

53. Which of the following are most directly designed to help determine whether the findings of a study reflect a truly replicable phenomenon rather than the outcomes of chance processes?
- Inferential statistics
 - Descriptive statistics
 - Standard deviation
 - Extraneous variables
 - Correlation coefficients
54. REM sleep is often referred to as a "paradox" because
- as people age and sleep less, they actually spend more time in REM
 - people's eyes are moving, but they are generally unable to dream
 - people's metabolism slows down, much like animal hibernation
 - people dream and are aroused, but they generally are paralyzed
 - people are most active mentally while in the deepest sleep
55. The gland sometimes referred to as the "master gland," which regulates much of the action of the other endocrine glands, is called the
- thyroid gland
 - pancreas
 - pituitary gland
 - adrenal gland
 - lymph system
56. The tendency of young children learning language to overuse the rules of syntax is referred to as
- overconfidence
 - confirmation bias
 - overgeneralization
 - overjustification
 - the two-factor theory
57. To demonstrate causation, a researcher must
- manipulate the way a participant responds to some aspect of a situation
 - operationalize dependent and independent variables
 - develop a hypothesis that predicts the relationship between variables
 - show that the manipulation of one variable invariably leads to predicted changes in another
 - demonstrate a positive rather than a negative correlation between variables
58. Learned helplessness is an example of the power of
- expectation
 - positive reinforcement
 - negative reinforcement
 - classical conditioning
 - prepared learning
59. Jose is talkative and likes to engage in pretend play. When offered two identical balls of putty, he insists on having the one that has been rolled out into a long snake instead of the one that remains in the shape of a ball. He is probably in which of Piaget's stages of cognitive development?
- Sensorimotor
 - Preoperational
 - Conservation
 - Conventional
 - Formal operations
60. Georgia works in the local hospital because she wishes to help others, while Kathy works in the hospital strictly to make money. Their individual motivations demonstrate the difference between
- primary and secondary drives
 - positive and negative loci of control
 - sympathetic and autonomic motivation
 - instinctive and derived drives
 - intrinsic and extrinsic motivation
61. People who struggle with depression often have trouble sleeping in part because of
- elevated endorphin levels
 - decreased GABA levels
 - depleted epinephrine levels
 - increased dopamine levels
 - low serotonin levels
62. Vivian is watching her college's football team play on television. Suddenly, she spots her friend Rudy among the spectators. Rudy is usually mild-mannered and obedient. However, Vivian sees him screaming at the other team's mascot during the game; then, she sees him join several others in rushing onto the field at the end of the game and tearing down the goalposts. This is an example of
- deindividuation
 - group polarization
 - groupthink
 - social facilitation
 - mere exposure effect

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63. Through reinforcement, pigeons are taught to peck at paintings by a particular artist. The fact that pigeons do not peck at the paintings of other artists represents
- modeling response
 - reflexive response
 - distinctive stimulus
 - stimulus generalization
 - stimulus discrimination
64. While browsing in a bookstore, Vhamala is drawn to a particular book title. After a moment, she realizes that this book is one that a friend had been talking about at lunch the other day. The fact that Vhamala remembers that the book was mentioned at a recent lunch is an example of which of the following types of memory?
- Phonemic
 - Systemic
 - Semantic
 - Structural
 - Episodic
65. The process of converting physical energy from the environment into neural impulses is known as
- sensation
 - priming
 - transduction
 - encoding
 - detection
66. An experiment that presents participants with a stimulus and then, at a later interval, presents them with incomplete perceptual information related to the initial stimulus to see if they recognize the incomplete information more quickly is most likely studying the effects of
- retroactivity
 - mnemonic devices
 - declarative memory
 - iconic memory
 - priming
67. Alfred Binet was primarily concerned with
- discussing the role of genetics in levels of intelligence
 - measuring intelligence levels in children
 - measuring personality in children
 - measuring personality in adults
 - showing how adult personality can be modified
68. Hunter, a high school senior, excels at music, art, reading, problem-solving, and soccer. Which of these strengths most clearly demonstrates his fluid intelligence?
- Music
 - Art
 - Reading
 - Problem-solving
 - Soccer
69. In psychoanalytic theory, which of the following statements most accurately explains the purpose of repression?
- It allows individuals to indirectly express their anger toward others.
 - It encourages clients to shift difficult feelings about loved ones onto their therapists.
 - It is a means of dealing with thoughts that are very anxiety-provoking.
 - It allows individuals to explain away acts to avoid uncomfortable feelings.
 - It is an unconscious model that allows people to describe the way things work.
70. If genetic factors play an important role in the development of intelligence as measured by an IQ test, then which of the following statements is most likely to be true?
- The IQ scores of parents and their offspring will be more nearly alike than the IQ scores of fraternal twins reared together.
 - The IQ scores of fraternal twins reared together will be more nearly alike than the IQ scores of identical twins reared together.
 - The IQ scores of fraternal twins reared together will be more nearly alike than the IQ scores of identical twins reared apart.
 - The IQ scores of fraternal twins will be equivalent in similarity to the IQ scores of identical twins.
 - The IQ scores of identical twins reared apart will be more nearly alike than the IQ scores of fraternal twins reared together.
71. Negative symptoms of schizophrenia include which of the following?
- Visual hallucinations
 - Auditory hallucinations
 - Blunted emotional responses
 - Delusions
 - Excessive motor activity

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72. Three students are going in to take the SAT. Felice is not sure that she wants to go to college, is lackadaisical about the test, and is half asleep as she enters the test center. Skip is very concerned about the test; he sees his score as determining his entire future and he can be seen pacing nervously as he prepares to enter the test center. Armando takes the test seriously, but he knows that he will have additional chances to take it and that there are other factors that affect college admission. He has a mild case of nerves as he enters the test center. When Armando outperforms Felice and Skip, this supports which of the following?
- (A) Cannon Bard theory
(B) Piaget's Formal Operations stage
(C) Yerkes-Dodson law
(D) Selye's General Adaptation Syndrome
(E) Gardner's Multiple Intelligences
73. Jim and Tim are identical (monozygotic) twins that were reared together. Scott and Michael are fraternal (dizygotic) twins that were reared together. Given the results of heritability studies of intelligence, which of the following outcomes are most likely to emerge?
- (A) Jim and Tim will have very similar IQs.
(B) Scott and Michael will have very similar IQs.
(C) Both pairs will have very similar IQs.
(D) Neither pair will have similar IQs.
(E) Jim and Michael will have similar IQs.
74. For which of the following would drive-reduction theories not provide a reasonable explanation?
- (A) In the middle of his five-mile race, Jerome grabs water from the water station to quench his thirst.
(B) Ernest gobbles a few cookies on his way to class because he did not have time for lunch.
(C) Tish decides to skip lunch because she is still full from eating a very large breakfast.
(D) Cameron drives ten minutes out of her way to a fast-food place because she is hungry and has only two dollars.
(E) Kezia is very full after eating dinner but decides to order the strawberry cheesecake anyway.
75. Abraham Maslow proposed the idea that some motives are more imperative to survival than others. Which of the following approaches expresses this?
- (A) Homeostatic regulation
(B) Goal-setting
(C) Expectancy-value
(D) Cognitive dissonance
(E) Hierarchy of needs
76. Which of the following is an example of a person who suffers from anterograde amnesia?
- (A) A six-year-old child who can't remember events related to her second birthday party
(B) A twenty-year-old woman who can't remember the details of a traumatic event that occurred six months ago
(C) A thirty-six-year-old man who experiences damage to his hippocampus and can't transfer information into his long-term memory
(D) A fifteen-year-old boy who fell off his bicycle without his helmet and can't remember the events right before his accident
(E) A forty-year-old woman who is recounting a story but can't remember where she first heard the story
77. Which of the following responses was most likely acquired through classical conditioning?
- (A) The anxiety reaction of a woman who is driving on the highway for the first time after being involved in a major accident on that highway
(B) The frightened cry of a baby who is disoriented upon waking up from a nap
(C) The uncontrollable blinking of a contact lens wearer who has just gotten something in his eye
(D) The startled cry of a child who has just been awakened in the middle of the night by a loud clap of thunder
(E) The salivation of a laboratory rat who has begun to eat the treat that awaited her at the end of a T-maze
78. Which of the following would be most useful in understanding a neighbor's interpretation of a certain family's recent crisis as being due to extreme financial distress?
- (A) Reinforcement theory
(B) Classical behaviorism
(C) Attribution theory
(D) Hierarchy of needs
(E) Cognitive dissonance
79. Children develop internal representational systems that allow them verbally to describe people, events, and feelings during which of Piaget's stages of cognitive development?
- (A) Sensorimotor
(B) Preoperational
(C) Symbolic
(D) Concrete operational
(E) Formal operational

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80. According to Kohlberg, at the third (postconventional) level of moral development, individuals
- (A) follow rules in order to obtain reward
(B) follow rules in order to avoid punishment
(C) define what is right by what they have learned from others, especially authority figures
(D) justify their moral action based on the need to maintain law and order
(E) self-define principles that may or may not match the dominant morals of the times
81. Which of the following represents the correct order of auditory transmission from the time the sound is first heard to when it is processed in the brain?
- (A) Oval window → cochlea → tympanic membrane → auditory nerve → auditory canal
(B) Auditory canal → auditory nerve → cochlea → tympanic membrane → ossicles
(C) Tympanic membrane → oval window → cochlea → auditory nerve → auditory canal
(D) Auditory canal → ossicles → oval window → cochlea → auditory nerve
(E) Cochlea → ossicles → oval window → auditory canal → auditory nerve
82. A tribe has been found that has no past tense in its language. Researchers also found that the members of this tribe spend less time thinking about the past than other people. This finding is consistent with which theory?
- (A) The Behaviorist model for language development
(B) Chomsky's Language Acquisition Device
(C) Selye's General Adaptation Syndrome
(D) Schachter's two-factor theory
(E) Whorf's linguistic relativity
83. Heidi and Claus are in their 60's. They recently retired from their jobs and are planning to spend their time traveling and seeing their grandchildren. They enjoy looking back on their lives and counting their blessings. They are in Erikson's stage of
- (A) intimacy versus isolation
(B) initiative versus guilt
(C) integrity versus despair
(D) autonomy versus shame
(E) generativity versus stagnation
84. Which of the following clinicians most likely follows Carl Rogers's approach to psychotherapy?
- (A) Dr. Jones, who emphasizes the need for modification of undesirable behaviors in his patients
(B) Terence Springer, who counsels individuals to find their inner spirituality and develop their relationship with a supreme being
(C) Cathy Cooper, who is an empathic counselor who encourages clients through unconditional support to find their own path to better health and growth
(D) Utrese Leed, who creates a framework for her patients that defines ideal psychological growth and development and who supports their efforts toward professional achievement
(E) Ute Shrom, who takes a physiological approach to recovery through strenuous physical challenges that break down and subsequently build up one's character
85. An obese individual with a breathing-related sleep disorder most likely suffers from which of the following?
- (A) Narcolepsy
(B) Hypersomnia
(C) Insomnia
(D) Sleep apnea
(E) Hypnotic susceptibility
86. Certain cross-cultural studies have suggested that six facial expressions are recognized by people of virtually every culture. Which of the following correctly lists these expressions?
- (A) Happiness, sadness, anger, loathing, lust, and surprise
(B) Happiness, sadness, indifference, fright, surprise, and dislike
(C) Happiness, sadness, desire, repulsion, fear, and surprise
(D) Happiness, sadness, fight, flight, indifference, and anger
(E) Happiness, sadness, fear, anger, surprise, and disgust
87. Which of the following is primarily a chemical sense?
- (A) Touch
(B) Vision
(C) Taste
(D) Hearing
(E) Kinesthesia

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88. Anorexia nervosa is a life-threatening illness that can lead to permanent physiological changes (such as brittle bones) and even death. Which of the following individuals would be the most likely to develop this illness?
- (A) Maria, a 16-year-old Caucasian female, who is an A student and talented musician, but who feels that her life is out of control
- (B) Leticia, a 15-year-old African American female, who is an A student and exceptional athlete, plus an avid reader
- (C) Rosa, a 26-year-old Hispanic female, who has just received her law degree, is struggling with debt from school, and having difficulty finding employment
- (D) Virginia, a 14-year-old Caucasian female, who is a C student, is sexually promiscuous, and is experimenting with drugs
- (E) Jaeling, a 29-year-old Asian American female, who is a stay-at-home mother of two and has a very tight budget to maintain
89. Individuals in which of the following occupations will be potentially LEAST likely to be susceptible to health problems as a result of disrupted circadian rhythms?
- (A) Shift nurse
- (B) Police officer
- (C) Flight attendant
- (D) Medical resident
- (E) College professor
90. When Cordelia was a child, she was abused and she has been angry about it ever since. She is now a choreographer. When she creates dance routines for theatrical productions, critics and audiences often praise her realistic portrayals of anger and aggression. This would fit under the Freudian defense mechanism of
- (A) projection
- (B) reaction formation
- (C) repression
- (D) denial
- (E) sublimation
91. While visiting a museum, you study a statue by walking around it and examining it from many different places in the room. The retinal images of the statue change, but you do not perceive these changes because of
- (A) convergence
- (B) motion parallax
- (C) perceptual constancy
- (D) interpositioning
- (E) perceptual acuity
92. REM sleep is considered to be paradoxical sleep because
- (A) brain patterns change from alpha waves to delta waves over the course of a night's sleep
- (B) people can always act out the content of their dreams
- (C) people will try to increase REM sleep if deprived of REM sleep for a period of time
- (D) sleep cycles may change with age
- (E) the mind is very active, but the body is in a state of paralysis
93. Carmella has experienced a stroke. She now needs to use a communication board because her speech is difficult to understand. Carmella has probably sustained damage to her
- (A) Wernicke's area
- (B) hippocampus
- (C) amygdala
- (D) Broca's area
- (E) medulla oblongata
94. Probabilistic reasoning from specific observations to general propositions is known as
- (A) deductive reasoning
- (B) inductive reasoning
- (C) intuitive reasoning
- (D) statistical reasoning
- (E) observational reasoning
95. Claudio lives in an area with a few college students and several retirement communities. He is trying to start a computer consulting business that will make home visits to deal with customers' technology problems. He does all of his marketing for the business in a hip coffeehouse and on a dating website because he assumes that the elderly are relatively uninterested in technology. His business is not doing well. What obstacle to effective problem-solving may be interfering with his success?
- (A) Availability heuristic
- (B) Representativeness heuristic
- (C) Functional fixedness
- (D) Optimism bias
- (E) Confirmation bias

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96. Which of the following accurately states the order of the transmission of visual information?
- (A) Optic nerve; ganglion cells; bipolar cells; rods and cones
- (B) Bipolar cells; ganglion cells; fovea; optic nerve
- (C) Rods and cones; retina; optic nerve; ganglion cells
- (D) Bipolar cells; rods and cones; fovea; optic disk
- (E) Rods and cones; bipolar cells; ganglion cells; optic nerve
97. Which of the following best summarizes Carl Rogers's view of personality?
- (A) Personality traits such as inhibition, extroversion, and conscientiousness are constant over time.
- (B) People's personality traits are overwhelmingly positive and goal-directed.
- (C) Personality is mainly formed by behavioral expectations.
- (D) Individual personalities vary based on differences in traits, emotions, and thought processes.
- (E) Situational variables are more important in determining the way a person will act than are broad personality dispositions.
98. Research has shown a possible connection between the neurotransmitter acetylcholine and which of the following mental disorders?
- (A) Parkinson's disease
- (B) Alzheimer's disease
- (C) Schizophrenia
- (D) Mania
- (E) Depression
99. Which of the following best explains why babies have poor vision for the first few weeks of life?
- (A) The nodes of Ranvier have not yet formed.
- (B) The neural connections to the primary visual cortex are not fully connected.
- (C) The axons are covered in tight coats of lipids, which impede neural firing.
- (D) The synaptic cleft of the neuron is filled with an aqueous humor.
- (E) The glial cells are absent at birth.
100. Scientists have long sought a physical manifestation of learning and memory in the brain. Perhaps the closest they have come is in identifying strengthened synaptic connections. This is referred to as
- (A) long-term potentiation (LTP)
- (B) tip-of-the-tongue phenomenon
- (C) cortical conditioning
- (D) myelination
- (E) reuptake

END OF SECTION I

IF YOU FINISH BEFORE TIME IS CALLED, YOU MAY CHECK YOUR WORK ON THIS SECTION. DO NOT GO ON TO SECTION II UNTIL YOU ARE TOLD TO DO SO.

PSYCHOLOGY

Section II

Time—50 minutes

Percent of total score— $33\frac{1}{3}$

Directions: You have 50 minutes to answer BOTH of the following questions. It is not enough to answer a question by merely listing facts. You should present a cogent argument based on your critical analysis of the question posed, using appropriate psychological terminology.

1. Kai is the field goal kicker for his high school's football team and he has been invited to a college evaluation clinic where coaches will watch him perform along with other kickers looking for scholarship opportunities. Two things that have made Kai a good kicker are great self-confidence and careful preparation for whatever conditions he will face in a game. However, he has concerns about this clinic because of three things:
- Only his teammates who snap and hold the ball will be on the field with him. All of the evaluators will be in the press box and he will not see them.
 - The field is an artificial surface and he has never played or practiced on such a field.
 - Several days ago, he sustained an eye injury and he will be wearing a patch over his left eye. He has been unable to practice since this accident.

Explain how each of the following factors could influence Kai's performance at the clinic:

- The "Big Five" trait of Openness to Experience
- Convergence (depth perception)
- Cognitive dissonance
- Social facilitation
- Sympathetic nervous system
- Non-declarative memory
- Self-efficacy

2. Many people are concerned with the seeming inability of the prison system to rehabilitate criminals.
- A. Based on your knowledge of learning, argue against the traditional prison system by explaining how each of the following could be used in a rehabilitation program:
- Operant conditioning
 - Positive and negative reinforcement
 - Shaping
- B. Choose ONE of the above methods of learning and then explain how it could be used to reform a convicted thief.

STOP**END OF EXAM**
