

## ANSWER KEY

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|-------|-------|-------|--------|
| 1. D  | 26. E | 51. C | 76. A  |
| 2. D  | 27. E | 52. C | 77. B  |
| 3. D  | 28. A | 53. C | 78. A  |
| 4. A  | 29. A | 54. B | 79. D  |
| 5. C  | 30. C | 55. E | 80. A  |
| 6. E  | 31. C | 56. A | 81. E  |
| 7. B  | 32. A | 57. A | 82. C  |
| 8. B  | 33. B | 58. D | 83. C  |
| 9. D  | 34. E | 59. E | 84. A  |
| 10. D | 35. E | 60. C | 85. D  |
| 11. A | 36. E | 61. B | 86. D  |
| 12. E | 37. C | 62. D | 87. D  |
| 13. B | 38. D | 63. B | 88. E  |
| 14. A | 39. D | 64. C | 89. B  |
| 15. C | 40. A | 65. B | 90. D  |
| 16. C | 41. C | 66. E | 91. E  |
| 17. B | 42. A | 67. B | 92. C  |
| 18. A | 43. B | 68. D | 93. B  |
| 19. D | 44. C | 69. C | 94. D  |
| 20. D | 45. E | 70. A | 95. B  |
| 21. B | 46. E | 71. E | 96. C  |
| 22. C | 47. C | 72. B | 97. B  |
| 23. A | 48. D | 73. E | 98. A  |
| 24. B | 49. D | 74. D | 99. B  |
| 25. D | 50. B | 75. D | 100. E |

## MULTIPLE-CHOICE SECTION: ANSWERS AND EXPLANATIONS

- D** *Understand the Question/Key Words:* Circle *toxic* and *taste*. *Predict the Answer:* Bitter or nasty. Toxic substances won't be (B), sweet, or (E), bland, and probably not (C), salty. Choice (D), bitter, is the strongest choice.
- D** *Understand the Question/Key Words:* Circle *Freud* and *perspectives*. *Predict the Answer:* Psychoanalytic. If you missed this one, you'd better hit the books.
- D** *Understand the Question/Key Words:* An automatic reaction to something is called a... *Predict the Answer:* Reflex. Rephrasing the question makes the answer much more obvious. Now use POE to quickly scan the answers. Watch out for (C), aversive stimulus, and (E), drive.
- A** *Understand the Question/Key Words:* These things make up your personality. They are known as personality... *Predict the Answer:* Traits. If you are unsure, use POE. As in (A), are emotional, cognitive, and behavioral tendencies *traits* that make up personality? Sounds good. Keep it, and check the others. As in (B), are emotional, cognitive, and behavioral tendencies *moods* that make up personality? No. Cross it off. As in (C), are emotional, cognitive, and behavioral tendencies *temperaments* that make up personality? If you are unsure, leave it, although temperaments are more like moods. As in (D), are emotional, cognitive, and behavioral tendencies *tenets* that make up personality? No, beliefs don't make up personality. Finally, as in (E), are emotional, cognitive, and behavioral tendencies *personalities* that make up personality? No. Choice (A) is the best answer.
- C** *Understand the Question/Key Words:* Psychology came from what origin? *Predict the Answer:* Philosophy. If you aren't sure, use POE to get rid of choices that wouldn't make sense. You need something that is concerned with thought processes and relationships and is older than psychology. Cross off (A), biochemistry, (B), physics, and (E), statistics, because none of these answers are concerned with thought processes. Watch out for (D), cross-cultural anthropology.
- E** *Understand the Question/Key Words:* She plays peek-a-boo, which means what, developmentally? *Predict the Answer:* She knows that the fact that she cannot see her mother does not mean her mother is gone. In other words, she has developed object permanence. If you don't remember the term, use POE. Would a sense of (A), playing versus learning, mean she knows her mother is not gone? No. Cross it off. Would a sense of (B), transitivity, mean she knows her mother is not gone? No, it is something to do with transience or changing. Would a sense of (C), metacognition, mean she knows her mother is not gone? She is too young for this level of complex thought. Would a sense of (D), attachment anxiety, mean she knows her mother is not gone? No, it would mean the opposite. Would a sense of (E), object permanence, mean she knows her mother is not gone? Bingo.
- B** *Understand the Question/Key Words:* Psychologists who study a few subjects in great depth are using... *Predict the Answer:* A case study. Choice (A), an experiment, shows cause and effect relationships. Choice (C), naturalistic observation, is often used by anthropologists to study people and animals in their natural environment. Choice (D), correlational research, is used to study the relationship between or among variables. Choice (E), longitudinal research, is used by developmental psychologists to assess change over time.

8. **B** *Understand the Question/Key Words:* Circle *definition of learning*. *Predict the Answer:* A change in behavior based on experience. Use POE to get rid of (A) because of the word “temporarily” and (C) and (E) because they use extreme language (sole, not). Learning involves a permanent change, not a mere association, so the answer is (B).
9. **D** *Understand the Question/Key Words:* If you don’t sleep for two days, you may begin to experience... *Predict the Answer:* Hallucinations. If you are unsure, use POE. Sleepless doesn’t mean without food or water so get rid of (A), hunger, and (B), thirst. Choice (E) is also way off base.
10. **D** *Understand the Question/Key Words:* When you struggle between what you want to do and what you ought to do, you are experiencing... *Predict the Answer:* cognitive dissonance. Watch out for (B), which is a trap answer. None of the other answer choices come close to cognitive dissonance.
11. **A** *Understand the Question/Key Words:* Circle *endorphins*. What do they do? *Predict the Answer:* Make you feel good. Now use POE to find an answer that is close to yours. If you don’t remember what endorphins do, POE will get rid of (D) and (E) because of the extreme language.
12. **E** *Understand the Question/Key Words:* Nell doesn’t want to get in trouble like her brother did, so she won’t throw her stuffed animal into the toilet. What is this called? *Predict the Answer:* Nell is learning by watching her brother’s experience (vicariously through her brother). This is called vicarious conditioning. If you are unsure, use POE. Would (A), prepared conditioning, mean learning from watching her brother’s experience? No, this is not a psychological concept. Cross it off. Would (B), tutelage, mean learning from watching her brother’s experience? No. Would (C), scheduled reinforcement, mean learning from watching her brother’s experience? No, that is not taking place here. Would (D), shaping, mean learning from watching her brother’s experience? Again, shaping is more direct. Would (E), vicarious learning, mean learning from watching her brother’s experience? Yup.
13. **B** *Understand the Question/Key Words:* *Jeopardy!* requires which type of intelligence? *Predict the Answer:* Crystallized intelligence—knowledge of facts. If you are unsure, use POE. Does (A), IQ, mean knowledge of facts and trivia? No, it is a score on a very specific test. Don’t confuse IQ with intelligence. Does (B), crystallized intelligence, mean knowledge of facts and trivia? It sounds good. Keep it, and check the others. Does (C), fluid intelligence, mean knowledge of facts and trivia? No, it involves thinking and problem-solving skills. Does (D), general intelligence, mean knowledge of facts and trivia? It might. Keep it. Does (E), multiple intelligence, mean knowledge of facts and trivia? No, it involves a theory of various intelligences. Choice (B), crystallized intelligence, is more clearly associated with factual knowledge than (D), general intelligence.
14. **A** *Understand the Question/Key Words:* Circle *true of memory recall*. *Predict the Answer:* Not sure what they want, so evaluate each answer based on what you know of memory. Choice (A) sounds logical and is also true—people recall information that is in keeping with their personal schemas. Choice (B) is wrong because working memory is irrelevant to recall. Is (C) true? No, so cross it off. Same goes for (E). And (D) doesn’t sound true either. It must be (A).
15. **C** *Understand the Question/Key Words:* What do objects that absorb light look like? *Predict the Answer:* Dark. Dark objects absorb light while bright objects reflect light. Beware of (A), black. The question does not say “objects that absorb all color.”
16. **C** *Understand the Question/Key Words:* Chantal is trying to push off her unwanted negative qualities onto her mother so that the qualities are less threatening. This is called... *Predict the Answer:* Projection. Use POE to get rid of (A), repression, because that would mean that Chantal was trying to push these unwanted feelings back into her unconscious mind. Choice (B), regression, would mean that she was trying to revert back to an earlier stage of psychosexual development. Choice (D), displacement, would imply that she was taking out her frustrations with her mother on a more socially acceptable target. Choice (E), denial, would mean that Chantal was failing to accept that something unwanted or frightening was happening to her.
17. **B** *Understand the Question/Key Words:* Circle *humanistic perspective*. *Predict the Answer:* Humanists believe that people can control their behavior and that they strive to reach their full potential. Use POE to find an answer that agrees with this statement. Choice (A) is the biological perspective, (C) is the behaviorist perspective, (D) is the psychodynamic perspective, and (E) is the cognitive perspective.
18. **A** *Understand the Question/Key Words:* Circle *visual*. Which lobe is involved in vision? *Predict the Answer:* Occipital lobe. If you don’t know, use POE to get rid of (D), frontal (you probably know that the frontal lobe is used for a variety of more complex tasks), and (E), cerebral, because this isn’t a lobe of the brain.
19. **D** *Understand the Question/Key Words:* When are mean, median, and mode equal to the same number? *Predict the Answer:* In a normal distribution. If you don’t remember, POE what you can. Choices (A) and (C) represent distributions where scores are overwhelmingly low or high, respectively. Choice (B), asymmetrical, is a generic term for a skewed distribution. Choice (E), abnormal, is not generally a term used to describe distributions.
20. **D** *Understand the Question/Key Words:* When a six-month-old gets upset when Mom leaves, it’s called... *Predict the Answer:* Separation anxiety. Watch out for (A), attachment anxiety, and (B), reactive attachment disorder. Choices (C), object permanence, and (E), detachment adaptation, would require a different response from the child.
21. **B** *Understand the Question/Key Words:* Circle *B. F. Skinner*. *Predict the Answer:* Skinner = behaviorism. If you missed this question, hit the books.
22. **C** *Understand the Question/Key Words:* She is using a survey to try to correlate guilt with other emotions. This kind of study is called... *Predict the Answer:* Correlational study. If you don’t remember the term, use POE. Would (A), a demographic study, try to correlate two or more emotions? No. Would (B), an observational study, try to correlate two or more emotions? No, and it wouldn’t involve a survey. Would (C), a correlational study, try to correlate two or more emotions? Sounds good. Would (D), an experimental study, try to correlate two or more emotions? Maybe, but not by using a survey. Would (E), a statistical study, try to correlate two or more emotions? Use of statistics usually comes after the study. The answer is (C).

23. **A** *Understand the Question/Key Words:* Which term is used to describe many psychotic disorders? *Predict the Answer:* Schizophrenia. If you are unsure, use POE to get rid of (C), dissociative disorder, and (D), depression, because they are specific disorders and (E) because it is a made-up term.
24. **B** *Understand the Question/Key Words:* Circle *firing of a neuron*. *Predict the Answer:* All or nothing. Use POE to get rid of answers that don't make sense. Get rid of (A) because firing does not occur gradually, (C) because this is also a false statement, and (E) because a neuron cannot fire "harder." Choice (D) is also a false statement.
25. **D** *Understand the Question/Key Words:* The fact that Xavier wants to hang out with some new friends is called a(n)... *Predict the Answer:* Affiliation need. Choices (A), fraternization need, (B), assimilation need, and (E), loneliness need, are not true psychological terms, and (C) is too strong.
26. **E** *Understand the Question/Key Words:* Learning the meaning of something in order to increase your ability to memorize it is called... *Predict the Answer:* Semantic memory. If you are unsure of the exact term, POE should get rid of (C) and (D) because applying meaning is not simply rehearsing.
27. **E** *Understand the Question/Key Words:* Circle *outer ear*. *Predict the Answer:* Collect and magnify sound. Even if you are not sure, don't give the outer ear too much credit. Get rid of (A), (B), and (D).
28. **A** *Understand the Question/Key Words:* What kind of variable is eating breakfast in this study? *Predict the Answer:* Eating breakfast is an either/or thing, so it is a categorical variable. Even if you are not sure, POE can get rid of (C), dependent variable, because it is not being observed and measured, (D), independent variable, because it is not being manipulated, and (E), conditioned variable, because it is not conditioned.
29. **A** *Understand the Question/Key Words:* Circle *left hemisphere*. *Predict the Answer:* Language functions. Even if you don't remember, use POE. Choices (B), logic, and (C), analytical reasoning, are the same, so neither can be right. Choices (D), mathematical reasoning, and (E), spatial reasoning, are two right-hemisphere functions, so (A), language, is your best guess.
30. **C** *Understand the Question/Key Words:* Molding behavior by first praising all attempts and later only praising improved attempts is called... *Predict the Answer:* Shaping. If you don't remember the term, use POE. Could (A), negative reinforcement, mean to first praise all attempts and then only praise improvements? No. Cross it off. Could (B), negative punishment, mean to first praise all attempts and then only praise improvements? No. Could (C), shaping, mean to first praise all attempts and then only praise improvements? Sure. Keep it, and check the others. Could (D), chaining, mean to first praise all attempts and then only praise improvements? No, chaining is linking together skills someone already has. Could (E), discriminating, mean to first praise all attempts and then only praise improvements? No. The answer must be (C).
31. **C** *Understand the Question/Key Words:* When a client takes out on her counselor the feelings she has for her parents, it's called... *Predict the Answer:* Transference. If you don't remember the term, use POE. Could (A), suppression, mean to take out on the counselor feelings you have for your parents? No, it would involve keeping the feelings in. Could (B), conflicting motives, mean to

take out on the counselor feelings you have for your parents? It has the right tone but is still too weak. Cross it off. Could (C), transference, mean to take out on the counselor feelings you have for your parents? Yes. Could (D), countertransference, mean to take out on the counselor feelings you have for your parents? No, that's when the counselor puts stuff on the client. Choice (E), reaction formation, would mean that she was taking on the opposite opinion of what she really feels.

32. **A** *Understand the Question/Key Words:* Circle the last phrase. What is it called when you remember something you were not consciously trying to remember? *Predict the Answer:* Tip-of-the-tongue phenomenon. If you don't remember the term, you know what to do: POE. Could (A), tip-of-the-tongue phenomenon, mean to remember something you were not consciously trying to remember? Yes. Quickly check the others. Could (B), chunking, mean to remember something you were not consciously trying to remember? No, it is a learning technique. Could (C), deductive reasoning, mean to remember something you were not consciously trying to remember? No. Could (D), inductive reasoning, mean to remember something you were not consciously trying to remember? Nope. Could (E), parallelism, mean to remember something you were not consciously trying to remember? No. Your answer must be (A).
33. **B** *Understand the Question/Key Words:* Circle *hypnosis* and *diminish*. *Predict the Answer:* Chronic pain. If you don't remember this, use common-sense POE to get rid of (A), alcohol abuse, (D), kinesthetic abilities, and (E), Alzheimer's disease.
34. **E** *Understand the Question/Key Words:* Why do mnemonic devices work? *Predict the Answer:* They link information to stuff you already know. POE should get rid of (A) because stuff you already know is in your LTM, not your STM and (D) because it is impractical and unrealistic. Don't be thrown by the technical language of (B). Choice (E) is the closest to your answer.
35. **E** *Understand the Question/Key Words:* What's it called when you wake up horribly scared by a bad dream? *Predict the Answer:* A nightmare. POE will help you get rid of (A), hallucination, (B), phobia, and (C), narcoleptic event. You might be fooled by (D), night terror, but generally night terrors occur in a deeper sleep state than the REM sleep state that is typical of dreams, so they do not produce vividly memorable experiences.
36. **E** *Understand the Question/Key Words:* What is the term used to describe when prejudices are acted upon? *Predict the Answer:* Discrimination. Your clue is "behavioral component." Choices (A), bias, (B), conditioning, and (C), catharsis, are not directly related to the question. Choice (D), passive aggression, is way off base, so (E), discrimination, is the best answer.
37. **C** *Understand the Question/Key Words:* What happens when there is a break in the twenty-first chromosome pair? *Predict the Answer:* Down syndrome. Choice (C) says this.
38. **D** *Understand the Question/Key Words:* Circle *punishment* and *EXCEPT*. *Predict the Answer:* Remember that punishment is something that is intended to make an undesirable response less likely (whether it works or not). Does (A) intend this? Yes, so it is an example of punishment. Cross this off as you need something that isn't. Does (B) intend this? Yes, so cross it off. How about (C)? Yes again, so eliminate it. Choice (E) also attempts to lessen an undesirable response on the part of the puppy. Choice (D), refusing to return the boss's call after not getting the expected raise, is not intended

to lessen an undesirable behavior on the part of the boss, if one could even define what that undesirable behavior was (not giving a raise is not an undesirable response, but a lack of a desired response). Your answer is (D).

39. **D** *Understand the Question/Key Words:* Jung's theory of all humans sharing a collective set of ideas, feelings, and symbols is called... *Predict the Answer:* Jung's theory of collective unconscious. Even if you don't remember the term, POE will help. Choice (A), cultural subconscious, is made up, (C), heritability coefficients, refers to something completely different, and (E), integrated intelligence, is made up. Choice (B), general awareness, is weak. The answer must be (D).
40. **A** *Understand the Question/Key Words:* What is active sleeping and dreaming called? *Predict the Answer:* REM sleep. All the other choices are deeper stages of sleep.
41. **C** *Understand the Question/Key Words:* Circle *placement of words and phrases in a sentence*. *Predict the Answer:* Syntax. If you don't remember, use POE to get rid of at least (D) and (E). Choice (B) is too broad.
42. **A** *Understand the Question/Key Words:* Animals won't put together the conditioned stimulus and the unconditioned stimulus if... *Predict the Answer:* They occur too far apart. Find the choice that is closest to yours—(A), the delay between the CS and UCS is too long, is the best answer.
43. **B** *Understand the Question/Key Words:* Circle *secondary drives* and *EXCEPT*. *Predict the Answer:* Four of the choices are secondary drives. Choice (B), sex, is a primary drive.
44. **C** When one's behavior and one's thinking are not in alignment, there are two ways one can bring them into alignment. An obvious way, but also often a hard way, is to change one's behavior to fit one's thinking. The fact that many New Year's resolutions are quickly abandoned shows how difficult it can be to change one's behavior to fit one's ideas. The other way to minimize this conflict between behavior and thought is to change one's thought process, to justify the bad behavior. The name of this feeling of conflict is "cognitive dissonance." The other concepts are either irrelevant or made-up.
45. **E** *Understand the Question/Key Words:* Dysfunction in what part of the brain would cause staggering and slurred speech? *Predict the Answer:* The cerebellum. If you don't remember, you can probably use POE to get rid of (B), thalamus, (C), sensorimotor cortex, and (D), amygdala.
46. **E** *Understand the Question/Key Words:* Turkey made her sick. Why would chicken also make her queasy? *Predict the Answer:* Turkey and chicken are similar—stimulus generalization. If you don't remember the term, use POE. Choices (B), latent learning, and (C), prepared learning, are obviously out. Does (A), response generalization, mean associating similar stimuli? Be careful—it says response generalization. Does (D), unconditioned stimulus response, mean associating similar stimuli? Again, this is talking about a response. The answer must be (E), stimulus generalization.
47. **C** *Understand the Question/Key Words:* Circle *perception*. *Predict the Answer:* The process by which the brain organizes and interprets sensations. Use POE. Choice (A) is the definition of sensation, (B) doesn't go far enough because perception is more than initial processing, and (D) refers to sensory adaptation. Choice (E) takes it too far.

48. **D** *Understand the Question/Key Words:* What happens in order for you to perceive an increase in sound? *Predict the Answer:* More neurons fire more frequently. If you are unsure, use POE. Would (A), neurons firing more intensely, make you perceive an increase in sound? Can neurons fire more intensely? No, so cross this answer off. Choice (B) is way out of the ballpark. Would (C), changing frequency of sound waves, make you perceive an increase in sound? This phenomenon would be responsible for the sound seeming lower in pitch or higher in pitch, but not for it seeming louder (and it still being a pitch that is perceptible to the human ear). Would (D), more neurons firing more frequently, make you perceive an increase in sound? Yes. Choice (E) is way out because the "what" pathway is related to vision.
49. **D** *Understand the Question/Key Words:* What allows us to tell the difference between two similar stimuli? *Predict the Answer:* The difference threshold or Just Noticeable Difference (JND). This may seem tricky because all of the other choices are also related to thresholds. Choice (A), subliminal perception, suggests that stimuli below the threshold can still unconsciously influence behavior. Choice (B), absolute threshold, refers to the ability to detect a stimulus 50 percent of the time. Choice (C), signal detection theory, refers to the ability to lower a threshold based on experience or expectation. Choice (E), Weber's law, refers to the need for stimuli to vary by a constant proportion in order for us to detect differences among stimuli.
50. **B** *Understand the Question/Key Words:* Jerome is a student at the Peddie School, and all students at the Peddie School study Latin. *Predict the Answer:* Jerome takes Latin. This is the only thing you definitely know.
51. **C** *Understand the Question/Key Words:* She is confident and self-directed. Therefore she has... *Predict the Answer:* An internal locus of control. If you don't remember the term, use POE. Would a confident, self-directed person have a manic coping strategy, as in (A)? No, that strategy would be dysfunctional. Cross this answer off. Would a confident, self-directed person have a discriminative expectancy, as in (B)? This term doesn't make sense. Cross it off. Would a confident, self-directed person have an internal locus of control, as in (C)? Hopefully this answer jogs your memory. Even if you aren't sure, the term sounds possible, so keep it, and check the others. Would a confident, self-directed person have an external locus of control, as in (D)? No, that would involve looking to others for your own direction or self-worth. This answer is the opposite of what you want. Would a confident, self-directed person have generalized expectancy, as in (E)? No. (C) is it.
52. **C** *Understand the Question/Key Words:* How do we refer to an emotional release that reduces aggressive tendencies? *Predict the Answer:* The catharsis hypothesis. Choice (A), James-Lange theory of emotion, is a theory that posits that physiological arousal precedes emotional experience. Choice (B), counterconditioning, is a behavioral term. Choice (D), transference, is a term used in psychoanalysis. Choice (E), the two-factor theory, discusses the physiological arousal and cognitive evaluation that precede the experience of emotion.
53. **C** *Understand the Question/Key Words:* Circle *constant state that permits cells to live and function*. The body is in a state of... *Predict the Answer:* Homeostasis. This is a term you need to know. Even if you don't remember the exact term, you should be able to get rid of (B), set point, (D), kinesthesia, and (E), affect regulation. Watch out for (A), perceptual constancy—it is the trap answer.

54. **B** *Understand the Question/Key Words:* Circle *periods of special sensitivity*. The times in which one is primed for learning are called... *Predict the Answer:* Critical periods. If you are unsure of the term, use POE to get rid of (A), maturation periods, and (D), secondary development periods. Watch out for (C), primary development periods, and (E), shaping periods—they are trap answers.
55. **E** *Understand the Question/Key Words:* What causes people to act differently in a crowd than they would individually? *Predict the Answer:* Diffusion of responsibility. Use POE to rule out the other choices. Choice (A), social loafing, refers to people's tendency to exert less effort in a group than they would individually. Close, but not right. Choices (B), prejudice, (C), conformity, and (D), obedience, all increase when more people are present.
56. **A** *Understand the Question/Key Words:* She leaves a bad thing and goes to the same bad thing. *Predict the Answer:* Freud's theory of psychoanalytic conflict. If you don't remember the name of the theory, use POE. Could leaving a bad thing for the same bad thing be an example of (A), psychodynamic conflict? It's definitely a conflict, and most likely one taking place in the unconscious. Keep this and check the others. Could leaving a bad thing for the same bad thing be an example of (B), opposing motives? She is not experiencing opposing motives—she is going to the same bad thing. Cross this answer off. Could leaving a bad thing for the same bad thing be an example of (C), id, ego, and superego? Not really. Could leaving a bad thing for the same bad thing be an example of (D), behavioral dysfunction? Her behavior is dysfunctional, but this was not a theory of Freud's. Choice (E) is a concept from social psychology, not Freudian theory.
57. **A** *Understand the Question/Key Words:* Circle *Piaget*. How do children develop knowledge? *Predict the Answer:* From their own experiences. Use POE to find the answer closest to yours. Choice (B) is out, as is (C) and (E). Don't get drawn in by (D).
58. **D** *Understand the Question/Key Words:* Which needs to be studied over a long period of time? *Predict the Answer:* Anything that is related to changes over time. Use POE to find an answer that is close to yours. Be careful on (A)—age differences could be measured by studying groups of people at different ages, not necessarily the same people at different ages. Look for an answer that is more clear. Choice (D), changes in behavior over time, is the closest to yours.
59. **E** *Understand the Question/Key Words:* He slowly got over his fear by gradual exposure and eventual participation. This is called... *Predict the Answer:* Systematic desensitization. If you don't remember the term, use POE. Could (A), countertransference, mean gradual exposure and participation? No. Could (B), peer-counselor alliance, mean gradual exposure and participation? No, so cross it off. Could (C), rational-emotive therapy, mean gradual exposure and participation? Sounds possible. Keep it, and check the rest. Could (D), flooding, mean gradual exposure and participation? Doesn't sound very gradual. Cross it off. Could (E), systematic desensitization, mean gradual exposure and participation? Yes. This refers to a process of gradual exposure to a fear stimulus.
60. **C** This is a basic precept of humanistic practice. Choice (A) is involved in psychoanalytic practice. Choices (B), (D), and (E) are involved with behaviorist practice.
61. **B** *Understand the Question/Key Words:* What's the APA diagnostic manual called? *Predict the Answer:* *DSM-5*. Use POE to get rid of (A), ANOVA, which is a measure of statistics; (C), APA Desk Reference; (D), Diagnosis of Disorders Digest; and (E), Clinicians Reference Manual III, because they are made-up titles.
62. **D** *Understand the Question/Key Words:* Circle *samples* and *male college students*. *Predict the Answer:* Find a group that represents males from a wide variety of colleges. Use POE. Choices (A) and (C) would not represent all college males, nor would (B) because the sampling is done in the business wing. Be careful of (E)—college graduates—some of whom graduated a half-century ago—do not represent college students.
63. **B** *Understand the Question/Key Words:* What does the myelin sheath do? *Predict the Answer:* Covers the axons to speed transmission of messages. If you remember that myelination is not complete in children, which contributes to their lack of coordination, use that information to infer that myelination improves some aspect of neural communication. Eliminate (D) and (E). POE (A) because dendrites don't receive messages. Choice (C) is also false.
64. **C** *Understand the Question/Key Words:* Circle *Beethoven's music*, and then identify what role it plays in the scenario. *Predict the Answer:* Conditioned stimulus. At the least, you should be able to use POE for (A), conditioned response, and (B), unconditioned response, because the music is a stimulus, not a response.
65. **B** *Understand the Question/Key Words:* Circle *illness in response to the medication*. What is that in the scenario? *Predict the Answer:* An unconditioned response. At the least, you know that the illness is a response so eliminate (C), conditioned stimulus, (D), unconditioned stimulus, and (E), neutral stimulus. Is it conditioned? No, because the medicine is inducing the illness.
66. **E** *Understand the Question/Key Words:* Circle *nature-nurture controversy*, and then jot down your understanding of the nature-nurture controversy. *Predict the Answer:* To what degree is behavior shaped by nature/genetics over nurture/environment? Use POE to find the answer that is closest to yours. Get rid of (A) and (B). Choice (C) is silly; it just throws in the terms *nurture* and *nature*. Choice (D) is comparing psychodynamic and behaviorist perspectives.
67. **B** When a resting potential becomes an action potential, this is a change in electrical charge inside the neuron. When the action potential reaches the axon terminal, a chemical (neurotransmitter) is emitted across the synaptic gap to the next neuron in the network.
68. **D** When a list being processed to short-term, or working, memory exceeds "Miller's Magic Number," seven plus or minus two, people have a tendency to remember items at the beginning or end of the list better than items in the middle. Choice (D) is the correct answer.
69. **C** The cognitive explanation for depression involves people engaging in selective perception, "all-or-nothing" thinking, and "catastrophizing." The psychoanalytic approach would emphasize childhood traumas and repressed memories. The behaviorist approach would emphasize how depressive tendencies could be reinforced by the person's environment. The humanist approach would emphasize obstacles preventing someone from achieving a coherent "self." The evolutionary approach would not apply.

70. **A** Choice (B) is involved in regulating sleep cycles. Choice (C) is involved with memory. Choice (D) is involved with coordinated muscular movements. Choice (E) allows communication between the right and left hemispheres of the brain.
71. **E** This is a strong inverse relationship. Choice (A) would apply to a strong direct relationship. Choices (B), (C), and (D) represent relatively weak correlations.
72. **B** She experienced physiological arousal and the emotion simultaneously, which is consistent with Cannon Bard. In James Lange, the arousal would precede and cause the emotion. In Schachter, the arousal would come first and the emotion would be determined by cognitive labeling of the arousal. Neither (D) nor (E) applies here.
73. **E** *Understand the Question/Key Words:* What instrument, traditionally used in sleep research, assesses brain activity? *Predict the Answer:* EEG. Choice (A), signal detection device, has nothing to do with brain activity detection. Choices (B), CAT, and (C), MRI, are used to locate brain lesions. Choice (D), PET, is a very recent technology, so it is not the one that has been traditionally used.
74. **D** *Understand the Question/Key Words:* Circle *afterimage*. He is looking at something yellow. His afterimage will be... *Predict the Answer:* Blue. Even if you don't remember afterimages, you should remember the pairs of colors red-green and yellow-blue. If you don't, you will likely remember that red and green go together (red-green color blindness is a common thing). Eliminate (A), green, and (C), red. Also, eliminate (B), yellow—this is too hard a question for the afterimage to be the same color. You can also guess that the opposite color image of black is white, so (D), blue, is your best guess.
75. **D** *Understand the Question/Key Words:* The fear of being in situations that are hard to escape from is called... *Predict the Answer:* Agoraphobia. Watch out for (A), claustrophobia, because it is a trap answer. This question doesn't say anything about small places. Common sense should also get rid of (E), paranoia.
76. **A** *Understand the Question/Key Words:* Circle *discrepancy between an attitude and a behavior*. If someone thinks one thing but does something else, s/he may experience... *Predict the Answer:* Cognitive dissonance—mental conflict. If you don't remember the term, use POE. Could (A), cognitive dissonance, mean mental conflict? Sure sounds it. Keep it, and check the others. Could (B), dissociation, mean mental conflict? No, cross it off. Could (C), behavioral dysfunction, mean mental conflict? No, it's about behavior. Cross it off. Could (D), metacognition, mean mental conflict? No, nothing about conflict here. Could (E), countertransference, mean mental conflict? No. It must be (A).
77. **B** *Understand the Question/Key Words:* A crisis can cause people to forget their differences and work together. This is called a(n)... *Predict the Answer:* Superordinate goal—their need to work together overrides their personal differences. Even if you don't remember the term, use POE. Get rid of (C), subordinate goal, because it is subordinate. Choice (E), truce agreement, is silly, and (A), communal goal, is too weak.
78. **A** *Understand the Question/Key Words:* Circle *Wilhelm Wundt* and *father of psychology*. *Predict the Answer:* He founded the first psych lab. Even if you don't remember Wilhelm, use the info in the question and your brain power to POE. Choice (B) is out because it describes Freud. Choice (C) is out because you know that Pavlov and Skinner are the big guys in behaviorism. Choice (D) is extreme (all philosophical questions). Of the remaining choices, (A) sounds more impressive.
79. **D** *Understand the Question/Key Words:* People disagreed with him and yet support him. This demonstrates a split in... *Predict the Answer:* Attitudinal coherence. If you don't remember the term, you know that people think both good and bad stuff about the guy, so it is a split in homogeneous ideas. Choice (D), attitudinal coherence, is the closest to "homogeneous ideas."
80. **A** *Understand the Question/Key Words:* The sound waves stimulate the cilia of the inner ear. This is called... *Predict the Answer:* Transduction. If you don't recognize this as the description of transduction, POE what you can. Olfaction and kinesthesia have nothing to do with hearing, so eliminate (B), olfactory perception, and (E), kinesthetic transference. Choice (D), decibel cognition, is made up, and (C), sensory interaction, is not the same as perception.
81. **E** *Understand the Question/Key Words:* Why does the water feel cool at first but then eventually feel comfortable once you have been in it for a while? *Predict the Answer:* Sensory adaptation. The water temperature is the same, but your body adapts to the coolness of the water.
82. **C** *Understand the Question/Key Words:* What does it take to identify or recognize something, even when the object is obstructed? *Predict the Answer:* Matching it against something retained in LTM in Gestalt theory is known as *closure*. The other choices are also Gestalt principles, but they do not fit what the question asked. Choice (A), proximity, refers to the nearness of objects. Choice (B), similarity, matches like items. Choices (D), continuity, and (E), connectedness, are too closely related.
83. **C** *Understand the Question/Key Words:* How do psychoactive drugs work? *Predict the Answer:* Kind of like neurotransmitters. Choice (A) is out because of hormones, (B) is way out, and (D) and (E) are silly.
84. **A** *Understand the Question/Key Words:* She begins to calm down as what system takes back over? *Predict the Answer:* Her emergency response systems are turned off, and her parasympathetic system takes back over. Don't confuse (B) with (A). Central and peripheral are not the right systems, so (C) and (D) are out. Get rid of (E)—the endocrine system does not control neurotransmitters.
85. **D** This is why a great deal of space is given to the lips and the fingertips relative to much larger body parts, such as the torso.
86. **D** *Understand the Question/Key Words:* Circle *operant conditioning*. What does it mean? *Predict the Answer:* It has to do with "day-to-day operations" as opposed to classical conditioning. POE (B) and (C) because they have nothing to do with conditioning. Choice (A) is an example of classical conditioning.

87. **D** *Understand the Question/Key Words:* Why are twins significant when studying the role of genetics in behavior? *Predict the Answer:* Because identical twins come from the same egg, so they are genetically identical. In (A), don't confuse fraternal with identical twins. Choice (B) is emphasizing environmental factors. Choice (C) doesn't make sense (MZ twins are identical twins, whereas DZ twins are fraternal twins). Choice (E) is the "confuse the test taker" answer—a statement with a lot of jargon that doesn't say anything important but does confuse you. Because you used smart strategies, you won't get trapped.
88. **E** *Understand the Question/Key Words:* Noticing a change in a stimulus depends on what? *Predict the Answer:* How intense the new stimulus is as compared with that of the existing stimulus. Choices (A) and (D) try to confuse you with technology—get rid of them. Choice (C) is silly—if you are present, so are your sensory modalities. Choice (B) is a "confuse the test taker" answer.
89. **B** *Understand the Question/Key Words:* Why can't she see color in dim light? *Predict the Answer:* Color transduction (cones) requires more light than does the transduction of black and white images (rods). If you know that cones are color and rods are black and white, you can get rid of (A), (C), and (E). You can tell (D) is wrong because of "rapidly adjusting" to light changes.
90. **D** This is the phenomenon of trying to home in on a conversation of particular interest. It is the opposite of (C). It is not related to the effects of alcohol, as anticipated in (A), (B), and (E).
91. **E** *Understand the Question/Key Words:* Amnesia and loss of personal identity are characteristic of what? *Predict the Answer:* Dissociative disorder. You can use POE to get rid of (A), schizophrenic disorder, due to your knowledge of disorders. Choice (B) is a trap. This behavior is not antisocial, so get rid of (C). Choice (D), retrograde amnesia, is also a trap. This refers to a loss of most or all memories before an accident, not occasional amnesias with a loss of personal identity. Choice (E) fits the description the best.
92. **C** *Understand the Question/Key Words:* Which correctly identifies Pavlov's research? *Predict the Answer:* Subject: dogs; UCS: food; CS: sight/sound of presenter of food. CR: salivating in response to presenter. Read each choice very carefully. This is not hard, but it is tricky and time-consuming. If pressed for time, skip it and come back.
93. **B** *Understand the Question/Key Words:* In classical conditioning, what is it called when the learner first reacts to the conditioned stimulus when the unconditioned stimulus is not present? *Predict the Answer:* It is called acquisition. Choice (A), an unconditioned stimulus, prompts a response; it is not a reaction to a prompt. Choice (C), discrimination, occurs when a learner responds only to the conditioned stimulus and nothing else. Choice (D), generalization, occurs when the learner responds to the conditioned stimulus and to objects that are similar to the CS. Choice (E), spontaneous recovery, occurs when a conditioned response suddenly reappears in the absence of additional conditioning.
94. **D** *Understand the Question/Key Words:* Circle same objects over time. Which type of study minimizes the effect of differences among age groups by studying these groups over long periods of time? *Predict the Answer:* Longitudinal research. Choices (A), (B), and (C) offer a snapshot of a particular group at a particular time. Choice (E), correlational research, is not relevant to the question being asked.
95. **B** *Understand the Question/Key Words:* What is the purpose of a projective personality test? *Predict the Answer:* To gain insight into unconscious motives. Choice (A), gaining insight into biochemical abnormalities, would require medical intervention. Choice (C), assessing basic personality traits, refers to objective personality tests, such as the MMPI. Choices (D) and (E) examine specific traits, but they offer no causal explanations for why these traits occur.
96. **C** *Understand the Question/Key Words:* How does a depressed person see the world according to the negative triad theory? *Predict the Answer:* A depressed person has a negative view of himself, the world, and the future. Use the information in the question and your brain power if you don't know the study. Choice (A) is too narrow in focus, and (B) and (E) are kind of silly (three people to form a triad).
97. **B** *Understand the Question/Key Words:* Circle imprinting. What does it mean? *Predict the Answer:* An animal will attach to the first moving object it sees, presumably its mother. If you don't know imprinting, you can still guess the meaning and use POE. Get rid of (A) and (C) because they don't sound like imprinting. Choice (E) is more of an example of a physiological response to positive attachment.
98. **A** *Understand the Question/Key Words:* Circle systematic desensitization and EXCEPT. Four of the choices will be a step in systematic desensitization—one will not. *Predict the Answer:* Systematic desensitization involves 1) learning to relax, 2) creating a hierarchy of images of one's fear, 3) picturing each fearful image while remaining relaxed, and 4) confronting one's fear in real life. Find these responses, and cross them off. The remaining choice will be the answer. Choice (A) mentions hypnosis, which seems out of the pattern with the rest of the choices.
99. **B** *Understand the Question/Key Words:* They used behavior modification that involved small rewards that can be traded in for bigger rewards. This is known as... *Predict the Answer:* Token economy. You should know that it is not (D) and (E) even if you are not sure what it is. It is also different from negative reinforcement, plus that is too easy an answer for item 99, so get rid of (A). Choice (C) might look good, but unfortunately it's not a psychological concept. Token economy is the correct name.
100. **E** *Understand the Question/Key Words:* Circle Milgram and obedience. What was the study and what were the conclusions? *Predict the Answer:* Big help if you know the study. Even if you didn't recognize his name, try to recall the most famous study on obedience ever done. This study is the one in which people were asked to punish a learner who was in the next room by administering electric shocks, beginning with mild shocks and ending with life-threatening shocks. The entire field was astounded that two-thirds of the participants actually administered the full-strength shocks, especially if an authority figure was in the room. So what is a conclusion of this study? If you know only a little of this information, you can still POE (A), crowd mentality, and (B) because the participants did not refuse.

## FREE-RESPONSE SECTION: ANSWERS AND EXPLANATIONS

1. Essay number one is worth 8 points. One to two points are awarded for explaining each term and giving a relevant example of each term in Part A. Two points are awarded for explaining how his parents should treat his tantrum behavior in Part B.

This is what our “student” chose to do for her essays. Use this as a sample of a decent essay.

### Sample Essay

A. Age is key to understanding issues related to development. Jack is a three-year-old boy who is frustrating his parents with his constant tantrums and misbehavior. To understand how best to handle Jack’s unwanted behavior, his parents must understand his cognitive and social stages of development if they are to effectively deal with his unwanted behaviors.

According to cognitive theorist Jean Piaget, Jack is in the pre-operational stage of cognitive development. During this stage of cognitive development, which lasts roughly from ages 2 to 6 years of age, children are egocentric. Egocentrism is different from self-centeredness, which is behavioral and not cognitive. Jack’s parents try to reason with him when he misbehaves, but that is very ineffective because he doesn’t understand what they are trying to say. Jack will continue to have tantrums until they find a better way to reach him, because he does not understand their point of view or their expectations.

Lawrence Kohlberg also studied cognitive development as it relates to moral development. As a three-year-old, Jack is most likely in the pre-conventional stage of moral development. Jack’s morality is based on a system of rewards and punishments. He is not able to make moral decisions at his age based on what is best for his parents, his family, or his community. However, understanding this, his parents can modify his behavior by appealing to his desire to gain rewards and avoid punishments.

Jack’s social stage of development is also crucial to understanding his tantrum behavior. According to Erik Erikson, a psychosocial theorist, Jack is in the Initiative versus Guilt Stage. During this stage, children begin to exert their independence and they become more assertive and sometimes aggressive. Jack is trying to exert his autonomy and he may do this in a very assertive way, such as by having tantrums in response to his parent’s rules.

Although cognitive and social development are important factors to consider in evaluating Jack’s behavior, we must also strongly consider environmental factors such as observational learning. Observational learning, or learning by imitation, may have a profound impact on Jack’s behavior. For example, if Jack’s parents model aggressive or assertive behaviors, Jack will learn to imitate these behaviors as he is in an impressionable stage in his development.

B. Now that Jack’s parents fully understand his developmental processes and the influence of observational learning on his behavior, they can successfully eliminate his negative behaviors. For example, when Jack has a tantrum, they would be best advised to ignore his behaviors rather than to call attention to them. Trying to reason with him in the past had been unsuccessful due to his egocentrism. They should also set clear and consistent rules for him so that he can explore his autonomy while acting appropriately. They must also be mindful of their own behaviors and not get angry when frustrated because Jack will imitate their behaviors. The most important thing that Jack’s parents must consider is that they must be consistent and they must keep in mind that his behaviors are typical of his stage of development and are not necessarily inappropriate.

2. Essay number two is worth eight points. Points are given based on a student’s ability to touch on certain theories and reference specific AP Psychology phenomena. Each essay is unique, but here is our run-down of what a student should definitely address in his or her Free Response Essay for this question:

- This is an experiment because Sharlene is manipulating a variable and because there is both an experimental group and a control group.
- The independent variable is whether or not students receive the supplements.
- The operational definition of the dependent variable is the rating of “on-task behavior” given by the evaluators.
- The experiment will not be valid unless students are randomly assigned to the experimental group and the control group. This will limit the possibility of having a biased sample in either group.
- Sharlene and the evaluators should not know which students received the supplements and which did not because this could affect the ratings given. When the experimenters do not know who is in the experimental group, this is “double blind.”
- There are several ethical concerns that would earn a point here. Students (and their parents) did not provide an informed consent for participation in the study. Students’ participation was not voluntary. There is no indication that there will be confidentiality for the results. There is no indication that students will be debriefed on the results. There is no indication that efforts have been made to minimize potential harm to participants; for example, how will it be determined if a student has an allergy to one of the supplements?
- One confounding variable is expectation: the control group is not receiving a placebo, whereas the experimental group knows it is receiving something that is supposed to be helpful. This could cause the experimental group to perform better.