) The _____ of a stimulus determines its drive properties, whereas its _____ determines its cue properties.
A) strength; distinctiveness
B) distinctiveness; strength
C) location; size
D) size; location

Answer: A

Diff: 3 Page Ref: 295
Skill: Conceptual

15) According to Dollard and Miller, a stimulus capable of reducing a drive is the _____ and the actual drive reduction is the _____.
A) reinforcement; reinforcer
B) reinforcer; reinforcement
C) cue; motivation
D) reinforcement; habit

Answer: B

Diff: 3 Page Ref: 296
Skill: Applied
16) A mother usually becomes a powerful _____ reinforcer to her child.
A) primary  
B) vicarious  
C) secondary  
D) negative  
Answer: C  
Diff: 2  Page Ref: 296  
Skill: Conceptual

17) The statement “In order to learn, one must want something, notice something, do something, and get something,” summarizes
A) psychoanalytic theory.  
B) reinforcement theory.  
C) personality theory.  
D) all of the above  
Answer: B  
Diff: 2  Page Ref: 296  
Skill: Conceptual

18) A group of responses elicited by a single cue is what Hull called
A) a habit.  
B) a discriminative operant.  
C) the habit family hierarchy.  
D) the learning dilemma.  
Answer: C  
Diff: 1  Page Ref: 296  
Skill: Applied

19) According to Hull, a newborn child possesses a genetically determined set of responses which is triggered if a need arises. This is called the _____ hierarchy of responses.
A) childhood  
B) primal  
C) predominant  
D) innate  
Answer: D  
Diff: 1  Page Ref: 297  
Skill: Applied

20) The rearrangement of response probabilities as new conditions emerge or as old conditions change is called
A) reinforcement.  
B) discrimination.  
C) learning.  
D) the learning dilemma.  
Answer: C  
Diff: 3  Page Ref: 297  
Skill: Applied
21) The statement “All learning depends on failure” describes the
A) learning dilemma.
B) basic principle of operant conditioning.
C) basic premise of reinforcement theory.
D) approach-avoidance conflict.

*Answer: A*

*Diff: 2  Page Ref: 297*

*Skill: Factual*

22) The _____ explains why if two or more routes to a goal are available, the shorter route tends to be preferred.
A) learning dilemma
B) gradient of reinforcement
C) resultant habit hierarchy
D) gradient of approach

*Answer: B*

*Diff: 3  Page Ref: 298*

*Skill: Factual*

23) Miller found that an animal could learn to fear something that was not previously feared. He called this learned fear a(n)
A) discriminative operant.
B) generalized response.
C) conditioned fear reaction.
D) hierarchical response.

*Answer: C*

*Diff: 2  Page Ref: 299*

*Skill: Applied*

24) Miller called fear an acquired drive because
A) its reduction is reinforcing.
B) all organisms naturally fear certain things.
C) once fear is acquired it does not extinguish.
D) all fears involve loss of secondary reinforcers.

*Answer: A*

*Diff: 2  Page Ref: 299*

*Skill: Applied*

25) The reason that an acquired fear is so difficult to extinguish is that
A) it is innate.
B) it is continually associated with primary reinforcement.
C) it is associated with multiple reinforcers.
D) the organism does not stay in the feared situation long enough to learn that primary reinforcement will not follow.

*Answer: D*

*Diff: 2  Page Ref: 299*

*Skill: Conceptual*
26) If $S_1$ elicits $R_1$, stimuli similar to $S_1$ will also tend to elicit $R_1$. This is referred to as
A) the learning dilemma.
B) discrimination.
C) response generalization.
D) stimulus generalization.
Answer: D
Diff: 3 Page Ref: 299
Skill: Factual

27) ________ is the opposite of generalization.
A) Discrimination
B) Primary generalization
C) Secondary generalization
D) Conflict
Answer: A
Diff: 1 Page Ref: 299, 300
Skill: Factual

28) ________ is dependent on language.
A) Discrimination
B) Primary generalization
C) Secondary generalization
D) Conflict
Answer: C
Diff: 2 Page Ref: 300
Skill: Factual

29) Typically, the _____ conflict is the easiest one to resolve.
A) approach-approach
B) avoidance-avoidance
C) approach-avoidance
D) double approach-avoidance
Answer: A
Diff: 2 Page Ref: 300
Skill: Conceptual

30) With the _____ conflict, people are damned if they do and damned if they don’t.
A) approach-approach
B) avoidance-avoidance
C) approach-avoidance
D) double approach-avoidance
Answer: B
Diff: 2 Page Ref: 301
Skill: Conceptual
31) Which type of conflict involves only one goal?
   A) approach-approach  
   B) avoidance-avoidance  
   C) approach-avoidance  
   D) double approach-avoidance  
   Answer: C  
   Diff: 2  Page Ref: 301  
   Skill: Factual

32) Which of the following is true about an approach-avoidance conflict?
   A) The strength of the approach tendency increases as the goal is approached.  
   B) The strength of the avoidance tendency increases as the goal is approached.  
   C) The avoidance tendency is stronger nearer the goal than the approach tendency.  
   D) all of the above  
   Answer: D  
   Diff: 2  Page Ref: 303  
   Skill: Factual

33) According to Dollard and Miller, the neurotic who has a strong sex drive and yet is repelled by sex is having a(n) ___ conflict.  
   A) approach-approach  
   B) avoidance-avoidance  
   C) approach-avoidance  
   D) double approach-avoidance  
   Answer: C  
   Diff: 2  Page Ref: 302  
   Skill: Applied

34) Which type of conflict did Freud claim the female child has toward her parents?  
   A) approach-approach  
   B) avoidance-avoidance  
   C) approach-avoidance  
   D) double approach-avoidance  
   Answer: D  
   Diff: 3  Page Ref: 303  
   Skill: Applied

35) If a need cannot be satisfied directly it may be satisfied indirectly. This exemplifies  
   A) displacement.  
   B) generalization.  
   C) an approach-avoidance conflict.  
   D) the learning dilemma.  
   Answer: A  
   Diff: 1  Page Ref: 303  
   Skill: Conceptual
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36) If an organism cannot respond to a desired stimulus, and if no conflict is involved, it will respond to a stimulus that is
A) similar to the desired stimulus.
B) opposite to the desired stimulus.
C) much different from the desired stimulus.
D) similar to the desired stimulus and yet quite different from it.
Answer: A
Diff: 3 Page Ref: 304
Skill: Conceptual

37) If a response to an original stimulus is prevented by a mild conflict, displacement will occur to
A) a stimulus identical to the original.
B) a stimulus somewhat different from the original.
C) an opposite stimulus.
D) a stimulus much different from the original.
Answer: B
Diff: 3 Page Ref: 304
Skill: Conceptual

38) As fear of aggressing toward an object increases, there is an increased tendency to displace to objects that are _________.
A) identical
B) similar
C) dissimilar
D) parallel
Answer: C
Diff: 2 Page Ref: 304
Skill: Conceptual

39) The frustration-aggression hypothesis states that
A) nothing is more frustrating than aggression.
B) nothing is more aggressive than frustration.
C) aggression leads to frustration.
D) frustration leads to aggression.
Answer: D
Diff: 1 Page Ref: 305, 306
Skill: Factual

40) The amount of aggression resulting from frustration is determined by the
A) drive level associated with the frustrated response.
B) completeness of frustration.
C) cumulative effect of minor frustrations.
D) all of the above
Answer: D
Diff: 2 Page Ref: 306
Skill: Conceptual
41) Dollard and Miller call images, perceptions, and words
   A) cue-producing responses.
   B) the first signal system.
   C) the secondary signal system.
   D) secondary reinforcers.
   Answer: A
   Diff: 2 Page Ref: 307
   Skill: Applied

42) When cue-producing responses are involved in solving an immediate problem, the process is called
   A) planning.
   B) sublimation.
   C) reasoning.
   D) displacement.
   Answer: C
   Diff: 1 Page Ref: 308
   Skill: Conceptual

43) When cue-producing responses are directed at the solution of a future problem the process is called
   A) planning.
   B) sublimation.
   C) reasoning.
   D) displacement.
   Answer: A
   Diff: 1 Page Ref: 308
   Skill: Conceptual

44) Dollard and Miller consider unconscious processes to be _____ in determining behavior.
   A) unimportant
   B) extremely important
   C) somewhat important
   D) all important
   Answer: B
   Diff: 2 Page Ref: 309
   Skill: Applied

45) According to Dollard and Miller, the unconscious mind consists of
   A) experiences that were never verbalized.
   B) experiences that have been repressed.
   C) both A and B
   D) neither A nor B
   Answer: C
   Diff: 1 Page Ref: 309
   Skill: Applied
46) A conscious and deliberate effort to stop an anxiety-provoking thought is called
A) repression.
B) suppression.
C) sublimation.
D) displacement.
Answer: B
Diff: 2   Page Ref: 310
Skill: Conceptual

47) When a potentially painful thought is aborted before it enters consciousness, the process is called
A) repression.
B) suppression.
C) sublimation.
D) displacement.
Answer: A
Diff: 2   Page Ref: 310
Skill: Conceptual

48) Suppression allows _____ from anxiety-provoking thoughts, whereas repression allows _____ of them.
A) escape; avoidance
B) avoidance; escape
C) avoidance; elimination
D) escape; elimination
Answer: A
Diff: 3   Page Ref: 310
Skill: Conceptual

49) According to Miller and Dollard (and Freud), which of the following is causally related to neurosis?
A) repression
B) suppression
C) sublimation
D) displacement
Answer: A
Diff: 1   Page Ref: 310
Skill: Applied

50) Dollard and Miller follow Freud in assuming that _____ is at the heart of neurotic behavior.
A) sexual abuse
B) the basic evil
C) identity crisis
D) conflict
Answer: D
Diff: 2   Page Ref: 310
Skill: Applied
51) According to Dollard and Miller, the physical symptoms that a neurotic develops
A) are only manifestations of a repressed conflict.
B) are only manifestations of a suppressed conflict.
C) are aimed at diverting the therapist’s attention away from the real problem.
D) constitute his or her real problem.
Answer: A
Diff: 2 Page Ref: 311 Skill: Applied

52) According to Dollard and Miller, a neurotic’s physical symptoms are learned because they
A) resolve the repressed conflict.
B) reduce fear or anxiety.
C) provide the neurotic with information concerning his or her real problem.
D) resolve approach-avoidance conflict.
Answer: B
Diff: 3 Page Ref: 312 Skill: Applied

53) A major assumption that Dollard and Miller make about neurosis is that
A) once it develops it lasts forever.
B) it is easily overcome.
C) it characterizes all humans to a certain degree.
D) it can be unlearned.
Answer: D
Diff: 2 Page Ref: 312 Skill: Applied

54) Which of the following is involved in the therapeutic process as Dollard and Miller view it?
A) extinction
B) generalization
C) displacement
D) all of the above
Answer: D
Diff: 3 Page Ref: 313 Skill: Applied

55) According to Dollard and Miller, what determines if a child grows up to be normal or neurotic?
A) whether the parents are neurotic or not
B) his or her genetic endowment
C) whether there is satisfactory resolution of the phallic stage or not
D) how the parents go about satisfying the child’s needs
Answer: D
Diff: 1 Page Ref: 314 Skill: Applied
56) According to Dollard and Miller, depending on how the feeding situation is handled, a child may
A) become passive or apathetic.
B) come to believe the world is an unpredictable place.
C) grow up disliking other people.
D) all of the above
Answer: D
Diff: 1 Page Ref: 314
Skill: Applied

57) According to Dollard and Miller, if toilet training is not handled properly by the parents, the child
may develop feelings of
A) unworthiness.
B) competition.
C) fixation.
D) aggression.
Answer: A
Diff: 2 Page Ref: 314
Skill: Applied

58) According to Dollard and Miller, there are probably more taboos in our culture related to _____ than
there are for any other type of activity.
A) toilet activities
B) sex
C) incest
D) swearing
Answer: B
Diff: 1 Page Ref: 315
Skill: Applied

59) According to Dollard and Miller, if parents totally inhibit a child’s aggressiveness, the child
A) will grow up to be abnormally aggressive.
B) will always be fearful.
C) will not be able to compete successfully in modern society.
D) will grow up as a normal adult.
Answer: C
Diff: 2 Page Ref: 315
Skill: Applied

60) Which of the following has been identified as an important contribution of Miller and Dollard’s
approach?
A) successfully synthesizing Freudian and Skinnerian theories
B) specifying the conditions of successful therapy
C) avoiding use of research on non-human animals
D) all of the above
Answer: B
Diff: 2 Page Ref: 317
Skill: Applied
10.2 Questions for Essay or Discussion

1. How is it possible for an approach such as Dollard’s and Miller’s to find a compromise between behavioristic and psychoanalytic approaches? What features of Freudian theory cannot be accommodated in this compromise?

2. In contemporary educational practice, there is often an emphasis on “enabling success.” Why would Dollard and Miller disagree with this practice?

3. How does the idea of the “gradient of reinforcement” help to explain the dynamics of the approach-avoidance conflict?

4. In what instances have you observed the frustration-aggression hypothesis in action? What factors might make aggression more (or less) likely under conditions of frustration?

5. Contrast and compare Freud’s with Dollard and Miller’s interpretations of the concepts of anxiety, repression, and neurosis.

6. Contrast and compare Freud’s with Dollard and Miller’s interpretations of the role of unconscious processes in the development of neurosis and in psychotherapy.
CHAPTER 11: ALBERT BANDURA AND WALTER MISCHEL

Chapter Outline

I. Biographical Sketches
   A. Albert Bandura
      1. Born December 4, 1925
      2. University of British Columbia BA, 1949
      3. University of Iowa PhD, 1952
      4. Married while at University of Iowa
      5. Currently Professor at Stanford University
   B. Walter Mischel
      1. Born February 22, 1930
      2. Ohio State University PhD, 1956
      3. Married while on faculty at Harvard University
      4. Currently Professor at Columbia University

II. Consistency of Human Behavior
   A. Mischel’s personality coefficient
      1. Weak correlation (.30) between personality measure and behavior
   B. Consistency paradox
      1. Laypersons and professional psychologists persist in believing that
         people’s behavior is consistent—contrary to evidence
   C. Traditional theory emphasizes person variables not situation variables
   D. Reciprocal determinism

III. Cognitive Social Learning Person Variables
   A. Determine which stimuli are perceived, selected, interpreted, and used
   B. Five social learning person variables
      1. Encoding strategies: How we see things
      2. Expectancies: What we think will happen
         a. Behavior-outcome expectancies
         b. Stimulus-outcome expectancies
         c. Self-efficacy expectancies
      3. Subjective values: What is worth having or doing?
      4. Self-regulatory systems and plans: How do we attain our goals?
      5. Competencies: What we are capable of doing

IV. Observational Learning
   A. Models as sources of vicarious reinforcement and vicarious punishment
      1. News and entertainment media as models
   B. Processes influencing observational learning
      1. Attentional processes
      2. Retentional processes
      3. Motor reproduction processes
      4. Motivational processes

V. Self-Regulated Behavior
   A. Most behavior is self-regulated via development of performance standards
      1. Self-efficacy as a mediator of performance
      2. Moral conduct as a regulator of performance
3. Self-exonerating mechanisms excuse violations of moral standards
   a. Moral justification
   b. Euphemistic labeling
   c. Advantageous comparison
   d. Displacement of responsibility
   e. Diffusion of responsibility
   f. Disregard or distortion of consequences
   g. Dehumanization
   h. Attribution of blame

B. Delay of gratification

VI. Dysfunctional Expectancies and Psychotherapy
   A. Psychological problems result from dysfunctional expectancies
   B. Goal of psychotherapy: Change perceived self-efficacy

VII. Social Cognitive Theory View of Human Nature
   A. Freedom versus determinism
      1. Bandura as a “soft-determinist”
      2. Freedom as options
   B. Chance encounters and life paths
   C. Mind-body relationship
      1. Social cognitive theory does not accept dualism

VIII. Evaluation

11.1 Multiple Choice Questions

1) At the heart of social-cognitive theory is
   A) reinforcement.
   B) the unconscious “unmasked.”
   C) observational learning.
   D) all of the above
   
   Answer: C
   Diff: 1       Page Ref: 324
   Skill: Factual

2) The most important fact about observational learning is that it requires
   A) no reinforcement.
   B) drive reduction.
   C) effect anticipation.
   D) the four social-cognitive processes.
   
   Answer: A
   Diff: 2       Page Ref: 324
   Skill: Factual

3) Most personality theorists have assumed that a person’s behavior is
   A) fairly consistent.
   B) caused by traits.
   C) subject to the same laws of reinforcement that govern nonhuman animals.
   D) all of the above
   
   Answer: A
   Diff: 1       Page Ref: 326
   Skill: Factual
4) Mischel called weak correlation between personality tests and actual behavior ________.  
A) the Freudian dilemma  
B) a psychological inconsistency  
C) the personality coefficient  
D) the constancy paradox  
Answer: C  
Diff: 2 Page Ref: 327  
Skill: Applied

5) Most individuals believe that a person’s behavior is more consistent than it actually is. Mischel called this 
A) the constancy dilemma.  
B) the consistency paradox.  
C) Freud’s Rubric’s Cube.  
D) a Gordian Knot.  
Answer: B  
Diff: 2 Page Ref: 327  
Skill: Applied

6) Mischel believes that a high degree of behavioral consistency  
A) may be maladaptive.  
B) characterizes only highly intelligent people.  
C) is the best index of mental health.  
D) suggests that traits do not exist.  
Answer: A  
Diff: 1 Page Ref: 328  
Skill: Applied

7) Mischel’s major criticism of traditional personality theories is that they emphasize _______ and deemphasize _______.  
A) reinforcement; punishment  
B) situation variables; person variables  
C) incentive; reinforcement  
D) person variables; situation variables  
Answer: D  
Diff: 2 Page Ref: 328  
Skill: Applied

8) Which of the following exemplifies a situation variable?  
A) a trait  
B) a repressed experience  
C) a fixation  
D) none of the above  
Answer: D  
Diff: 2 Page Ref: 328  
Skill: Conceptual
9) According to Mischel, which of the following theorists overemphasized situation variables?
   A) Allport
   B) Freud
   C) Skinner
   D) Cattell
   Answer: C
   Diff: 1       Page Ref: 328
   Skill: Applied

10) The term reciprocal determinism means that
   A) human behavior cannot be accurately predicted.
   B) humans are constantly influencing each other.
   C) the person, the environment, and the person’s behavior continually interact with each other.
   D) psychology has always been influenced by developments in the other sciences.
   Answer: C
   Diff: 2       Page Ref: 328
   Skill: Conceptual

11) Mischel postulated that different individuals assign different meanings to their experiences because of their
   A) subjective values.
   B) encoding strategies.
   C) expectancies.
   D) competencies.
   Answer: B
   Diff: 1       Page Ref: 329
   Skill: Applied

12) The statement “If I do X, I can expect Y” exemplifies a
   A) behavior-outcome expectancy.
   B) self-efficacy expectancy.
   C) competency.
   D) stimulus-outcome expectancy.
   Answer: A
   Diff: 2       Page Ref: 330
   Skill: Conceptual

13) The statement “If I see X, I can expect to see Y” exemplifies a
   A) visual expectancy.
   B) stimulus-stimulus expectancy.
   C) behavior-outcome expectancy.
   D) stimulus-outcome expectancy.
   Answer: D
   Diff: 3       Page Ref: 330
   Skill: Conceptual
14) A person’s belief concerning what he or she is capable of doing in a given situation describes his or her
A) perceived self-efficacy.
B) subjective self-efficacy.
C) personal competence.
D) all of the above
Answer: A
Diff: 1 Page Ref: 330
Skill: Conceptual

15) What factor influences the selection of actual behaviors from many possible behaviors?
A) perceived self-efficacy
B) subjective values
C) self-regulatory systems
D) encoding strategies
Answer: B
Diff: 1 Page Ref: 330
Skill: Conceptual

16) Self-regulatory systems and plans make it possible to attain
A) competencies.
B) self efficacy.
C) goals deemed important.
D) self-actualization.
Answer: C
Diff: 2 Page Ref: 331
Skill: Conceptual

17) According to social cognitive theory, social cognitive learning person variables are acquired through
A) extrinsic reinforcement and extrinsic punishment.
B) observational learning.
C) both operant and classical conditioning.
D) genetics.
Answer: B
Diff: 2 Page Ref: 331
Skill: Factual

18) In social cognitive theory, a model is best defined as
A) anyone similar to the observer.
B) a human being.
C) someone who can do something that the observer cannot do.
D) anything that conveys information.
Answer: D
Diff: 2 Page Ref: 331
Skill: Factual
19) In Bandura’s 1965 study utilizing a BoBo doll, it was found that children who saw a model being reinforced for aggression later displayed aggression themselves when they were given an incentive to do so. This experiment exemplified the influence of
A) direct reinforcement.
B) direct punishment.
C) vicarious reinforcement.
D) vicarious punishment.
Answer: C
Diff: 3 Page Ref: 332
Skill: Applied

20) In Bandura’s 1965 study utilizing a BoBo doll, it was found that children who saw a model being punished for aggression, later showed very little aggressive behavior. This exemplifies the influence of
A) direct reinforcement.
B) direct punishment.
C) vicarious reinforcement.
D) vicarious punishment.
Answer: D
Diff: 3 Page Ref: 332
Skill: Applied

21) Bandura’s 1965 study utilizing a BoBo doll demonstrated that
A) vicarious reinforcement is necessary for learning.
B) humans learn what they observe.
C) learning and performance are really the same thing.
D) direct reinforcement is necessary for learning.
Answer: B
Diff: 2 Page Ref: 333
Skill: Applied

22) Concerning child-rearing practices, Bandura supports
A) the extensive use of corporal punishment.
B) unconditional love.
C) both A and B
D) neither A nor B
Answer: D
Diff: 2 Page Ref: 334
Skill: Applied

23) These processes are influenced by the complexity and distinctiveness of stimulation.
A) motivational processes
B) motor reproduction processes
C) attentional processes
D) retentional processes
Answer: C
Diff: 2 Page Ref: 335
Skill: Conceptual
24) Which processes make delayed modeling possible?
A) motivational processes
B) motor reproduction processes
C) attentional processes
D) retentional processes
Answer: D
Diff: 2  Page Ref: 335
Skill: Conceptual

25) Which processes include the concept of reinforcement?
A) motivational processes
B) motor reproduction processes
C) attentional processes
D) retentional processes
Answer: A
Diff: 2  Page Ref: 336
Skill: Conceptual

26) According to social cognitive theory, most human behavior is
A) caused by external reinforcement.
B) freely chosen.
C) instinctive.
D) self-regulated.
Answer: D
Diff: 2  Page Ref: 336
Skill: Factual

27) Whether or not a person experiences intrinsic reinforcement or punishment depends on how his or her
behavior compares with
A) the behavior of his or her peers.
B) his or her performance standards.
C) what other relevant people expect of him or her.
D) the performance standards of his or her closest friends.
Answer: B
Diff: 1  Page Ref: 336
Skill: Conceptual

28) In order to avoid disappointment and frustration, one’s performance standards
A) should not be too lenient.
B) should not be too difficult.
C) should be based on past accomplishments and failures.
D) all of the above
Answer: D
Diff: 2  Page Ref: 337
Skill: Factual
29) Bandura defines _______ as “the conscious planning and intentional execution of actions that influence future events.”
A) self-efficacy
B) social cognitive metacognition
C) self agency
D) self-exoneration
Answer: C
Diff: 3 Page Ref: 337
Skill: Applied

30) _______ is more important than real self-efficacy.
A) Human agency
B) Perceived self-efficacy
C) Self-exoneration
D) Self-regulation
Answer: B
Diff: 3 Page Ref: 337
Skill: Conceptual

31) Persons with high perceived self-efficacy _______ than persons with low perceived self-efficacy.
A) attempt more
B) accomplish more
C) experience less fear
D) all of the above
Answer: D
Diff: 3 Page Ref: 338
Skill: Conceptual

32) Which of the following exemplifies a dysfunctional self-expectancy?
A) thinking that one can do more than one can actually do
B) thinking that one cannot do something that one is actually capable of doing
C) both A and B
D) neither A nor B
Answer: C
Diff: 2 Page Ref: 338
Skill: Factual

33) According to Bandura, there is no more devastating punishment than
A) shaming.
B) self-contempt.
C) teasing.
D) shunning.
Answer: B
Diff: 2 Page Ref: 339
Skill: Applied
34) ________ allow a person to act contrary to his or her moral principles without experiencing self-contempt.
A) Dysfunctional self-expectancies
B) Healthy performance standards
C) Self-exonerating mechanisms
D) Encoding strategies

Answer: C
Diff: 2 Page Ref: 339
Skill: Conceptual

35) Which self-exonerating mechanism does the statement “I committed the crime so that I could provide necessities for my family” exemplify?
A) moral justification
B) euphemistic labeling
C) attribution of blame
D) advantageous comparison

Answer: A
Diff: 1 Page Ref: 339
Skill: Conceptual

36) Calling a reprehensible act something other than what it actually is defines
A) moral justification.
B) euphemistic labeling.
C) attribution of blame.
D) advantageous comparison.

Answer: B
Diff: 1 Page Ref: 339
Skill: Conceptual

37) Mischel and his colleagues consistently found that the ability to delay gratification was related to the ability to
A) distract one’s attention away from rewards.
B) clearly visualize rewards.
C) mentally repeat the name of rewards.
D) vicariously consume rewards.

Answer: A
Diff: 2 Page Ref: 341
Skill: Applied

38) Which of Mischel’s preschool research participants were most socially and academically adjusted as adolescents?
A) those that could delay gratification even when rewards were visible
B) those with the least ability to delay gratification
C) those best able to follow instructions
D) those that were given distraction strategies by the researchers

Answer: A
Diff: 2 Page Ref: 341
Skill: Conceptual
Chapter 11: Albert Bandura and Walter Mischel

39) When individuals who opt for immediate gratification are shown models who delay gratification, the individuals who originally opted for immediate gratification will
A) experience an approach-avoidance conflict.
B) continue to opt for immediate gratification.
C) vacillate between immediate and delayed gratification.
D) delay gratification.
Answer: D
Diff: 2 Page Ref: 342
Skill: Conceptual

40) Dysfunctional expectancies are difficult to disconfirm because
A) they have been reinforced for such a long time.
B) the defensive behaviors based on them prevent the individual from having the experiences that will disconfirm them.
C) they eventually become a personality trait.
D) they have adaptive value.
Answer: B
Diff: 3 Page Ref: 342
Skill: Conceptual

41) According to social cognitive theory, the best way to remedy dysfunctional expectancies is to provide
A) drugs.
B) reinforcement for alternative expectancies.
C) powerful disconfirming experiences.
D) information about repressed memories.
Answer: C
Diff: 1 Page Ref: 343
Skill: Conceptual

42) According to social cognitive theory, the main goal of psychotherapy is to
A) change a client’s perceived self-efficacy.
B) reduce a client’s anxiety.
C) bring repressed memories into consciousness.
D) help the client on the road toward self-actualization.
Answer: A
Diff: 2 Page Ref: 343
Skill: Conceptual

43) Bandura, Adams, and Beyer (1977) found that the most accurate predictor of a person’s behavior is
A) a person’s actual capabilities.
B) a person’s perceived self-efficacy.
C) scores on a battery of personality tests.
D) how a person performed in the past.
Answer: B
Diff: 2 Page Ref: 344
Skill: Applied

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44) Which technique was generally found to be most effective in treating phobias?
   A) symbolic modeling
   B) live modeling with participation
   C) systematic desensitization
   D) shaping together with extinction
   Answer: B
   Diff: 3 Page Ref: 344, 345
   Skill: Factual

45) In the study performed by Bandura, Blanchard, and Ritter (1969), which of the following techniques was found effective in reducing a snake phobia?
   A) symbolic modeling
   B) systematic desensitization
   C) live modeling with participation
   D) all of the above
   Answer: D
   Diff: 3 Page Ref: 344, 345
   Skill: Applied

46) Bandura believes that people behave
   A) animalistically.
   B) freely.
   C) mechanistically.
   D) rationally.
   Answer: D
   Diff: 2 Page Ref: 346
   Skill: Applied

47) Which of the following philosophical positions renders the concept of personal responsibility meaningless?
   A) rationalism
   B) hard determinism
   C) soft determinism
   D) the belief in free will
   Answer: B
   Diff: 1 Page Ref: 346
   Skill: Conceptual

48) Bandura is a
   A) soft determinist.
   B) hard determinist.
   C) free willist.
   D) radical behaviorist.
   Answer: A
   Diff: 2 Page Ref: 346
   Skill: Applied
49) Bandura defines freedom as
A) autonomy.
B) the number of options available to an individual.
C) that which distinguishes humans from other animals.
D) fortuitous experiences.
Answer: B
Diff: 1 Page Ref: 346
Skill: Applied

50) Which of the following is not true of chance encounters?
A) They are actually planned encounters.
B) They can impact one’s life significantly.
C) They introduce a measure of unpredictability in life.
D) They provide an example of ways that the environment can influence the person and behavior.
Answer: A
Diff: 2 Page Ref: 347
Skill: Conceptual

51) According to Bandura, which of the following is true concerning chance encounters?
A) They are usually detrimental to social cognitive learning.
B) They rarely have an impact on one’s life.
C) They are usually planned by other people.
D) They exemplify ways that the environment can influence behavior and the person.
Answer: D
Diff: 2 Page Ref: 347
Skill: Applied

52) Which of the following best describes Bandura’s position on the mind-body relationship?
A) He accepts psychophysiological dualism.
B) He believes that all cognitive events are ultimately biological events but, at the present time, it is useful to employ psychological terminology.
C) He believes that the mind influences the body, and the body influences the mind.
D) He believes that because all mental events can be reduced to biological events, psychological terminology is meaningless.
Answer: B
Diff: 3 Page Ref: 348
Skill: Applied

53) It has been found that using group averages tends to
A) lead to the conclusion that human behavior is inconsistent.
B) lead to the conclusion that human behavior is consistent.
C) obscure the facts.
D) all of the above
Answer: A
Diff: 3 Page Ref: 348
Skill: Conceptual
54) Bem and Allen reported that
A) people who believe they are consistent are the most inconsistent.
B) people tend to believe that other people are inconsistent but that they are consistent.
C) nobody actually believes in consistency.
D) people who believe that they are consistent are often consistent.
Answer: D
Diff: 3 Page Ref: 349
Skill: Applied

55) A theorist who believes that both person and situation variables influence what a person does at any moment is a(n)
A) environmentalist.
B) personologist.
C) interactionist.
D) trait theorist.
Answer: C
Diff: 1 Page Ref: 349
Skill: Conceptual

56) Currently, Mischel is best identified as a(n)
A) environmentalist.
B) personologist.
C) interactionist.
D) trait theorist.
Answer: C
Diff: 1 Page Ref: 349
Skill: Applied

57) Social cognitive theory has been criticized for
A) invoking mental events to explain behavior.
B) neglecting important contributions of psychoanalytic theory.
C) ignoring important aspects of personality.
D) all of the above
Answer: D
Diff: 2 Page Ref: 350
Skill: Factual

58) Which of the following is not a criticism of social cognitive theory?
A) It is too unified.
B) It neglects the interplay between the conscious and the unconscious.
C) It can only deal with simple problems like phobias.
D) It ignores conflict.
Answer: A
Diff: 3 Page Ref: 350
Skill: Conceptual
59) Social Cognitive theory has been praised for
A) defining “the unconscious” in empirical terms.
B) resolving the three conflicts described by Dollard and Miller.
C) demonstrating the consistency of traits.
D) emphasizing empirical research on humans.
Answer: D
Diff: 3 Page Ref: 351
Skill: Conceptual

60) Social Cognitive theory has not been praised for
A) emphasizing empirical research on humans.
B) exploring deep and complex personality problems.
C) its applied value.
D) all of the above
Answer: B
Diff: 2 Page Ref: 351
Skill: Conceptual

11.2 Questions for Essay or Discussion

1. Discuss and develop possible explanations for the consistency paradox.

2. How does Bandura and Mischel’s approach to learning differ from the learning approaches of Skinner or Dollard and Miller?

3. What factors make Bandura and Mischel’s theory a “cognitive” theory?

4. Explain how conflicts between a person’s real self-efficacy and his/her perceived self-efficacy can lead to coping problems or perhaps to psychopathology.

5. Compare the Freudian notion of “delay of gratification” with that developed by Mischel. What role does delay of gratification play in these two theoretical approaches to personality?

6. What kinds of events might lead to “self-contempt”? How would a therapist, using techniques from social cognitive learning theory, address a patient’s problems stemming from self-contempt?

7. Contrast Freud’s ideas about the development of moral conduct with the ideas developed by Bandura.
CHAPTER 12: DAVID M. BUSS

Chapter Outline

I. Biographical Sketch
   A. David M. Buss was born in Indianapolis in 1953
   B. Completed his undergraduate degree at University of Texas, Austin
   C. PhD from University of California, Berkeley, 1981
   D. Currently a professor at University of Texas, Austin

II. Darwin’s Theory of Evolution
   A. Traits leading to adaptation allow reproduction and survival
   B. Natural selection: Environment favors certain traits
   C. Inclusive fitness (after Darwin)
      1. Includes survival of genes through survival of related individuals

III. Evolutionary Psychology Is not Sociobiology
   A. Perpetuation of genes cannot be the primary goal of life
      1. Adaptive Behavior solves problems
      2. Adaptations are problem specific
   B. What is selected?
      1. Brain mechanisms and “circuits”
      2. Circuits with great impact on reproduction are most likely to be selected

IV. Personality and Human Nature
   A. The social science model (empirical theory)
   B. Evolutionary psychology model
      1. Brain has many predisposed abilities
      2. Nature with nurture, not nature or nurture
   C. Role of culture
      1. Culture is not infinitely plastic—there are universals

V. Sex Differences in Mating Strategies
   A. Strategies
      1. Strategies are evolved psychological mechanisms
      2. Strategies are multifaceted solutions to problems
   B. Long-term strategies: Women seeking men
      1. Related to theory of parental investment
      2. A generally “protective” approach
      3. Abundant cross-cultural support
   C. Long-term strategies: Men seeking women
      1. Advantages of long-term mating for men
      2. Men’s seek cues of reproductive health and fidelity
   D. Long-term strategies: Women attracting men
      1. Self-promotion (signaling health and fidelity)
      2. Competitor derogation (undermining those cues in rivals)
   E. Long-term strategies: Men attracting women
      1. Self-promotion (signaling resources, protection, security)
      2. Competitor derogation (undermining those cues in rivals)
   F. Short-term strategies: Women seeking short-term mates
      1. Fewer women than men expected to seek short-term mates
      2. Women can be highly selective
   G. Short-term strategies: Men seeking short-term mates
1. More men than women expected to seek short-term mates
2. Men may reduce standards

H. Strategic interference
1. Occurs when one person seeks a long-term mate and the other is seeking a short-term mate.

I. Deception
1. Typically (but not always) employed by men seeking short-term mate

VI. Love and Jealousy
A. Love as an evolved strategy to maintain long-term relationships
1. Love as an irrational strategy (might be superior to “cool rationality”)
B. Jealousy as an evolved strategy to maintain long-term relationships
1. Error management theory (jealousy as a least-costly error)
2. Sex differences in jealousy
   a. Men are more jealous about real or imagined sexual infidelity
   b. Women are more jealous about real or imagined resource infidelity

VII. Altruism, Inclusive Fitness, and Social Groups
A. Kin altruism (including parenting)
   1. Perpetuates our genes either directly or indirectly
   2. Hamilton’s rule: Proportion of shared genes related to altruistic behavior
   3. Sex differences expected because of uncertain paternity
B. Reciprocal altruism
   1. Must overcome xenophobia
   2. Possible expectation that the service will be returned
   3. Social contract theory: Detection of cheaters as an adaptation

VIII. Dysfunctional Behavior
A. Suicide
   1. In some cases, may be a form of kin altruism
B. Murder
   1. Clear sex differences (male) and reflection of Hamilton’s rule
   2. Might be related to “reproductive variance”

IX. Psychological Disorders
A. Addiction
   1. Brain’s natural “reward” mechanisms may be involved
   2. Addictive substances artificially stimulate these mechanisms
B. Anorexia nervosa
   1. May have evolutionary bases in prevention of reproduction or migration
C. Anxiety disorders
   1. Strong phobias are often attached to evolutionary significant stimuli

X. Evaluation

12.1 Multiple Choice Questions

1) What did Buss find lacking in most theories of personality?
A) empirical support
B) adequate treatment of the unconscious
C) a fundamental and nonarbitrary set of principles
D) falsifiability

Answer: C

Diff: 1 Page Ref: 357 Skill: Applied
2) Buss considered ________ to be the first evolutionary psychologist.
   A) Charles Darwin
   B) himself
   C) E. O. Wilson
   D) Sigmund Freud
   
   Answer: A
   Diff: 2          Page Ref: 358
   Skill: Applied

3) When organisms produce more offspring than the environment can support
   A) a “struggle for existence” ensues.
   B) the species becomes extinct.
   C) organisms develop adaptations.
   D) the species experiences “adaptive crisis.”
   
   Answer: A
   Diff: 1          Page Ref: 359
   Skill: Factual

4) In Darwin’s theory of evolution, an adaptation is
   A) transforming an older trait into a novel one.
   B) successful adjustment to environmental demands.
   C) the development of a new species.
   D) all of the above
   
   Answer: B
   Diff: 2          Page Ref: 359
   Skill: Factual

5) “Natural selection” refers to the fact that
   A) larger, more aggressive organisms survive harsh conditions.
   B) environmental demands determine which organisms survive and which do not.
   C) all organisms with adaptations will survive.
   D) the environment determines which traits are heritable.
   
   Answer: B
   Diff: 2          Page Ref: 359
   Skill: Factual

6) “Sexual selection” may explain
   A) traits that cannot be explained by natural selection.
   B) why older men find young women attractive.
   C) cultural differences in mating.
   D) conscious and unconscious experience.
   
   Answer: A
   Diff: 1          Page Ref: 359
   Skill: Factual
7) Darwin defined fitness in terms of
A) reproduction.
B) the number of genes an organism perpetuates into future generations.
C) physical strength.
D) social desirability.
Answer: A
Diff: 1       Page Ref: 359
Skill: Applied

8) The expanded notion of gene reproduction and survival is called
A) total fitness.
B) natural selection.
C) expanded selection.
D) inclusive fitness.
Answer: D
Diff: 2       Page Ref: 360
Skill: Conceptual

9) The “sociobiological fallacy” is the sociobiologists’ contention that
A) social behaviors have been influenced by evolution.
B) sex/gender differences have been influenced by evolution.
C) the primary goal in life is perpetuation of genes.
D) there is no fundamental, basic human nature.
Answer: C
Diff: 3       Page Ref: 360
Skill: Conceptual

10) According to Cosmides and Tooby, what is acted on by natural selection?
A) society
B) only our adaptive traits
C) the brain
D) genes
Answer: C
Diff: 2       Page Ref: 361
Skill: Applied

11) Buss, Cosmides, and Tooby agree that our adaptations are
A) general fitness maximizing mechanisms.
B) never shaped by environmental events.
C) problem specific.
D) constantly updated and improving.
Answer: C
Diff: 2       Page Ref: 361
Skill: Applied
12) As an evolutionary psychologist, Buss asserts that
A) all personality theories make assumptions about basic human nature.
B) there is no fundamental human nature.
C) all behaviors are learned within the context of culture.
D) culture/society alone influences what we call human nature.
Answer: A
Diff: 2 Page Ref: 362
Skill: Applied

13) According to the empirical/social science model of human nature
A) the only determinant of personality is culture.
B) personality is the result of our experiences.
C) all humans possess certain common traits.
D) learning has little influence on personality.
Answer: B
Diff: 3 Page Ref: 362
Skill: Conceptual

14) The evolutionary psychological model of human nature asserts that
A) only evolution can account for personality.
B) our evolutionary heritage predisposes some kinds of learning but not others.
C) only those personality traits leading to survival of the fittest will appear in personality.
D) new personality traits evolve from older ones during times of stress.
Answer: B
Diff: 2 Page Ref: 363
Skill: Conceptual

15) With respect to the “nature-nurture” problem, evolutionary psychologists
A) reject the nature-nurture dichotomy.
B) support the “nature” side of the argument.
C) support the “nurture” side of the argument.
D) ask “how much nature, how much nurture?”
Answer: A
Diff: 1 Page Ref: 363
Skill: Factual

16) Buss asserts that the claim of genetic determinism is
A) the equivalent of an Einsteinian revolution for psychology.
B) the “fundamental fact of life.”
C) simply false.
D) the only possible explanation for the many different expressions of personality.
Answer: C
Diff: 2 Page Ref: 363
Skill: Applied
17) With respect to human culture, evolutionary psychology claims that
A) because of environmental differences, all human cultures are unique.
B) there are universal human behaviors shared by most human cultures.
C) all human cultures are basically identical.
D) the very concept of human culture is a myth.
Answer: B
Diff: 2    Page Ref: 364
Skill: Factual

18) An example of a “cultural universal” is
A) aid for the poor.
B) collective bargaining.
C) democracy on the march.
D) incest avoidance.
Answer: D
Diff: 2    Page Ref: 364
Skill: Factual

19) A strategy is
A) a conscious plan of action for making adaptations.
B) a deliberate cost/benefit analysis related to survival.
C) an evolutionarily selected neural system developed to solve a specific problem.
D) a fixed neural circuit comparable to an instinct.
Answer: C
Diff: 1    Page Ref: 364
Skill: Conceptual

20) According to Trivers’ (1972) theory of parental investment
A) women should be more aggressive than men when seeking mates.
B) women should be more selective than men when seeking mates.
C) women should only mate with the strong, dominant men.
D) men should be more aggressive than women when seeking mates.
Answer: B
Diff: 3    Page Ref: 365
Skill: Applied

21) From an evolutionary psychological perspective, women should not favor men who
A) express jealousy.
B) impose costs.
C) seek long-term mates.
D) are past reproductive prime.
Answer: B
Diff: 3    Page Ref: 366
Skill: Conceptual
22) In societies around the world, both men and women seek mates who
A) are kind, loving, understanding, and intelligent.
B) are at prime age for reproduction.
C) are of slightly higher status than themselves.
D) can dance just as good as they want.

*Answer: A*

*Diff: 2 Page Ref: 366*

*Skill: Conceptual*

23) After important basic criteria are met, women value _______ in potential mates more than do men
A) reproductive fitness
B) resources and the ability to attain them
C) physical attractiveness and indicators of good health
D) good sense of humor

*Answer: B*

*Diff: 2 Page Ref: 366*

*Skill: Conceptual*

24) Among women, who shows the greatest preference for men with resources and prestige?
A) women seeking long-term mates
B) women in their reproductive prime
C) women with fewer resources and lower prestige
D) wealthy, prestigious women

*Answer: D*

*Diff: 3 Page Ref: 366*

*Skill: Conceptual*

25) Fluctuating Asymmetry (FA) refers to
A) differences between the right and left halves of the body.
B) the asymmetric power differences between men and women.
C) the asymmetric economic differences between men and women.
D) the different mating strategies than men and women use.

*Answer: A*

*Diff: 1 Page Ref: 368*

*Skill: Factual*

26) Women are likely to be attracted to men with
A) no FA.
B) alternating FA.
C) high FA.
D) low FA.

*Answer: D*

*Diff: 1 Page Ref: 368*

*Skill: Conceptual*
27) According to Buss, it is evolutionarily advantageous for men to
A) maintain long-term mated relationships.
B) have random sexual encounters with as many partners as possible.
C) have multiple partners when young but a long-term partner in old age.
D) engage only in short-term mating.
Answer: A
Diff: 2 Page Ref: 368
Skill: Applied

28) If a man seeks a long-term mate, he is likely to be attracted by
A) cues pertaining to sexual availability.
B) cues pertaining to lack of prior sexual experience.
C) cues pertaining to reproductive value.
D) cues pertaining to status and wealth.
Answer: C
Diff: 2 Page Ref: 368
Skill: Conceptual

29) There is no evidence of societies in which men prefer women who
A) are of prime reproductive age.
B) are in bad health and physically deteriorated.
C) show signs of good health.
D) show signs of fidelity.
Answer: B
Diff: 3 Page Ref: 369
Skill: Conceptual

30) A woman with a waist-to-hip ratio (WHR) of 1.00
A) is the “perfect” ideal.
B) is more desirable than a woman with a WHR of .80.
C) is less desirable than a woman with a WHR of .80.
D) None of the above—WHR does not affect desirability.
Answer: C
Diff: 3 Page Ref: 369
Skill: Conceptual

31) If a woman has a waist-to-hip ratio (WHR) of 1.50, she is
A) overweight.
B) twice as desirable than a woman with WHR of .75.
C) basically identical to a woman with WHR of .50.
D) almost the “perfect woman.”
Answer: A
Diff: 3 Page Ref: 369
Skill: Conceptual
32) **Self-promotion** is a strategy in which a man or woman
A) attempts to embody the characteristics preferred by the opposite sex.
B) attempts to embody his or her “best” characteristics.
C) attempts to undermine competitors.
D) attempts to gain a long-term mate by deceit.

*Answer: A*

*Diff: 2  Page Ref: 370*

*Skill: Factual*

33) Which of the following is an example of **self-promotion**?
A) getting cosmetic surgery
B) keeping physically fit
C) using cosmetics to appear younger
D) all of the above

*Answer: D*

*Diff: 3  Page Ref: 370*

*Skill: Conceptual*

34) Which of the following is an example of **competitor derogation**?
A) getting cosmetic surgery
B) buying more expensive clothes than a competitor
C) suggesting that a competitor is sexually promiscuous
D) being more sexually promiscuous than a competitor

*Answer: C*

*Diff: 2  Page Ref: 370, 371*

*Skill: Conceptual*

35) Men may attempt to attract a long-term mate by
A) exaggerating career potential and upward mobility.
B) buying expensive gifts early and often in the relationship.
C) exaggerating sexual prowess.
D) all of the above

*Answer: A*

*Diff: 3  Page Ref: 371*

*Skill: Conceptual*

36) Which aspects of self-promotion are most “difficult” for a man seeking a long-term mate?
A) displays of physical ability
B) displays of wealth
C) displays of intelligence
D) displays of commitment

*Answer: D*

*Diff: 3  Page Ref: 371*

*Skill: Conceptual*
37) Which competitor derogation tactic might a man use when seeking a long-term mate?
A) suggesting that the rival is a weakling
B) suggesting that the rival is just an “intellectual” egghead
C) suggesting that the rival is stuck in a boring corporate job
D) suggesting that the rival will be a stay-at-home dad

Answer: A
Diff: 2 Page Ref: 371
Skill: Conceptual

38) Why should women be even more selective when seeking short-term mates?
A) Good short-term mates are hard to find.
B) There are likely to be fewer women than men seeking short-term mates.
C) There are likely to be fewer men than women seeking short-term mates.
D) Both men and women raise their standards for short-term mates.

Answer: B
Diff: 3 Page Ref: 372
Skill: Conceptual

39) Women seeking short-term mates may be more likely to
A) engage in displays of fidelity and loyalty.
B) wear revealing or sexualized clothing.
C) seek men who want long-term mates.
D) pretend to want long-term, committed relationships.

Answer: B
Diff: 2 Page Ref: 372
Skill: Conceptual

40) Which of the following statements is true?
A) Women and men desire the same number of sexual partners.
B) Women desire more sexual partners than do men.
C) Men desire more sexual partners than do women.
D) Desire for sexual partners varies radically across cultures.

Answer: C
Diff: 1 Page Ref: 373
Skill: Factual

41) Men seeking short-term mates are more likely to engage in
A) displays of sexual inadequacy and inexperience.
B) displays of fidelity.
C) displays related to “courtship costs.”
D) immediate displays of wealth and resources.

Answer: D
Diff: 2 Page Ref: 374
Skill: Conceptual
42) Strategic interference refers to the occasion when
A) one person is seeking a long-term relationship while the other is seeking a short-term arrangement.
B) a man or woman attempts to undermine a competitor’s strategy.
C) both partners are seeking the same kind of relationship but fail to communicate intent.
D) deception interferes with one partner’s tactic.
Answer: A
Diff: 1 Page Ref: 374
Skill: Conceptual

43) Men tend to deceive women about
A) reproductive fitness.
B) commitment.
C) sexual availability.
D) physical prowess.
Answer: B
Diff: 1 Page Ref: 375
Skill: Factual

44) If a woman deceives a man, the deception tends to be about
A) fidelity.
B) sexual availability.
C) looks.
D) resources.
Answer: B
Diff: 1 Page Ref: 375
Skill: Factual

45) As an evolutionary psychologist, Buss views love as
A) an evolutionary strategy to maintain the benefits of long-term mating.
B) an exaptation.
C) an invention of Western fables, books, media, etc.
D) an evolutionary “vestigial organ.”
Answer: A
Diff: 1 Page Ref: 376
Skill: Applied

46) Why, according to Buss, is love an evolutionary paradox?
A) No other mammals seem to express “love.”
B) It does not appear in all human societies.
C) It is often irrational.
D) It has no adaptive significance.
Answer: C
Diff: 3 Page Ref: 377
Skill: Applied
47) According to Buss, jealousy
A) has no function in contemporary human societies.
B) is only observed in Western societies and is therefore not an evolutionary strategy.
C) has no evolutionary significance.
D) is an evolved strategy to maintain the benefits of long-term mating.

Answer: D
Diff: 2   Page Ref: 377
Skill: Applied

48) According to error management theory
A) failing to be jealous (when one should) is the most costly error.
B) jealousy is a costly error and should be avoided.
C) love leads to less costly errors than does jealousy.
D) failing to notice signs of fidelity is the most costly error.

Answer: A
Diff: 3   Page Ref: 378
Skill: Conceptual

49) With respect to sex differences in expression of jealousy, Buss maintains that
A) men are simply more jealous than women.
B) men and women differ with respect to the events that induce jealousy.
C) women are jealous more often than men.
D) men are more likely to act aggressively when jealous.

Answer: B
Diff: 2   Page Ref: 378
Skill: Applied

50) The most consistent results suggest that a man would be most jealous if
A) his mate had a deep loving (nonsexual) friendship with another man.
B) his mate had sexual fantasies about another man.
C) his mate bought a birthday gift for another man.
D) None of these should make a man jealous.

Answer: B
Diff: 2   Page Ref: 378, 379
Skill: Conceptual

51) The most consistent results suggest that a woman would be most jealous if
A) her mate had a deep loving (nonsexual) friendship with another woman.
B) her mate had sexual fantasies about another woman.
C) her mate bought a birthday gift for another woman.
D) all of the above

Answer: A
Diff: 2   Page Ref: 378
Skill: Conceptual
52) **Altruism** is defined as behavior that
A) benefits anyone other than ourselves and our kin.
B) risks our own resources so that others may benefit.
C) leads to inclusive but not personal fitness.
D) leads to personal but not inclusive fitness.
*Answer: B*
*Diff: 1 Page Ref: 379*
*Skill: Factual*

53) Helping those with whom we share genes is called
A) nepotism.
B) reciprocal altruism.
C) the “altruistic rule.”
D) kin selection or kin altruism.
*Answer: D*
*Diff: 1 Page Ref: 380*
*Skill: Conceptual*

54) According to Hamilton’s rule, we should give aid only when
A) the cost of our action exceeds the genetic benefit.
B) the cost of the genetic benefit is more risky than the aid.
C) the genetic benefit is more risky than the cost of the risk.
D) the genetic benefit exceeds the cost of the action.
*Answer: D*
*Diff: 3 Page Ref: 380*
*Skill: Applied*

55) According to Hamilton’s rule, who are we *least* likely to help?
A) our child
B) our cousin
C) our parent
D) our lover
*Answer: D*
*Diff: 3 Page Ref: 380*
*Skill: Applied*

56) Fathers are more likely to extend resources to their children if
A) the children are in infancy.
B) the children are grown and have contributed to family well-being.
C) the father and children have spent quality time together.
D) the children resemble the father.
*Answer: D*
*Diff: 1 Page Ref: 381*
*Skill: Conceptual*
57) The intense fear of strangers is called
A) xenophobia.
B) reciprocal phobia.
C) the naturalistic fallacy.
D) nostrephobia.
Answer: A
Diff: 1 Page Ref: 381
Skill: Factual

58) The naturalistic fallacy is believing that
A) males and females are equal.
B) because something is natural, it is necessarily good.
C) the tortoise will catch up to the hare.
D) all humans are ultimately selfish.
Answer: B
Diff: 1 Page Ref: 382
Skill: Conceptual

59) Extending our resources to those to whom we are not biologically related, including strangers, is called
A) the naturalistic fallacy.
B) the Pollyanna principle.
C) reciprocal altruism.
D) extended selection.
Answer: C
Diff: 1 Page Ref: 382
Skill: Conceptual

60) According to social contract theory, we have evolved mechanisms tuned to
A) detect those who are likely to help us.
B) detect those who violate rules of reciprocity.
C) detect those who are most in need of help.
D) detect our closest genetic kin.
Answer: B
Diff: 2 Page Ref: 383
Skill: Conceptual

61) When an evolved mechanism is activated by stimuli or situations other than those for which it evolved, we have an example of
A) a “false positive.”
B) adaptation failure.
C) excepted shortcoming.
D) context failure.
Answer: D
Diff: 3 Page Ref: 384
Skill: Conceptual
An Introduction to Theories of Personality

62) Context failure results in behavior that
A) is judged to be creative or insightful.
B) is socially inappropriate, dangerous, or self-destructive.
C) provides the wrong solution to an otherwise simple problem.
D) provides a unique solution to an otherwise difficult problem.
Answer: B
Diff: 2 Page Ref: 384
Skill: Conceptual

63) DeCatanzaro suggests that when one provides no benefits and incurs great costs from (related) others
A) one may commit suicide to aid those bearing the costs.
B) kin selection has failed.
C) depression or other mental dysfunctions serve a protective role.
D) reverse kin selection operates to correct the situation.
Answer: A
Diff: 2 Page Ref: 385
Skill: Applied

64) According to Daly and Wilson, murder
A) is explained as a psychopathological behavior.
B) is explained as “reverse altruism.”
C) cannot be explained as psychopathology or mechanism failure.
D) is merely territorial aggression without a proper control mechanism.
Answer: C
Diff: 2 Page Ref: 385
Skill: Applied

65) Assume that person X is going to commit murder. Who is the likely victim?
A) a family member who is competing for resources
B) a sibling who is closest to person X’s age
C) a parent who is withholding resources
D) an unrelated acquaintance or stranger
Answer: D
Diff: 2 Page Ref: 385
Skill: Conceptual

66) High murder rates among humans may be related to
A) the high availability of hand guns.
B) reproductive variance.
C) the great disparity between the rich and poor.
D) societal conditions.
Answer: B
Diff: 3 Page Ref: 385
Skill: Conceptual
67) **Effective polygyny**
   A) refers to greater reproductive variance among males.
   B) tends to be associated with competition and risk taking among males.
   C) may partly account for sex differences in murder rates.
   D) all of the above
   *Answer: D*  
   *Diff: 3  Page Ref: 385*  
   *Skill: Conceptual*

68) Which of the following is (are) true about homicide?
   A) Men commit murder far more often than do women.
   B) Spouses are more likely than other relatives to be victims of homicide.
   C) Stepchildren are more likely than biological children to be murdered by a parent.
   D) all of the above
   *Answer: D*  
   *Diff: 1  Page Ref: 386, 387*  
   *Skill: Conceptual*

69) Substances are addictive because
   A) they “fool” the brain’s natural reward systems.
   B) they contain the chemical *addictophene*.
   C) they contain dopamine.
   D) they contain ethanol.
   *Answer: A*  
   *Diff: 1  Page Ref: 388*  
   *Skill: Conceptual*

70) Humans may have evolved a predisposition for addiction to alcohol because
   A) ripening fruit with higher nutritional value produces alcohol.
   B) humans have been fermenting alcohol for thousands of years.
   C) alcohol contains dopamine.
   D) intoxication is a naturally pleasant state.
   *Answer: A*  
   *Diff: 3  Page Ref: 388*  
   *Skill: Conceptual*

71) Starvation due to anorexia nervosa (AN) is paradoxical because
   A) individuals suffering from AN are often restless and energetic.
   B) individuals suffering from AN often exercise to excess.
   C) individuals suffering from AN often find food aversive or disgusting.
   D) all of the above
   *Answer: D*  
   *Diff: 3  Page Ref: 389*  
   *Skill: Conceptual*
72) Starvation due to anorexia nervosa is
A) a phenomenon observed only in contemporary societies.
B) a possible example of context failure.
C) seen only in adolescent girls.
D) a result of our cultural obsession with “thinness.”
Answer: B
Diff: 3 Page Ref: 389
Skill: Conceptual

73) The most prevalent phobias
A) include fears of evolutionarily significant stimuli or events.
B) are easily treated with medications.
C) are easily treated with cognitive-evolutionary therapy.
D) can be dismissed as irrational and trivial.
Answer: A
Diff: 1 Page Ref: 390
Skill: Conceptual

74) Evolutionary Psychology has been criticized for engaging in *panadaptationism*. This means that they
A) do not see the flaws in Darwinian theory.
B) only accept evolutionary explanations for psychological phenomena.
C) attribute most if not all behavior to evolutionary influences.
D) accept only Lamarckian explanations of traits.
Answer: C
Diff: 1 Page Ref: 391
Skill: Conceptual

75) Evolutionary Psychology has been praised for
A) making connections with other theories.
B) stimulating new research.
C) being grounded in scientific research.
D) all of the above
Answer: D
Diff: 3 Page Ref: 394, 395
Skill: Conceptual

**12.2 Questions for Essay or Discussion**

1. Which of the previous theories is/are most compatible with the approach developed in evolutionary psychology? What features make these theories similar?

2. With which of the previous theories would an evolutionary psychologist be most likely to disagree? What are the critical points of disagreement?

3. Many people are not comfortable applying evolutionary principles to human personality. What do you see as the important sources of this discomfort?

4. Compare Freudian, Skinnerian, and evolutionary psychological interpretations of self-destructive behaviors, such as drug addiction or alcoholism.
5. How would evolutionary psychology interpret human interest in religion?

6. What would constitute strong evidence to refute the claim(s) that different criteria for mate selection are the result of evolutionary processes?

7. Evolutionary psychologists are often accused of making up “just so” stories about the evolution of hominid ancestors. Is this criticism accurate? What would constitute strong evidence to support this claim?
CHAPTER 13: GEORGE KELLY

Chapter Outline

I. Biographical Sketch
   A. Born April 28, 1905
   B. BA from Park College in Parkville, Missouri, 1926
   C. State University of Iowa PhD in 1931
   D. Married 1931
   E. Died March 6, 1967

II. Categorization of Kelly’s Theory
   A. Phenomenological
      1. Focus on conscious experience related to objective reality
   B. Cognitive
      1. Stresses how people view and think about reality
   C. Existential
      1. Emphasizes choices about the present and future
   D. Humanistic
      1. Emphasizes human capacity for improvement

III. Basic Postulate—People as Scientists
   A. Personal constructs as hypotheses
   B. Construct system and its relationship to personality
   C. Constructive alternativeism and freedom to choose constructs
   D. Kelly, Vaihinger, and Adler

IV. The 11 Corollaries
   A. Construction corollary
   B. Individuality corollary
   C. Organization corollary
   D. Dichotomy corollary
   E. Choice corollary
   F. Range corollary
   G. Experience corollary
   H. Modulation corollary
   I. Fragmentation corollary
   J. Commonality corollary
   K. Sociality corollary

V. CPC Cycle
   A. Circumspection phase
   B. Preemption phase
   C. Control phase

VI. Creativity Cycle
   A. Loosened construction phase
   B. Tightened construction phase
   C. Test phase

VII. Kelly’s Interpretation of Traditional Psychological Concepts
   A. Motivation
   B. Anxiety
   C. Hostility
   D. Aggression
E. Guilt
F. Threat
G. Fear
H. Unconscious
I. Learning
J. Reinforcement

VIII. Psychotherapy
   A. Provides opportunity to examine and reformulate construct system
   B. Role Construct Repertory Test
   C. Fixed-role therapy
   D. Being oneself

IX. Construct Systems and Paradigms
   A. Both Kelly and Kuhn emphasize ways of seeing the world

X. Evaluation

13.1 Multiple Choice Questions

1) Kelly’s approach to psychological theory differs from many others because
   A) of its extensive use of mathematical symbol.
   B) of its strict adherence to Darwinian theory.
   C) he eliminates many of the common terms shared by other personality theories.
   D) the theory makes no predictions whatsoever.
   Answer: C
   Diff: 1 Page Ref: 400, 401
   Skill: Applied

2) Kelly found that Freudian therapy was effective when
   A) a client believed it would be effective.
   B) used in conjunction with behavior therapy.
   C) dream analysis was avoided.
   D) used as Erikson used it.
   Answer: A
   Diff: 2 Page Ref: 403
   Skill: Applied

3) As Kelly attempted different clinical approaches, he discovered that
   A) one had to have a single theoretical framework to work within.
   B) anything that caused clients to look at themselves differently improved the situation.
   C) other clinical psychologists were appalled when he did not follow Freudian theory.
   D) all of the above
   Answer: B
   Diff: 1 Page Ref: 403
   Skill: Applied
4) Because it deals with intact conscious experience, Kelly’s theory is said to be
A) cognitive.
B) existential.
C) phenomenological.
D) humanistic.
Answer: C
Diff: 2 Page Ref: 404
Skill: Applied

5) Kelly’s theory is ______ because it stresses how people view and think about reality.
A) phenomenological
B) cognitive
C) existential
D) humanistic
Answer: B
Diff: 2 Page Ref: 405
Skill: Applied

6) Kelly’s theory can be considered ______ because it emphasizes the present or future rather than the past, and because it assumes that humans are free to choose their own destiny.
A) phenomenological
B) cognitive
C) existential
D) humanistic
Answer: C
Diff: 2 Page Ref: 405
Skill: Applied

7) According to Kelly, the scientist’s main goal is to
A) reduce uncertainty.
B) desacralize humans.
C) discover general laws.
D) equate lower animals with humans.
Answer: A
Diff: 2 Page Ref: 405
Skill: Applied

8) According to Kelly, the major tool a person uses in anticipating events is the
A) CPC cycle.
B) habit.
C) organismic valuing process.
D) personal construct.
Answer: D
Diff: 1 Page Ref: 406
Skill: Applied
9) According to Kelly, people ______ their experiences, which means they attempt to interpret, explain, or give meaning to those experiences
A) actualize  
B) sacralize  
C) construe  
D) rationalize  
Answer: C  
Diff: 1  Page Ref: 406  
Skill: Applied

10) Kelly believed that each person creates his or her own constructs for dealing with the world. He called this creative ability
A) the habit family hierarchy.  
B) constructive alternativism.  
C) the actualizing tendency.  
D) the CPC cycle.  
Answer: B  
Diff: 2  Page Ref: 406  
Skill: Applied

11) Kelly’s theory asserts that an individual’s activities (behavior and thoughts) are guided in certain directions by the personal constructs used to
A) protect the ego.  
B) avoid anxiety.  
C) predict future events.  
D) win approval.  
Answer: C  
Diff: 1  Page Ref: 407  
Skill: Applied

12) Which of the following best describes Kelly’s attitude toward Vaihinger’s philosophy of “as if”?
A) He embraced it enthusiastically because it encouraged propositional thinking.  
B) He rejected it because it was unscientific.  
C) He rejected it because it discouraged propositional thinking.  
D) He accepted it because it supported his (Kelly’s) behavioristic approach.  
Answer: A  
Diff: 2  Page Ref: 407  
Skill: Applied

13) Individuals make constructs (or constructions) because
A) there are no other choices.  
B) events in one’s life occur with some regularity.  
C) all humans possess certain common traits.  
D) all events are singularly unique.  
Answer: B  
Diff: 3  Page Ref: 408  
Skill: Conceptual
14) The _____ corollary is a restatement of Kelly’s notion of constructive alternativism.
A) construction
B) individuality
C) choice
D) experience
Answer: B
Diff: 1       Page Ref: 408
Skill: Applied

15) A _____ construct subsumes other constructs within it.
A) superordinate
B) subordinate
C) dichotomous
D) fragmentary
Answer: A
Diff: 1       Page Ref: 408
Skill: Factual

16) The statement “A person’s construction system is composed of a finite number of dichotomous constructs” describes the _____ corollary.
A) range
B) choice
C) dichotomy
D) modulation
Answer: C
Diff: 2       Page Ref: 409
Skill: Conceptual

17) The Kellians refer to the abrupt shift from construing events with one pole of a construct to construing them with the opposite pole as
A) a slot movement.
B) submergence.
C) definition.
D) extension.
Answer: A
Diff: 2       Page Ref: 410
Skill: Conceptual

18) The statement “A person chooses for himself that alternative in a dichotomized construct through which he anticipates the greater possibility for extension and definition of his system” describes the corollary.
A) range
B) choice
C) dichotomy
D) modulation
Answer: B
Diff: 2       Page Ref: 410
Skill: Conceptual
19) ______ involves construing a situation in terms of constructs that have already been used successfully while construing similar situations.
A) A slot movement  
B) Submergence  
C) Definition  
D) Extension  
Answer: C  
Diff: 3  Page Ref: 410  
Skill: Conceptual

20) ______ involves trying new constructs while construing a situation.
A) A slot movement  
B) Submergence  
C) Definition  
D) Extension  
Answer: D  
Diff: 3  Page Ref: 410  
Skill: Conceptual

21) According to Kelly, each construct has a _____, which includes all the events for which the construct is relevant.
A) focus of convenience  
B) range of convenience  
C) submerged end  
D) suspension  
Answer: B  
Diff: 3  Page Ref: 411  
Skill: Applied

22) The events within the range of convenience for which a construct is especially appropriate define the construct’s
A) focus of convenience.  
B) range of convenience.  
C) submerged end.  
D) suspension.  
Answer: A  
Diff: 3  Page Ref: 411  
Skill: Factual

23) Experience alone was unimportant to Kelly; what was important was the _____ of experience.
A) sharing  
B) construing  
C) repressing  
D) extending  
Answer: B  
Diff: 2  Page Ref: 411  
Skill: Conceptual
24) According to Kelly, a construct is _____ if it easily assimilates new elements.
   A) submerged
   B) suspended
   C) useless
   D) permeable
   Answer: D
   Diff: 2       Page Ref: 412
   Skill: Applied

25) Which corollary attempts to explain why human behavior is sometimes inconsistent?
   A) fragmentation
   B) modulation
   C) commonality
   D) inconsistency
   Answer: A
   Diff: 2       Page Ref: 412
   Skill: Factual

26) According to Kelly, what is it that makes two people psychologically similar?
   A) common experience
   B) genetic inheritance
   C) a common cultural heritage
   D) they construe their experiences in a similar way
   Answer: D
   Diff: 1       Page Ref: 412
   Skill: Applied

27) The statement “To the extent that one person construes the construction processes of another, he may play a role in a social process involving the other person” describes the _____ corollary.
   A) sociality
   B) commonality
   C) experience
   D) choice
   Answer: A
   Diff: 2       Page Ref: 413
   Skill: Conceptual

28) Acting in accordance with the expectations of others is what Kelly called
   A) conformity.
   B) sociality.
   C) playing a role.
   D) suspension.
   Answer: C
   Diff: 2       Page Ref: 413
   Skill: Applied
29) During the _____ phase of the CPC cycle, a person tries a number of propositional constructs.
   A) submergence
   B) circumspection
   C) preemption
   D) control
   Answer: B
   Diff: 3 Page Ref: 413
   Skill: Conceptual

30) During the _____ phase of the CPC cycle, the person chooses that construct that seems especially relevant to the situation.
   A) submergence
   B) circumspection
   C) preemption
   D) control
   Answer: C
   Diff: 3 Page Ref: 413
   Skill: Conceptual

31) For Kelly, a creative person is one who
   A) has a loose construct system.
   B) has a tight construct system.
   C) can loosen and then tighten his or her construct system.
   D) opts for definition rather than extension of his or her construct system.
   Answer: C
   Diff: 1 Page Ref: 414
   Skill: Applied

32) Which of the following occurs during the test phase of the creativity cycle?
   A) The creative idea discovered in a preceding stage is tested for its usefulness.
   B) The construct system is loosened.
   C) The construct system is tightened.
   D) The constructs in one’s construct system are made more permeable.
   Answer: A
   Diff: 2 Page Ref: 414
   Skill: Conceptual

33) Kelly referred to theories that employ terms such as drive, motive, and stimulus as ________ theories.
   A) pull
   B) push
   C) carrot
   D) all of the above
   Answer: B
   Diff: 2 Page Ref: 415
   Skill: Applied
34) According to Kelly, a carrot theory of motivation emphasizes concepts such as
A) motive and stimulus.
B) drive and jackass.
C) purpose and need.
D) pitchfork and banana.
Answer: C
Diff: 2 Page Ref: 415
Skill: Applied

35) Kelly called his own theory of motivation a _____ theory.
A) jackass
B) carrot
C) push
D) pull
Answer: A
Diff: 1 Page Ref: 415
Skill: Applied

36) The extent to which our predictions about the future are invalid determines the extent to which we experience
A) aggression.
B) neurosis.
C) motivation.
D) anxiety.
Answer: D
Diff: 2 Page Ref: 415
Skill: Conceptual

37) _____ is evidence of a failed construct system.
A) Aggression
B) Neurosis
C) Motivation
D) Anxiety
Answer: D
Diff: 2 Page Ref: 416
Skill: Conceptual

38) For Kelly, “...continued effort to extort validational evidence in favor of a type of social prediction which has already proven itself a failure” defines
A) anxiety.
B) hostility.
C) aggression.
D) guilt.
Answer: B
Diff: 2 Page Ref: 416
Skill: Applied
39) For Kelly, aggression and _______ are quite similar.
   A) extension
   B) hostility
   C) submergence
   D) construal
   Answer: A
   Diff: 3   Page Ref: 417
   Skill: Applied

40) For Kelly, aggression is the opposite of
   A) extension.
   B) hostility.
   C) submergence.
   D) construal.
   Answer: B
   Diff: 3   Page Ref: 417
   Skill: Applied

41) For Kelly, “. . . perception of one’s apparent dislodgment from his core role structure” defines
   A) threat.
   B) hostility.
   C) aggression.
   D) guilt.
   Answer: D
   Diff: 2   Page Ref: 417
   Skill: Applied

42) The term _____ refers to the roles we play while interacting with the relevant individuals and groups
   in our lives.
   A) core role structure
   B) suspension
   C) central role construct
   D) primary role construct
   Answer: A
   Diff: 2   Page Ref: 417
   Skill: Conceptual

43) For Kelly, awareness of imminent comprehensive change in one’s core structures, defines
   A) guilt.
   B) threat.
   C) fear.
   D) aggression.
   Answer: B
   Diff: 2   Page Ref: 418
   Skill: Applied
44) According to Kelly, we experience _____ when our major beliefs about the world are invalidated.
A) guilt
B) threat
C) fear
D) aggression
Answer: B
Diff: 2 Page Ref: 418
Skill: Applied

45) Kelly used the term core structures to refer to what others have called
A) thoughts.
B) values.
C) belief systems.
D) attitudes.
Answer: C
Diff: 2 Page Ref: 418
Skill: Applied

46) According to Kelly, _____ is similar to threat but is less severe.
A) hostility
B) anxiety
C) fear
D) aggression
Answer: C
Diff: 2 Page Ref: 418
Skill: Applied

47) Kelly referred to the emphasis on one pole of a construct while ignoring the other pole as
A) contrast.
B) suspension.
C) dichotomous attention.
D) submergence.
Answer: D
Diff: 2 Page Ref: 418
Skill: Applied

48) With the process of _____, an element of thought is held in a holding pattern until a construct system that can be assimilate it is created.
A) suspension
B) submergence
C) learning
D) selective attention
Answer: A
Diff: 2 Page Ref: 419
Skill: Conceptual
49) For Kelly, what others called the unconscious was explained in terms of
A) preverbal constructs.
B) submergence.
C) suspension.
D) all of the above
Answer: D
Diff: 2 Page Ref: 419
Skill: Applied

50) Kelly defined learning as
A) any change in one’s construct system.
B) a change in one’s construct system that improves prediction.
C) a change in one’s construct system that validates core structures.
D) a change in one’s construct system that makes the system less permeable.
Answer: B
Diff: 2 Page Ref: 419
Skill: Applied

51) According to Kelly, individuals seek
A) validation of their construct systems.
B) reinforcement.
C) the avoidance of pain.
D) pleasure.
Answer: A
Diff: 2 Page Ref: 419
Skill: Applied

52) In Kelly’s system, learning and reinforcement
A) are interdependent.
B) have little, if any, relationship.
C) are basically the same thing.
D) both lead to validation of construct systems.
Answer: B
Diff: 3 Page Ref: 419, 420
Skill: Applied

53) Neurotics tend to
A) change personal constructs more often than healthy people.
B) have fewer personal constructs than healthy people.
C) have more personal constructs than are necessary.
D) use personal constructs repeatedly even when they are not validated.
Answer: D
Diff: 2 Page Ref: 420
Skill: Conceptual
54) The first task of the therapist is to
A) discover what the clients constructs are.
B) determine the extent of the client’s anxieties.
C) determine if the client is defensive.
D) play a role for the client.
Answer: A
Diff: 3 Page Ref: 420
Skill: Conceptual

55) Kelly’s Rep Test is used to determine how the client construes
A) himself or herself.
B) threats and anxieties.
C) validation of constructs.
D) relevant people in his or her life.
Answer: D
Diff: 3 Page Ref: 420
Skill: Applied

56) In order to determine how a client construes himself or herself, Kelly recommended
A) the Rep Test.
B) the Personal Construct Inventory.
C) asking the client.
D) all of the above
Answer: C
Diff: 1 Page Ref: 422
Skill: Applied

57) If a therapist has a credulous attitude toward a client, he or she
A) believes that the client provides trustworthy information.
B) keeps a cool distance from the client.
C) prevents both transference and countertransference.
D) sits behind the client.
Answer: A
Diff: 2 Page Ref: 422
Skill: Factual

58) In Fixed-Role Therapy
A) the therapist remains professional and detached.
B) the client is asked to act out a role during therapy.
C) the client is asked to remain firmly attached to their roles (constructs).
D) all of the above
Answer: B
Diff: 1 Page Ref: 423
Skill: Conceptual
59) For Kelly emotional problems are _____ problems.
   A) unconscious
   B) submerged
   C) perceptual
   D) suspended
   Answer: C
   Diff: 3       Page Ref: 424
   Skill: Applied

60) According to Kelly, the neurotic has lost his ability to
   A) think clearly.
   B) make believe.
   C) get along with others.
   D) satisfy his or her needs.
   Answer: B
   Diff: 2       Page Ref: 424
   Skill: Applied

61) According to Kelly, neurotic or unhappy people should aspire to
   A) develop more role constructs.
   B) become more permeable.
   C) be accepting of themselves and strive to be happy in their “real” selves.
   D) be something other than their “real” selves.
   Answer: D
   Diff: 2       Page Ref: 424
   Skill: Applied

62) Kelly and _____ stress the belief that there are many valid ways of construing reality.
   A) Skinner
   B) Kuhn
   C) Dollard and Miller
   D) Allport
   Answer: B
   Diff: 1       Page Ref: 425
   Skill: Applied

63) Which of the following is true of people who have a large number of highly differentiated constructs
   available to them?
   A) They are referred to as cognitively complex.
   B) They perceive variety in other people.
   C) They are better able to predict the behavior of others than people with fewer constructs available to
   them.
   D) all of the above
   Answer: A
   Diff: 2       Page Ref: 426
   Skill: Conceptual
64) Kelly’s theory has been criticized for
A) its emphasis on cognition.
B) its applied value.
C) minimizing the importance of emotions.
D) all of the above
Answer: C
Diff: 2 Page Ref: 427, 428
Skill: Applied

65) Kelly’s theory has been praised for
A) generating extensive research.
B) emphasizing emotions.
C) prediction behavior with substantial accuracy.
D) its applied value.
Answer: D
Diff: 2 Page Ref: 428, 429
Skill: Applied

13.2 Questions for Essay or Discussion

1. Kelly suggested that people are intuitive scientists. Would Popper and Kuhn agree? In what ways are people adequate (or inadequate) intuitive scientists?

2. Explain what Kelly meant when he suggested that human construction of reality is more important than objective, external reality.

3. What does Kelly mean when he refers to “creativity”? Give an example of creative thinking from your own experience, using Kelly’s cycle to structure your discussion.

4. Contrast Kelly’s definitions of anxiety and aggression with those notions as they were developed by Freud and later by Dollard and Miller.

5. Which theorist’s approach to psychotherapy is most similar to Kelly’s? Explain your answer by comparing both the goals and methods of therapy.
CHAPTER 14: CARL ROGERS

Chapter Outline

I. Biographical Sketch
   A. Born January 8, 1902
   B. University of Wisconsin BA degree in 1924
   C. Married 1924
   D. Columbia University PhD in 1931
   E. Died February 4, 1987

II. Actualizing Tendency
   A. The one master motive
      1. Person becomes more differentiated, more independent, and more socially responsible
   B. Organismic valuing process

III. Phenomenological Field
   A. Phenomenological reality (known only to individual)
   B. Experience versus awareness
   C. Emergence of the self

IV. Need for Positive Regard
   A. Comes with emergence of self
   B. Conditions of worth (specify circumstances for positive regard)
   C. Unconditional positive regard promotes actualizing tendency

V. Incongruent Person
   A. Incongruency exists when people no longer use organismic valuing process
   B. Incongruence between self and experience produces psychological maladjustment
   C. Anxiety experienced when event threatens existing self-structure

VI. Psychotherapy
   A. Nondirective, client-centered therapy
      1. Therapist attempts to understand client’s phenomenological field
   B. Therapy designed to eliminate incongruity between experience and the self

VII. Fully Functioning Person
   A. Living in accordance with organismic valuing process rather than conditions of worth
   B. Characteristics of fully functioning person
      1. They will be open to experience
      2. Self-structures will be congruent with experiences
      3. Perceive themselves as the locus of evaluation
      4. Experience unconditional self-regard
      5. Meet each new experience with honest spontaneity
      6. Live in harmony with others
      7. Freedom
      8. Creativity

VIII. Q-Sort Technique
   A. Real self vs. ideal self
      1. Card sorting task

IX. Rogers-Skinner Debate
X. Freedom to Learn
   A. Rogers advocated radical changes in American education
      1. Emphasis on individual
      2. Reflects his approach to therapy

XI. Modern Marriage
   A. Felt traditional views of marriage were restrictive
   B. Emphasized relationship that was mutually beneficial

XII. Person of Tomorrow
   A. Characteristics
      1. An openness to both inner and outer experience
      2. Rejection of hypocrisy, deceit, and double talk
      3. Skepticism toward science and technology that has goal of conquest of
         nature or the control of people
      4. Desire for wholeness
      5. Wish for shared purpose
      6. Tendency to embrace change and risk taking
      7. Gentle, subtle, nonmoralistic, nonjudgmental caring
      8. Feeling of closeness to, and a caring for, nature
      9. Antipathy for highly structured, inflexible, bureaucratic institutions
     10. Tendency to follow organismic valuing process
     11. Indifference toward material comforts
     12. Desire to seek a meaning in life that is greater than the individual

XIII. Evaluation

14.1 Multiple Choice Questions

1) Rogers’ view of human nature is the opposite of
   A) Skinner’s.
   B) Jung’s.
   C) Freud’s.
   D) Kelly’s.
   Answer: C
   Diff: 1        Page Ref: 435
   Skill: Applied

2) What, according to Rogers, makes humans act badly?
   A) attempts to control them
   B) the id
   C) the “foreward thrust”
   D) their constructs
   Answer: A
   Diff: 2        Page Ref: 436
   Skill: Applied
3) Rogers’ direct approach to therapy was influenced by
A) Adler.
B) Freud.
C) Skinner.
D) Jung.
Answer: A
Diff: 2 Page Ref: 438
Skill: Applied

4) Rogers postulated one master motive that he called
A) the need to reduce uncertainty.
B) the actualizing tendency.
C) hedonism.
D) internal harmony.
Answer: B
Diff: 1 Page Ref: 440
Skill: Applied

5) Rogers believed that some individuals act in undesirable ways because
A) of their nature.
B) of fear and defensiveness.
C) they are born without an actualizing tendency.
D) humans are basically hedonistic.
Answer: B
Diff: 2 Page Ref: 440
Skill: Applied

6) The _____ create(s) a feedback system which allows people to coordinate their experiences with their actualizing tendencies.
A) phenomenological field
B) need for positive regard
C) organismic valuing process
D) conditions of worth
Answer: C
Diff: 2 Page Ref: 440
Skill: Conceptual

7) Which of the following did Rogers value the most as a guide for human conduct?
A) feelings
B) intellect
C) objective reality
D) conditions of worth
Answer: A
Diff: 2 Page Ref: 440
Skill: Applied
8) If Rogers is in the philosophical tradition of Romanticism, he
A) believes in the healing power of love.
B) considers life to be an enactment of fable.
C) believes that life has a predetermined lesson.
D) values feelings over intellect.
Answer: D
Diff: 2 Page Ref: 441
Skill: Applied

9) According to Rogers, it is ____ that determines a person’s behavior.
A) the physical environment
B) the unconscious mind
C) objective reality
D) phenomenological reality
Answer: D
Diff: 1 Page Ref: 441
Skill: Applied

10) Which of the following comes closest to meaning the same thing as phenomenological reality?
A) physical reality
B) cultural reality
C) private reality
D) objective reality
Answer: C
Diff: 1 Page Ref: 441
Skill: Factual

11) Before an event can enter one’s phenomenological field it must first be
A) verbalized.
B) derepressed.
C) symbolized.
D) disorted.
Answer: C
Diff: 1 Page Ref: 441
Skill: Conceptual

12) Experiences become part of the person’s phenomenological field after
A) they become symbolized and enter awareness.
B) the individual experiences some degree of self-actualization.
C) they enter awareness but before they become symbolized.
D) they attain a degree of independence from one another.
Answer: A
Diff: 2 Page Ref: 441
Skill: Conceptual
13) According to Rogers, the _____ gradually emerges from experiences involving verbal labels such as “me” and “I.”
   A) mind
   B) self
   C) phenomenological field
   D) actualizing tendency
   Answer: B
   Diff: 2 Page Ref: 442
   Skill: Applied

14) The need for positive regard arises with the emergence of the
   A) mind.
   B) self.
   C) phenomenological field.
   D) actualizing tendency.
   Answer: B
   Diff: 3 Page Ref: 442
   Skill: Conceptual

15) _____ involves receiving warmth, love, and respect from the relevant people in one’s life.
   A) The need for self-regard
   B) The actualizing tendency
   C) The need for positive regard
   D) The organismic valuing process
   Answer: C
   Diff: 3 Page Ref: 442
   Skill: Conceptual

16) By making positive regard contingent on a child’s desirable behavior, parents create
   A) conditions of worth.
   B) the need for self-regard.
   C) the need for positive regard.
   D) self-actualization.
   Answer: A
   Diff: 1 Page Ref: 442
   Skill: Conceptual

17) Whenever there are _____ in children’s lives, they may be forced to deny their own evaluations of their experiences in favor of someone else’s evaluation.
   A) subjective realities
   B) unconditional positive regard(s)
   C) conditions of worth
   D) denials and distortions
   Answer: C
   Diff: 2 Page Ref: 443
   Skill: Conceptual
18) ________ allow(s) the child to experience positive regard no matter what he or she does.
A) Conditions of worth
B) Unconditional positive regard
C) The organismic valuing process
D) Self-regard
Answer: B
Diff: 1 Page Ref: 443
Skill: Conceptual

19) How, according to Rogers, should parents deal with behavior problems?
A) Punish the child but always tell him or her why he or she is being punished.
B) Give the child the feeling that he or she is always loved but that certain things he or she does may be disliked.
C) Tell the child he or she is disliked when certain activities are engaged in.
D) Express love toward the child only when he or she is acting in a desirable way.
Answer: B
Diff: 3 Page Ref: 443
Skill: Applied

20) What, according to Rogers, occurs when conditions of worth replace one’s organismic valuing process as a frame of reference for evaluating experience?
A) neurosis
B) aggression
C) incongruency
D) the basic evil
Answer: C
Diff: 2 Page Ref: 443
Skill: Applied

21) When conditions of worth have replaced the organismic valuing process, a person is using
A) conditional positive regard.
B) the actualizing tendency.
C) distortion.
D) introjected values.
Answer: D
Diff: 2 Page Ref: 443
Skill: Conceptual

22) Rogers looked on ________ as the cause of all human adjustment problems.
A) failure to delay gratification
B) incongruence
C) distortion
D) society
Answer: B
Diff: 1 Page Ref: 444
Skill: Applied
23) _______ results when a person subceives an experience as being incompatible with his or her self-structure and its introjected conditions of worth.
A) Hostility
B) Aggression
C) Anxiety
D) An identity crisis
Answer: C
Diff: 3       Page Ref: 444
Skill: Conceptual

24) _______ involves the detection of an experience before it enters full awareness.
A) Perception
B) Sensation
C) Persation
D) Subception
Answer: D
Diff: 1       Page Ref: 444
Skill: Conceptual

25) Denial and distortion are Rogers’ mechanisms of
A) defense.
B) subception.
C) incongruency.
D) reckoning.
Answer: A
Diff: 2       Page Ref: 444
Skill: Applied

26) An experience is denied symbolization if it is
A) naughty.
B) sinful or shameful.
C) introjected.
D) contrary to one’s self-structure.
Answer: D
Diff: 2       Page Ref: 444
Skill: Conceptual

27) Rogers’s _____ approach to therapy emphasized the client’s ability to solve his or her own problems.
A) nondirective
B) client-centered
C) experiential
D) person-centered
Answer: A
Diff: 2       Page Ref: 445
Skill: Applied
28) During the _____ stage of the evolution of Rogers’s approach to psychotherapy, therapy was viewed as a joint venture involving both the client and the therapist.
A) nondirective
B) client-centered
C) experiential
D) person-centered
Answer: B
Diff: 2 Page Ref: 445
Skill: Applied

29) During the _____ stage of Rogers’s thinking about psychotherapy, the feelings of the therapist are as important as those of the client.
A) nondirective
B) client-centered
C) experiential
D) person-centered
Answer: C
Diff: 2 Page Ref: 445
Skill: Applied

30) During the _____ stage of Rogers’s thinking about psychotherapy, the emphasis was on the total person rather than on the person only as a client.
A) nondirective
B) client-centered
C) experiential
D) person-centered
Answer: D
Diff: 2 Page Ref: 445
Skill: Applied

31) Which of the following concepts has remained important throughout all of the various stages of Rogers’s thinking concerning psychotherapy?
A) the actualizing tendency
B) the organismic valuing process
C) unconditional positive regard
D) all of the above
Answer: D
Diff: 3 Page Ref: 445
Skill: Applied

32) According to Rogers, therapy is designed to
A) eliminate incongruity between experience and the self.
B) release repressed conflicts.
C) develop new self-constructs.
D) increase self-efficacy.
Answer: A
Diff: 2 Page Ref: 446
Skill: Applied
33) Rogers believed that a fully functioning person is very much like a
A) saint.
B) young infant.
C) mystic.
D) philosopher.
Answer: B
Diff: 1 Page Ref: 447
Skill: Applied

34) A fully functioning person derives happiness from
A) relationships with others who are relevant.
B) delay of gratification.
C) active participation in the actualizing tendency.
D) fully functioning conditions of worth.
Answer: C
Diff: 2 Page Ref: 447
Skill: Conceptual

35) What describes “the good life” according to Rogers?
A) being true to oneself
B) power and influence
C) having many close friends
D) making a significant contribution to society
Answer: A
Diff: 1 Page Ref: 447
Skill: Applied

36) Empathy, according to Rogers, means
A) sympathy.
B) sharing another person’s conditions of worth as well as their actualizing tendency.
C) being genuine or real.
D) temporarily living in another person’s life.
Answer: D
Diff: 2 Page Ref: 447
Skill: Applied

37) As part of the Q-sort, a client chooses a number of statements that best describe how the client sees himself or herself at the moment. This creates a(n):
A) Q-sort.
B) real self.
C) ideal-sort.
D) self-sort.
Answer: D
Diff: 1 Page Ref: 449
Skill: Factual
38) As part of the Q-sort, a client chooses a number of statements that best describe the kind of person the client would like to become. This creates a(n):
A) Q-sort.
B) real self.
C) ideal-sort.
D) self-sort.
Answer: C
Diff: 1       Page Ref: 449
Skill: Factual

39) If Rogers found the correlation between the two “sorts” to be +.10, he would have concluded that they were
A) almost totally unrelated.
B) almost perfectly correlated.
C) substantially correlated.
D) inversely related.
Answer: A
Diff: 3       Page Ref: 450
Skill: Applied

40) After successful psychotherapy, the correlation between the two “sorts” should be
A) close to zero.
B) close to +1.00.
C) close to -1.00.
D) none of the above
Answer: B
Diff: 3       Page Ref: 450
Skill: Conceptual

41) During the Rogers-Skinner debate, the most important difference between the two was over
A) what constitutes the good life.
B) the importance of religion.
C) their visions of the future.
D) cultural engineering.
Answer: D
Diff: 1       Page Ref: 451
Skill: Applied

42) Which of the following questions did Rogers raise concerning cultural engineering during the Rogers-Skinner debate?
A) Who will exercise control?
B) What reinforcers will be most effective?
C) Will the actualizing tendency be fulfilled?
D) all of the above
Answer: A
Diff: 2       Page Ref: 451
Skill: Applied
43) Who believed that humans possess free choice?
A) Skinner
B) Rogers
C) both Skinner and Rogers
D) neither Skinner nor Rogers
Answer: B
Diff: 1 Page Ref: 451
Skill: Factual

44) Rogers believed that the widespread improvement of education in the United States would require
A) longer teacher education.
B) a revolution.
C) more frequent examinations.
D) clearly defined goals and regulations.
Answer: B
Diff: 2 Page Ref: 453
Skill: Applied

45) Rogers believed that our educational system would be vastly improved if it assumed that
A) relevant material is learned best.
B) much learning takes place by doing.
C) learning that involves both the intellect and feelings is retained the longest.
D) all of the above
Answer: D
Diff: 3 Page Ref: 453
Skill: Applied

46) Which of the following terms did Rogers want to replace the term “teacher”?
A) conditioner
B) dispenser
C) facilitator
D) friend
Answer: C
Diff: 1 Page Ref: 453
Skill: Applied

47) According to Rogers, for a marriage to work it must be
A) between one man and one woman.
B) viewed as sacred.
C) based entirely on love.
D) advantageous to both partners.
Answer: D
Diff: 2 Page Ref: 454
Skill: Applied
48) A satellite relationship is  
A) a close, perhaps intimate, relationship with someone outside of one’s marriage.  
B) a deep, emotional involvement in America’s space program.  
C) a relationship one forms instead of a marital relationship.  
D) all of the above  
*Answer: A*  
*Diff: 1 Page Ref: 454*  
*Skill: Conceptual*

49) According to Rogers, jealousy is closely related to  
A) honesty.  
B) our biogrammar.  
C) our organismic valuing process.  
D) possessiveness.  
*Answer: D*  
*Diff: 2 Page Ref: 455*  
*Skill: Applied*

50) Rogers predicted the emergence of a new person who is _____ oriented.  
A) technologically  
B) humanistically  
C) scientifically  
D) religiously  
*Answer: B*  
*Diff: 2 Page Ref: 455, 456*  
*Skill: Applied*

51) Which of the following is not a characteristic of “the person of tomorrow”?  
A) an enthusiasm for science and emerging technology  
B) openness to experience  
C) a desire for wholeness  
D) a tendency to follow the organismic valuing process  
*Answer: A*  
*Diff: 3 Page Ref: 456*  
*Skill: Factual*

52) “Tradition above all” and “Status quo forever” are slogans of  
A) the person of tomorrow.  
B) people who will oppose the humanistic person of the future.  
C) existentialists.  
D) humanists.  
*Answer: B*  
*Diff: 3 Page Ref: 456*  
*Skill: Conceptual*
53) Among Rogers’ major accomplishments were his efforts to
A) desacralize humans.
B) employ tested behavioral techniques in the therapy process.
C) expose the fraud that is Freud.
D) expose the psychotherapeutic process to scientific examination.
Answer: D
Diff: 2 Page Ref: 457
Skill: Applied

54) Independent research suggests that _________ individuals display less perceptual defense and are
more socially adjusted.
A) humanistic
B) existential
C) futuristic
D) congruent
Answer: D
Diff: 3 Page Ref: 458
Skill: Conceptual

55) Rogers has been criticized for
A) being overly influenced by Freud.
B) giving too much credit to the behavioristic tradition.
C) being overly simplistic and optimistic.
D) taking the task of therapy too lightly.
Answer: C
Diff: 1 Page Ref: 458, 459
Skill: Applied

56) Rogers has been criticized for
A) giving too little credit to Freud.
B) paying too much attention to issues of empathy and genuineness.
C) giving too little credit to Adler and Horney.
D) all of the above
Answer: C
Diff: 1 Page Ref: 459
Skill: Applied

57) The “third force” in psychology emphasizes
A) the goodness of human nature.
B) the unconscious.
C) learning.
D) all of the above
Answer: A
Diff: 2 Page Ref: 459
Skill: Conceptual
58) No one since ______ has had a greater impact on therapy than Carl Rogers.
A) Freud
B) Jung
C) Adler
D) Erikson
Answer: A
Diff: 3  Page Ref: 459, 460
Skill: Applied

59) Rogers’s person-centered psychology has not been applied in
A) religion.
B) law enforcement.
C) agriculture.
D) medicine.
Answer: C
Diff: 3  Page Ref: 460
Skill: Applied

60) About what did Rogers care least?
A) individuality
B) authority
C) dignity
D) wealth
Answer: B
Diff: 2  Page Ref: 461
Skill: Applied

14.2 Questions for Essay or Discussion

1. Develop a definition of the actualizing tendency. As a psychological scientist, what aspects of human behavior would you count as evidence of this master motive?

2. What aspects of Rogers’s theory make it existential and humanistic? Are there reasons to react negatively to Rogers’s theory as an instance of “existential-humanism”?

3. Explain the notion of “unconditional positive regard,” and discuss how this concept might operate in child rearing or in a romantic relationship.

4. Contrast and compare Rogers’s approach to therapy with the approach favored by Kelly. In what ways are their goals and approaches similar?

5. What are the critical differences between Skinner’s and Rogers’s views of human nature and the role that psychology can play in human lives? Which position do you find most appealing? Why?

6. Contrast Rogers’s ideas about marriage with more traditional views. Do you see problems or advantages in Rogers’s approach? Explain your position.
CHAPTER 15: ABRAHAM MASLOW

Chapter Outline

I. Biographical Sketch
   A. Born on April 1, 1908
   B. University of Wisconsin BA in 1930, MA in 1931, and PhD in 1934
   C. Married 1928
   D. Died June 8, 1970

II. Third Force Psychology
   A. First and second forces: Psychoanalytic and behavioristic psychology
   B. Humanistic psychology as the third force
      1. Emphasis on the positive aspects of human personality
      2. Use of holistic-analytic approach to science
   C. Humanistic Principles
      1. Study of psychology should be the experiencing person
      2. Choice, creativity, and self-realization are primary concerns
      3. Only personally and socially significant problems should be studied
      4. Concern should be dignity and enhancement of people

III. Hierarchy of Needs
   A. Needs are instinctoid (innately human)
   B. Higher versus lower needs
      1. Higher needs emerge later in evolution
      2. Higher needs emerge later in individual development
      3. Higher needs not related directly to survival
      4. Satisfaction of higher needs is more satisfying (psychologically)
      5. Higher needs require more prerequisites than lower needs
   C. Maslow’s Hierarchy
      1. Physiological needs
      2. Safety needs
      3. Belongingness and love needs
      4. Esteem needs
      5. Self-actualization
   D. Exceptions in the hierarchy of needs
      1. Individuals may fixate at certain stages
   E. Degrees of satisfaction
      1. Individuals may attempt to satisfy two or more needs simultaneously
      2. Individuals may regress
   F. Desire to know and understand (exist at all levels of hierarchy)
   G. The aesthetic needs (also instinctoid)

IV. Being Motivation
   A. Self-actualizing people
      1. Governed by being values (B-values)
      2. Also called metamotives or growth motivation
   B. Nonactualizing people
      1. Governed by deficiency motives (D-motives)
      2. Perception is need directed (D-perception or D-cognition)
         (versus B-cognition)
C. D-Love versus B-love
D. Failure to satisfy a metaneed causes metapathology
V. Characteristics of Self-Actualizing People
   A. Positive characteristics found in informal research
      1. They perceive reality accurately and fully
      2. Greater acceptance of themselves, others, and of nature
      3. They exhibit spontaneity, simplicity, and naturalness
      4. Tend to be concerned with problems rather than with themselves
      5. They have a quality of detachment and a need for privacy
      6. They are autonomous
      7. They exhibit a continued freshness of appreciation
      8. They have periodic mystic or peak experiences
      9. They tend to identify with all of humankind
     10. They develop deep friendships with only a few individuals
     11. They tend to accept democratic values
     12. They have a strong ethical sense
     13. They have a well-developed, unhostile sense of humor
     14. They are creative
     15. They resist enculturation
   B. Negative characteristics of self-actualizing people
      1. “Many of the lesser human failings”
      2. “Capable of an extraordinary and unexpected ruthlessness”
VI. Why Self-Actualization Is not Universal
   A. Four basic reasons
      1. Self-actualization easily impeded
      2. Fear of self knowledge required for self-actualization
         a. The Jonah complex
      3. Culture may impede actualization
      4. Difficult to choose growth over safety
   B. Necessary conditions for self-actualization
      1. Various personal freedoms
      2. Appropriate challenges
   C. Self-actualization and gender
VII. Eupsychia
   A. Maslow’s notion of Utopia
VIII. Ashrams—Places for Personal Growth
   A. Retreats designed for personal growth
IX. Transpersonal Psychology
   A. A fourth force in psychology
      1. Sees humanistic psychology as transitional
      2. Goes beyond the human condition to “the cosmos”
      3. Related to appreciation for non-Western psychologies and religions
X. Evaluation
15.1 Multiple Choice Questions

1) Unlike Carl Rogers, Abraham Maslow
A) was a pure humanist.
B) was a pure existentialist.
C) focused on outstanding individuals.
D) focused on common people.

*Answer: C*

*Diff: 1 Page Ref: 466*
*Skill: Applied*

2) Maslow believed that the primary motivation for his life’s work was provided by
A) his hatred for his mother.
B) his loving parents.
C) Titchener’s technique of scientific introspection.
D) the behaviorism of J. B. Watson.

*Answer: A*

*Diff: 2 Page Ref: 468*
*Skill: Applied*

3) Maslow rejected behaviorism when
A) he met Watson.
B) he and his wife had a baby.
C) he began to study patterns of aggression in monkeys.
D) he began to study dominance and sexuality.

*Answer: B*

*Diff: 2 Page Ref: 469*
*Skill: Applied*

4) Maslow always insisted that the higher aspects of human nature
A) are “off limits” to scientific inquiry.
B) are mysterious and not easily studied.
C) can and should be studied objectively.
D) all of the above

*Answer: C*

*Diff: 1 Page Ref: 472*
*Skill: Applied*

5) Maslow dedicated most of his professional life to the study of
A) exceptional people.
B) mental illness.
C) animal behavior.
D) personality theory.

*Answer: A*

*Diff: 1 Page Ref: 473*
*Skill: Applied*
6) Maslow believed that the _____ approach to science reduces human beings to a collection of habits or conflicts.
   A) reductive-analytic
   B) holistic-analytic
   C) synthetic-analytic
   D) holistic-synthetic
   Answer: A
   Diff: 1       Page Ref: 473
   Skill: Applied

7) The reductive-analytic approach to science
   A) is the only way to conduct psychological investigation of people.
   B) is the third force in psychological science.
   C) desacralizes people.
   D) is the method that behaviorists rejected.
   Answer: C
   Diff: 2       Page Ref: 473
   Skill: Conceptual

8) The goal of humanistic psychology is to
   A) control human behavior.
   B) predict human behavior.
   C) ease the pain of mental illness.
   D) provide individuals with greater self-knowledge.
   Answer: D
   Diff: 2       Page Ref: 474
   Skill: Conceptual

9) Maslow centered his theory of motivation on
   A) his conception of the unconscious.
   B) the principle of innate hedonism.
   C) the hierarchy of needs.
   D) fundamental behavioristic principles.
   Answer: C
   Diff: 1       Page Ref: 474
   Skill: Applied

10) The best definition of the term instinctoid is
    A) instinctive.
    B) humanistic.
    C) innately human.
    D) common to all interrelated living creatures.
    Answer: C
    Diff: 2       Page Ref: 474
    Skill: Conceptual
11) In the hierarchy of needs, ______ needs are directly related to survival and are the same as the needs possessed by nonhuman animals.
   A) physiological
   B) safety
   C) esteem
   D) self-actualization
   Answer: A
   Diff: 1       Page Ref: 475
   Skill: Applied

12) The needs corresponding to one level of the hierarchy have to be ______ before the individual can advance to the next level of needs.
   A) completely
   B) inconsistently
   C) substantially and consistently
   D) infrequently
   Answer: C
   Diff: 3       Page Ref: 475
   Skill: Conceptual

13) When the physiological needs are satisfactorily met, the ______ needs emerge next as the dominant motives.
   A) physiological
   B) safety
   C) esteem
   D) self-actualization
   Answer: B
   Diff: 1       Page Ref: 475
   Skill: Conceptual

14) The person operating at the ______ need level is very Kellian in that his or her primary goal is to reduce uncertainty in his or her life.
   A) physiological
   B) safety
   C) esteem
   D) self-actualization
   Answer: B
   Diff: 2       Page Ref: 475
   Skill: Applied

15) Maslow believed that failure to satisfy the ______ needs explained why so many Americans are seeking psychotherapy and joining sensitivity and encounter groups.
   A) safety
   B) belongingness
   C) esteem
   D) self-actualization
   Answer: B
   Diff: 1       Page Ref: 476
   Skill: Applied
16) When the individual satisfies his or her need for belongingness and love, he or she next confronts the _____ needs.
A) physiological  
B) safety  
C) esteem  
D) self-actualization  
*Answer: C*  
*Diff: 1  Page Ref: 476  
Skill: Conceptual*

17) Satisfaction of the _____ needs results in feelings of adequacy, competence, and confidence.
A) safety  
B) belongingness  
C) esteem  
D) self-actualization  
*Answer: C*  
*Diff: 2  Page Ref: 476  
Skill: Conceptual*

18) Some people have gone so long with their physiological needs only partially satisfied that they
A) move through the hierarchy faster than other people.  
B) skip the intermediate steps in the hierarchy and move directly to self-actualization.  
C) develop cathexes on those needs no matter where they are in the hierarchy.  
D) never leave the first level of the hierarchy.  
*Answer: D*  
*Diff: 2  Page Ref: 476  
Skill: Conceptual*

19) By self-actualization, Maslow meant
A) having all of one’s lower needs satisfied.  
B) reaching one’s full potential.  
C) being loved and loving someone in return.  
D) gaining recognition and status in one’s society.  
*Answer: B*  
*Diff: 2  Page Ref: 476  
Skill: Applied*

20) According to Maslow, individuals
A) attend to the needs corresponding to several levels of the hierarchy at the same time.  
B) attend to the needs corresponding to only one level of the hierarchy at any given time.  
C) always attend to all needs in the hierarchy at the same time.  
D) will always attend to self-actualization needs no matter what other level of the hierarchy they are dealing with.  
*Answer: A*  
*Diff: 3  Page Ref: 477  
Skill: Applied*
21) What would happen if after a person had reached a higher cluster of needs in the hierarchy, a lower set of needs once again dominated his or her life?
A) The person would remain at the higher level.
B) The person would progress to the next higher need level.
C) The person would regress to the lower level.
D) The person would enter a conflict state and probably become neurotic.
Answer: C
Diff: 3 Page Ref: 477
Skill: Conceptual

22) _____ were tools used in solving problems thereby allowing the satisfaction of the basic needs.
A) Knowing and understanding
B) The aesthetic needs
C) B- and D-motivation
D) Belongingness and love
Answer: A
Diff: 2 Page Ref: 478
Skill: Conceptual

23) Order, symmetry, closure, structure, and for completion are
A) knowing and understanding.
B) the aesthetic needs.
C) B- and D-motivation.
D) belongingness and love.
Answer: B
Diff: 2 Page Ref: 478
Skill: Conceptual

24) According to Maslow, the self-actualizing person’s life is governed by
A) need-perception.
B) B-values.
C) D-cognition.
D) all of the above.
Answer: B
Diff: 2 Page Ref: 478
Skill: Applied

25) Metamotives are the same things as
A) need-perception.
B) B-values.
C) D-cognition.
D) all of the above.
Answer: B
Diff: 2 Page Ref: 478
Skill: Factual
26) The lives of non-actualizing individuals are directed by
A) B-values.
B) being-motivation.
C) the aesthetic needs.
D) D-motives.
Answer: D
Diff: 2 Page Ref: 479
Skill: Conceptual

27) _______ perception is similar to a highly focused searchlight seeking objects which will satisfy
needs, and ignoring everything irrelevant to that need.
A) Self-actualized
B) Being
C) Meta
D) Need-directed
Answer: D
Diff: 2 Page Ref: 479
Skill: Conceptual

28) _______ involves letting oneself be reached, touched, or affected by what one experiences.
A) B-cognition
B) D-cognition
C) B-love
D) D-love
Answer: A
Diff: 3 Page Ref: 479
Skill: Conceptual

29) _____ is motivated by the lack of fulfillment of the need for love and belongingness.
A) B-cognition
B) D-cognition
C) B-love
D) D-love
Answer: D
Diff: 2 Page Ref: 479
Skill: Conceptual

30) According to Maslow, B-love is
A) insatiable.
B) unpossessive.
C) jealous.
D) anxious.
Answer: B
Diff: 3 Page Ref: 479
Skill: Applied
31) Failure to satisfy a metaneed causes what Maslow called a(n)
A) metapathology.
B) actualizing block.
C) existential conflict.
D) actualizing neurosis.
Answer: A
Diff: 1    Page Ref: 479
Skill: Applied

32) Moments of intense B-cognition are called
A) third-force moments.
B) metamoments.
C) peak experiences.
D) eupsychian moments.
Answer: C
Diff: 1    Page Ref: 479
Skill: Factual

33) According to Maslow, how many of us can become self-actualized?
A) None of us can actually attain self-actualization.
B) One percent of the population can become self-actualized.
C) About half of the population is capable of self-actualization.
D) Anyone who learns meta-cognition can be self-actualized.
Answer: B
Diff: 2    Page Ref: 481
Skill: Applied

34) Maslow believed that his research on the characteristics of self-actualizing people was
A) reductive and analytic.
B) scientific and rigorous.
C) informal and unscientific.
D) meta research.
Answer: C
Diff: 2    Page Ref: 481
Skill: Applied

35) Which of the following is *not* a characteristic of self-actualized people?
A) They tend to have a large group of close friends.
B) They tend to be autonomous.
C) They are creative.
D) They have democratic values.
Answer: A
Diff: 1    Page Ref: 483, 484
Skill: Conceptual
36) Self-actualizers tend to develop friendships with
A) all of humanity.
B) peakers.
C) non-peakers.
D) other self-actualizers.
Answer: D
Diff: 2  Page Ref: 484
Skill: Conceptual

37) Which of the following did Maslow find universally among self-actualizers?
A) creativity
B) a high frequency of peak experiences
C) a hostile sense of humor
D) suspicion toward technology and science
Answer: A
Diff: 2  Page Ref: 484
Skill: Applied

38) Maslow found that self-actualizers were sometimes
A) boring.
B) ruthless.
C) silly.
D) all of the above
Answer: D
Diff: 2  Page Ref: 485
Skill: Applied

39) Because self-actualization is at the top of the need hierarchy, it is
A) inflexible and unchanging.
B) impermeable.
C) the weakest of the needs.
D) invincible.
Answer: C
Diff: 3  Page Ref: 485
Skill: Conceptual

40) According to Maslow, most people
A) seek the self knowledge that leads to self-actualization.
B) fear the self knowledge that leads to self-actualization.
C) have no interest in the self knowledge that leads to self-actualization.
D) are often surprised and delighted about the self knowledge that leads to self-actualization.
Answer: B
Diff: 2  Page Ref: 485
Skill: Applied
41) Maslow referred to the fear of one’s own potential greatness as
A) metapathology.
B) the actualizing neurosis.
C) the Jonah complex.
D) the self-doubt syndrome.

Answer: C
Diff: 1 Page Ref: 486
Skill: Applied

42) The way our culture defines ______ tends to prevent the male child from developing such traits as sympathy, kindness, and tenderness, all of which characterize the self-actualized individual.
A) “manly”
B) “success”
C) “achievement”
D) “career”

Answer: A
Diff: 2 Page Ref: 486
Skill: Conceptual

43) Maslow characterized what he believed was the optimal set of circumstances for a child as
A) unconditional positive regard.
B) freedom within limits.
C) conditional positive regard.
D) actualizing contingencies.

Answer: B
Diff: 2 Page Ref: 486
Skill: Applied

44) Concerning the self-actualization process for women, Maslow believed that it
A) was impossible.
B) was possible, but the women’s ultimate concern with home and family could not be abandoned in the process.
C) was the same as for men.
D) was possible only for females who choose a career outside the home.

Answer: B
Diff: 3 Page Ref: 486
Skill: Applied

45) Maslow used the term eupsychia to describe
A) a utopian society.
B) the condition that exists if a metaneed is not satisfied.
C) humane corporate management.
D) working together.

Answer: A
Diff: 1 Page Ref: 486, 487
Skill: Applied
46) **Synergy** refers to
   A) a utopian society.
   B) the condition that exists if a metaneed is not satisfied.
   C) humane corporate management.
   D) working together.
   *Answer: D*
   *Diff: 1*  
   *Page Ref: 486, 487*  
   *Skill: Factual*

47) Ashrams are
   A) utopian societies.
   B) companies run in accordance with human needs.
   C) places to keep nonactualizing people.
   D) places designed to enhance personal growth.
   *Answer: D*
   *Diff: 2*  
   *Page Ref: 488*  
   *Skill: Conceptual*

48) Ashrams are places where
   A) already healthy people can become healthier.
   B) severely neurotic people can get help.
   C) mildly neurotic people can get help.
   D) self-actualizing people can meet and share peak experiences.
   *Answer: A*
   *Diff: 2*  
   *Page Ref: 488, 489*  
   *Skill: Conceptual*

49) Maslow suggested that the fourth force in psychology should be
   A) existential-humanistic.
   B) transpersonal.
   C) religious.
   D) parapsychology.
   *Answer: B*
   *Diff: 2*  
   *Page Ref: 489*  
   *Skill: Applied*

50) Maslow believed that there was a need for a new type of psychology, one that studied the human relationship to the cosmos, and he called it
   A) third force.
   B) transpersonal.
   C) religious.
   D) parapsychology.
   *Answer: B*
   *Diff: 2*  
   *Page Ref: 489*  
   *Skill: Applied*
51) Which of the following is most compatible with non-Western psychologies, philosophies, and religions?
   A) third force psychology  
   B) transpersonal psychology  
   C) religious psychology  
   D) parapsychology
   Answer: B  
   Diff: 2  Page Ref: 490  
   Skill: Conceptual

52) The Personal Orientation Inventory (POI) has been used to determine
   A) one’s relationship to the cosmos.  
   B) if one is an introvert or an extrovert.  
   C) the extent to which one is self-actualized.  
   D) if one is a peaker or a nonpeaker.
   Answer: C  
   Diff: 3  Page Ref: 491  
   Skill: Conceptual

53) Williams and Page (1989) developed the
   A) fourth force foundation.  
   B) POI validity measure.  
   C) Actualizing Inventory (AI).  
   D) Maslowian Assessment Survey (MAS).
   Answer: D  
   Diff: 2  Page Ref: 491  
   Skill: Applied

54) Among college students, _______ needs are most salient.
   A) safety  
   B) love and belongingness  
   C) esteem  
   D) self-actualization
   Answer: C  
   Diff: 3  Page Ref: 491  
   Skill: Conceptual

55) Which of Maslow’s concepts have been supported by empirical evidence?
   A) the hierarchy of needs  
   B) the characteristics of self-actualizing individuals  
   C) peak experiences  
   D) all of the above
   Answer: D  
   Diff: 3  Page Ref: 491, 492  
   Skill: Applied
56) Those embracing the new field of “positive psychology” criticize traditional humanistic psychology for
A) lacking adequate scientific support.
B) concentrating too much on human weaknesses and psychopathology.
C) being too concerned with the collective well-being of humans.
D) neglecting the higher aspects of human nature, such as love, insight, and growth.
Answer: A

57) Maslow’s theory has been criticized for
A) being overly optimistic.
B) being too preoccupied with measurement.
C) identifying negative characteristics of self-actualizers.
D) all of the above
Answer: A

58) When compared with Chinese and Japanese ideas about fulfillment, Maslow’s concept of actualization is
A) identical.
B) biased toward individual accomplishment.
C) remarkably similar except for the distinction between D-needs and B-needs.
D) all of the above
Answer: B

59) The views of human nature held by Maslow and Freud are
A) exactly the same.
B) about as different as two views of human nature can be.
C) essentially the same.
D) more alike than different.
Answer: B

60) Maslow’s theory has been praised for
A) its expansion of statistical analysis techniques.
B) having considerable applied value.
C) making great breakthroughs in psychotherapy.
D) all of the above
Answer: B
15.2 Questions for Essay or Discussion

1. Both Rogers and Maslow invoke the concept of self-actualization. Do they define the concept in the same way? Explain.

2. What is the “holistic-analytic approach” in science? For what kinds of problems in the study of personality might this approach not be appropriate?

3. Maslow suggested that some previous theories of personality were too focused on D-motives. Explain this criticism and provide examples to support Maslow’s argument.

4. After reading about self-actualized people, some students suggest that such individuals are likely to be aloof and elitist. Why might this be the case?

5. What evidence do you see in your own life that confirms stages in Maslow’s hierarchy? Does your own experience suggest an innate tendency toward self-actualization?

6. To what extent is Maslow’s view of human nature accurate? To what extent is it overly optimistic?

7. Is Maslow’s “fourth force” emerging in contemporary psychology? Why or why not?
CHAPTER 16: ROLLO REESE MAY

Chapter Outline

I. Biographical Sketch
   A. Born April 21, 1909
   B. Oberlin College BA in 1930
   C. BD, Union Theological Seminary 1938 (served as a minister for 2 years)
   D. 1949, first PhD in clinical psychology ever awarded by Columbia University
   E. Died October 22, 1994

II. Existentialism
   A. Major concepts
      1. Dasein
         a. Specific experience
         b. Person becoming
      2. Three modes of existence
         a. Umwelt
            (physical aspects of internal and external environments)
         b. Mitwelt
            (the realm of interpersonal relationships)
         c. Eigenwelt
            (a person’s consciousness)
      3. Alienation
         a. Estrangement from some aspect of one’s nature
      4. Freedom
         a. Freedom of choice most important human attribute
         b. Exists only as potentiality
      5. Responsibility
         a. Freedom and responsibility are inseparable
      6. Ontology
         a. What is the essence of human nature?
         b. What makes a particular person the way he/she is?
      7. Phenomenology
         a. Consciousness as subject matter
      8. Authenticity
         a. Exercise of free will in positive ways
      9. Death
         a. Ultimately, the source of anxiety
      10. Thrownness (also called facticity and ground of existence)
         a. Facts of existence over which we have no control
         b. May’s concept of “destiny”

III. Human Dilemma
   A. Object-subject dichotomy
      1. Humans capable of viewing themselves as subject and object
   B. Self-relatedness
      1. Distinguishes humans from the rest of nature
   C. Intentionality
      1. Means by which dichotomy between subject and object is overcome
IV. Anxiety and Guilt
   A. Anxiety as part of the human condition
      1. Normal anxiety (part of the growth process)
      2. Neurotic anxiety (unhealthy)
   B. Normal and neurotic guilt
      1. Normal guilt is part of a healthy existence
      2. Neurotic anxiety often due to neurotic anxiety

V. Importance of Values
   A. Values as classes of experience deemed important
   B. Values acquired in developmental pattern
   C. Values essential for inner development and growth

VI. Nature of Love
   A. Four types of love
      1. Sex (biological drive)
      2. Eros (desire for union with another person)
      3. Philia (friendship or brotherly love)
      4. Agapé (esteem for another)
   B. Authentic love as a blending of the four types

VII. Psychotherapy
   A. Goal of psychotherapy
      1. Convert neurotic anxiety or guilt to normal anxiety or guilt
   B. The unconscious
      1. Cognitive experiences that are denied awareness
      2. Due to person not living an authentic life
   C. Encounter (describes the therapeutic process)
      1. Two selves coming together and sharing aspects of their existence
      2. Emphasis on empathetic understanding

VIII. Importance of Myth
   A. General importance
      1. “Myth is a way of making sense in a senseless world”
      2. “Myths are archetypal patterns in human consciousness”
   B. Four functions
      1. Give us a sense of personal identity
      2. They give us a sense of community
      3. They support our moral values
      4. They allow us to deal with the mysteries of creation

IX. New Science of Humans
   A. Contemporary science as reductionistic
   B. May called for an ontological science

X. Evaluation
15.1 Multiple Choice Questions

1) Unlike Rogers’ and Maslow’s theories
   A) May’s theory has no trace of humanism.
   B) May’s theory has no trace of existentialism.
   C) May’s theory rejects the potential goodness of humans.
   D) May’s theory is most compatible with existentialism.
   Answer: D
   Diff: 1        Page Ref: 500
   Skill: Applied

2) For existentialists, whether a person is good or bad
   A) is a matter of actualization.
   B) is determined at the moment of birth.
   C) is a matter of choice.
   D) is the fundamental existential dilemma.
   Answer: C
   Diff: 1        Page Ref: 500
   Skill: Applied

3) In his early writings, May defined an atheist as a person who
   A) has not found meaning in life.
   B) unconsciously believes in God.
   C) is afraid to believe in God.
   D) accepts psychoanalytic theory.
   Answer: A
   Diff: 2        Page Ref: 502
   Skill: Applied

4) Although May agreed with Freud on many points, he agreed most with Kierkegaard’s conclusion that
   anxiety results from
   A) loss of self-esteem.
   B) urges that might violate one’s conscience and ideals.
   C) a threat to one’s existence.
   D) the existential dilemma.
   Answer: C
   Diff: 1        Page Ref: 502
   Skill: Applied

5) Dasein refers to
   A) a person existing in the world at a particular time and place.
   B) one’s subjective experience.
   C) the physical and biological world.
   D) the interpersonal world.
   Answer: A
   Diff: 1        Page Ref: 504
   Skill: Factual
6) Which of the following refers to the physical aspects of the external and internal environments?
   A) Umwelt
   B) Mitwelt
   C) Eigenwelt
   D) all of the above
   Answer: A
   Diff: 1   Page Ref: 504
   Skill: Factual

7) Which of the following refers to the realm of interpersonal relationships?
   A) Umwelt
   B) Mitwelt
   C) Eigenwelt
   D) all of the above
   Answer: B
   Diff: 1   Page Ref: 504
   Skill: Factual

8) Which of the following refers to an individual’s subjective experience?
   A) Umwelt
   B) Mitwelt
   C) Eigenwelt
   D) all of the above
   Answer: C
   Diff: 1   Page Ref: 504
   Skill: Factual

9) According to existential philosophy, what makes humans truly unique is
   A) our biological makeup.
   B) freedom of choice.
   C) consciousness.
   D) the potential to self-actualize.
   Answer: B
   Diff: 2   Page Ref: 505
   Skill: Conceptual
10) The ________ searches for the essence of human existence, for what it is that makes humans human.
   A) ontologist  
   B) phenomenologist  
   C) behaviorist  
   D) humanist  
   Answer: A  
   Diff: 1  Page Ref: 505  
   Skill: Conceptual

11) The study of consciousness as an intact, meaningful phenomenon is called  
   A) ontology.  
   B) consciousology.  
   C) phenomenology.  
   D) epistomology.  
   Answer: C  
   Diff: 2  Page Ref: 505  
   Skill: Factual

12) According to the existentialists, to live an authentic life one must  
   A) simply be human.  
   B) live according to one’s own freely chosen values.  
   C) love and be loved.  
   D) honor thy mother and thy father.  
   Answer: B  
   Diff: 2  Page Ref: 505  
   Skill: Conceptual

13) Living an authentic life necessarily involves dealing with both literal and symbolic  
   A) ontology.  
   B) death.  
   C) anxiety.  
   D) existence.  
   Answer: B  
   Diff: 3  Page Ref: 506  
   Skill: Conceptual

14) _________ refers to the circumstances in one’s life over which one has no control.  
   A) The human dilemma  
   B) Thrownness  
   C) Umwelt  
   D) The existential dilemma  
   Answer: B  
   Diff: 1  Page Ref: 506  
   Skill: Conceptual
15) May referred to the fact that we can view ourselves as both objects and subjects as
A) an existential dichotomy.
B) the Freudian conflict.
C) the human dilemma.
D) the existential schism.
Answer: C
Diff: 1  Page Ref: 507
Skill: Applied

16) The object-subject dichotomy is another name for
A) an existential dichotomy.
B) the Freudian conflict.
C) the human dilemma.
D) the existential schism.
Answer: C
Diff: 2  Page Ref: 507
Skill: Conceptual

17) According to May, _______ stressed the objective aspect of humans too much.
A) Skinner
B) Rogers
C) Maslow
D) Freud
Answer: A
Diff: 2  Page Ref: 507
Skill: Applied

18) According to May, _______ omitted from his analysis the negative components of human existence
such as the emotions of anger, aggression, hostility, and rage.
A) Skinner
B) Rogers
C) Maslow
D) Freud
Answer: B
Diff: 2  Page Ref: 507
Skill: Applied

19) _______ refers to the fact that mental processes always relate to events outside of themselves.
A) Intentionality
B) Agapé
C) Authenticity
D) Externality
Answer: A
Diff: 1  Page Ref: 508
Skill: Conceptual
20) The capacity to organize oneself so that movement in a certain direction or toward a certain goal may take place is
A) intentionality.
B) wish.
C) will.
D) externality.
Answer: C
Diff: 3 Page Ref: 508
Skill: Conceptual

21) The imaginative playing with the possibility of some act or state occurring is
A) intentionality.
B) wish.
C) will.
D) externality.
Answer: B
Diff: 3 Page Ref: 508
Skill: Conceptual

22) Whose concept of anxiety did May reject?
A) Skinner’s
B) Jung’s
C) Rogers’
D) Freud’s
Answer: D
Diff: 2 Page Ref: 509
Skill: Applied

23) A threat to some value that the individual holds essential to existence as a self causes
A) neurosis.
B) anxiety.
C) the human dilemma.
D) existential crisis.
Answer: B
Diff: 2 Page Ref: 509
Skill: Conceptual

24) When one challenges one’s structure of meaning, one experiences
A) normal anxiety.
B) neurotic anxiety.
C) meaninglessness.
D) the human dilemma.
Answer: A
Diff: 2 Page Ref: 509
Skill: Conceptual
25) _______ is viewed as part of the growth process, and no attempt should ever be made to eliminate it from a person’s experience.
A) Neurotic guilt
B) Normal guilt
C) Meaninglessness
D) Normal anxiety
Answer: D
Diff: 2 Page Ref: 510
Skill: Conceptual

26) _______ is experienced when consciousness is restricted, and old values are clung to at all costs.
A) Normal guilt
B) Neurotic guilt
C) Normal anxiety
D) Neurotic anxiety
Answer: D
Diff: 1 Page Ref: 510
Skill: Conceptual

27) According to May, _______ results from not approaching or striving toward one’s full potential as a human.
A) guilt
B) anxiety
C) neurosis
D) existential failure
Answer: A
Diff: 2 Page Ref: 510
Skill: Applied

28) Avoiding risk-taking results in
A) safety.
B) existential failure.
C) normal guilt.
D) neurotic guilt.
Answer: D
Diff: 3 Page Ref: 511
Skill: Conceptual

29) According to May, there is a strong relationship between one’s _______ and one’s ability to deal with anxiety.
A) mind
B) ability to love
C) values
D) Umwelt
Answer: C
Diff: 3 Page Ref: 511
Skill: Applied
30) For May, the Oedipal conflict is explained as a conflict between
A) dependence and independence.
B) one’s biological needs and the demands of society.
C) attraction toward one parent and hostility toward the other.
D) life and death.
*Answer: A*
*Diff: 1 Page Ref: 511*
*Skill: Applied*

31) People with inadequate values depend on ________ to indicate their significance.
A) things outside themselves
B) ontology
C) peak experiences
D) future goals
*Answer: A*
*Diff: 2 Page Ref: 512*
*Skill: Conceptual*

32) Mature values allow one to become
A) self-actualized.
B) future-oriented.
C) existentialized.
D) a mature moral self.
*Answer: B*
*Diff: 2 Page Ref: 512*
*Skill: Conceptual*

33) ________ can be defined fairly adequately as the building up of bodily tensions and their release.
A) Sex
B) Eros
C) Philia
D) Agapé
*Answer: A*
*Diff: 2 Page Ref: 513*
*Skill: Conceptual*

34) ________ is responsible for humans seeking a relationship with the world and with people in general.
A) Sex
B) Eros
C) Philia
D) Agapé
*Answer: B*
*Diff: 2 Page Ref: 513*
*Skill: Conceptual*
35) Any natural function that has the power to take over the whole person is called
   A) sex.
   B) eros.
   C) the existential enemy.
   D) the daimonic.
   Answer: D
   Diff: 2     Page Ref: 513
   Skill: Factual

36) May claimed that the potential to engage in cruel, irrational, and inhumane behavior was due to
   A) the daimonic.
   B) the human dilemma.
   C) eros.
   D) the existential enemy.
   Answer: A
   Diff: 2     Page Ref: 514
   Skill: Applied

37) ________ must be experienced in moderation if Eros is going to contribute positively to a loving relationship.
   A) The daimonic
   B) The human dilemma
   C) Philia
   D) Agapé
   Answer: A
   Diff: 2     Page Ref: 514
   Skill: Conceptual

38) ________ is the type of love ordinarily called friendship or brotherly love.
   A) Sex
   B) Eros
   C) Philia
   D) Agapé
   Answer: C
   Diff: 2     Page Ref: 514
   Skill: Conceptual

39) ________ is simply the acceptance and enjoyment of another person.
   A) Sex
   B) Eros
   C) Philia
   D) Agapé
   Answer: C
   Diff: 2     Page Ref: 514
   Skill: Conceptual
40) Which type of love is exemplified by a human’s love for his or her baby?
   A) sex  
   B) eros  
   C) philia  
   D) agapé  
   Answer: D  
   Diff: 2    Page Ref: 515  
   Skill: Conceptual

41) ______ is an unselfish giving of one’s self to another; a giving of one’s self without any concern of what one will get in return.
   A) Sex  
   B) Eros  
   C) Philia  
   D) Agapé  
   Answer: D  
   Diff: 2    Page Ref: 515  
   Skill: Conceptual

42) According to May, authentic love includes
   A) eros.  
   B) philia.  
   C) agapé.  
   D) all of the above  
   Answer: D  
   Diff: 2    Page Ref: 515  
   Skill: Applied

43) According to May, the goal of psychotherapy is to
   A) eliminate guilt.  
   B) eliminate anxiety.  
   C) convert neurotic anxiety or guilt into normal anxiety or guilt.  
   D) help the client confront repressed experiences.  
   Answer: C  
   Diff: 3    Page Ref: 515  
   Skill: Applied

44) May’s treatment of the unconscious is similar to
   A) Rogers’.  
   B) Kelly’s.  
   C) Jung’s.  
   D) Freud’s.  
   Answer: B  
   Diff: 3    Page Ref: 515  
   Skill: Applied
45) For May, the ________ consists of those potentialities for knowing and experiencing which the individual cannot or will not actualize.
   A) daimonic
   B) unconscious
   C) id
   D) preconscious
   Answer: B
   Diff: 1 Page Ref: 516
   Skill: Applied

46) For an existential therapist, the goal of therapy is to help the patient find
   A) repressed memories.
   B) the real self.
   C) peace with the anxiety caused by the inevitability of death.
   D) meaning.
   Answer: D
   Diff: 2 Page Ref: 516
   Skill: Conceptual

47) May used the term ________ to describe the therapeutic process.
   A) encounter
   B) entendre
   C) pas de deux
   D) sojourn
   Answer: A
   Diff: 2 Page Ref: 516
   Skill: Applied

48) What Rogers called congruency and what Maslow called self-actualization, May called
   A) existentialism.
   B) authenticity.
   C) actuality.
   D) adaptation.
   Answer: B
   Diff: 2 Page Ref: 517
   Skill: Applied

49) According to May, many of the problems in our society such as cults, drug addiction, suicide, and depression can be traced to the lack of
   A) authenticity.
   B) actualization.
   C) myth.
   D) religious faith.
   Answer: C
   Diff: 3 Page Ref: 517
   Skill: Applied
50) Like Adler, May believed that
A) myth reflects the archetypes.
B) memory and myth are inseparable.
C) people whose lives are guided by myth are inauthentic.
D) an unexamined life is not worth living.

Answer: B
Diff: 2 Page Ref: 517, 518
Skill: Applied

51) Which of the following is not one of the functions of myth identified by May?
A) They give us a sense of community.
B) They give us a sense of identity.
C) They help us to deal with the mysteries of creation.
D) They provided an essential ego defense.

Answer: D
Diff: 2 Page Ref: 518
Skill: Applied

52) According to May, some myths are undesirable because they
A) lead to xenophobia.
B) make no sense.
C) do not lead to a sense of kinship with other humans.
D) are easily replaced with better myths.

Answer: C
Diff: 3 Page Ref: 518
Skill: Applied

53) According to May, many of the current problems in the United States stem from the myth of
A) venture capitalism.
B) the rugged individualist.
C) male dominance/female submission.
D) liberty.

Answer: B
Diff: 2 Page Ref: 518
Skill: Applied

54) May’s new science of humans would emphasize
A) the wholeness and uniqueness of each individual.
B) the nomothetic research method.
C) rigorous use of factor analysis.
D) all of the above

Answer: A
Diff: 2 Page Ref: 519
Skill: Applied
55) Relative to experimental and natural science at their best, May felt that the new science of humans would be
A) no less rigorous and wholehearted.
B) indebted to existential philosophy.
C) much more “user friendly.”
D) much less reliant on the scientific method and mathematics.
Answer: A
Diff: 1  Page Ref: 519
Skill: Applied

56) Most existential theorists believe that their concepts are validated
A) in everyday life or therapy.
B) in surveys and questionnaires.
C) with the same empirical methods used by other psychologists.
D) none of the above
Answer: A
Diff: 2  Page Ref: 519
Skill: Conceptual

57) The Experiencing Scale was designed to measure the extent to which a person is in touch with his or her
A) existence.
B) true feelings.
C) human dilemma.
D) love attainment.
Answer: B
Diff: 3  Page Ref: 519
Skill: Conceptual

58) May’s theory has been criticized because it is _____ rather than _____.
A) existential; humanistic
B) negative; growth promoting
C) philosophy; psychology
D) soft determinism; hard determinism
Answer: C
Diff: 3  Page Ref: 520
Skill: Applied

59) May’s theory has been praised for
A) its outright rejection of science.
B) breathing new life into psychology.
C) identifying the negative aspects of existence.
D) all of the above
Answer: B
Diff: 2  Page Ref: 521
Skill: Applied
16.2 Questions for Essay or Discussion

1. Which of the other theorists would be in greatest disagreement with May concerning the role of human freedom? Why?

2. Contrast and compare May’s ideas concerning anxiety with those developed by Freud. Which interpretation comes closest to your own? Why?

3. Skinner might have agreed with May’s ideas about “thrownness.” How could it be possible for a radical behaviorist to agree with May?

4. How does May’s position differ from the other theorists who might be counted as existentialists?

5. May places considerable emphasis on the issue(s) of love. Why, for May, does love play an important role in the study of personality?

6. Which of the other theories you have read are most similar to May’s, particularly with respect to goals and methods of therapy? Which are most different?

7. Imagine a discussion of religion between May and an evolutionary psychologist. On what issues do they agree? On which do they disagree?
Chapter 17: A Final Word

Chapter Outline

I. Four Conclusions
   A. Personality theories often reflect the biographies of their authors.
   B. Much about personality remains unknown.
   C. The best available explanation of personality comes from a composite of all
      the major theories (rather than from any single theory or paradigm).
   D. Each person must judge for himself or herself what information from each
      theory is useful or not useful.

17.1 Multiple Choice Questions

1) What conclusion did the authors of your text reach?
   A) Much about personality remains unknown.
   B) The best explanation of personality comes from a composite of all the theories of personality.
   C) Personality theories often reflect the biographies of their authors.
   D) all of the above
   
   Answer: D
   Diff: 1       Page Ref: 527
   Skill: Conceptual

2) Atwood and Tomkins argue that to fully understand a theory of personality one must recognize the
   A) importance of the unconscious mind.
   B) practical implications of the theory.
   C) influence of its author’s biography.
   D) interdisciplinary nature of personality theories.
   
   Answer: C
   Diff: 1       Page Ref: 528
   Skill: Applied

3) If personality theories reflect the biographies of their authors, the authors of your text conclude that
   A) the theories are not invalidated.
   B) the theories are less useful than they otherwise might be.
   C) the theories are biographic and therefore more or less useless.
   D) more useful than ever.
   
   Answer: A
   Diff: 2       Page Ref: 528
   Skill: Conceptual
4) Research indicates that psychology majors prefer psychological theories that
A) enhance their ability to generate income.
B) focus on the unconscious mind.
C) enhance their self-understanding.
D) emphasize the objective causes of behavior rather than the subjective causes.

Answer: C
Diff: 1 Page Ref: 528
Skill: Applied

5) According to the authors of your text, the theories covered in this text, individually or collectively, do not adequately account for
A) the lives of the theorists.
B) the theories that are excluded from the book.
C) personality.
D) psychological disorders.

Answer: C
Diff: 1 Page Ref: 528
Skill: Factual

6) The authors also suggest that the reader does not have to search for
A) the correct theory.
B) meaning.
C) self-actualization.
D) all of the above

Answer: A
Diff: 1 Page Ref: 529
Skill: Factual

7) Which personality theory is best depends on
A) how closely the theory adheres to Freudian tradition.
B) what aspect of personality one is trying to explain.
C) how far from Freud the theory extends.
D) how well the theory explains all aspects of personality.

Answer: B
Diff: 1 Page Ref: 529
Skill: Factual

8) ________ involves taking the best information from a variety of different viewpoints.
A) Paradigmology
B) Science
C) Eclecticism
D) Humanism

Answer: C
Diff: 1 Page Ref: 529
Skill: Factual
9) The authors of your text conclude that what personality theory needs is a(n)
A) enormous federal grant.
B) single theoretical viewpoint.
C) grand synthesizer.
D) humanistic leader.
Answer: C
Diff: 1 Page Ref: 530
Skill: Conceptual

10) According to the authors of your text, who is in the best position to judge which concepts contained
within the various personality theories are useful and which are not?
A) a scientist
B) a prominent personality theorist
C) a behaviorist
D) you
Answer: D
Diff: 2 Page Ref: 531
Skill: Conceptual