Unit 8 Study Guide

Multiple Choice
Identify the choice that best completes the statement or answers the question.

1. Psychologists have used four perspectives in their efforts to explain motivation. These include an emphasis on instincts, optimum arousal, a hierarchy of motives, and
   a. drive reduction.
   b. set points.
   c. refractory periods.
   d. basal metabolic rate.
   e. a fixed behavior pattern.

2. Professor Sanford explains that the need for physical safety must be met before city dwellers will be motivated to form close friendships with fellow citizens. Professor Sanford is providing an example of
   a. set points.
   b. a hierarchy of motives.
   c. homeostasis.
   d. erotic plasticity.
   e. instincts.

3. Maslow referred to the needs for purpose and meaning that lie beyond the self as
   a. belongingness needs.
   b. self-esteem needs.
   c. self-transcendence needs.
   d. self-actualization needs.
   e. homeostasis needs.

4. Financial satisfaction is more strongly predictive of well-being in poor nations than in wealthy ones. This fact would most clearly be anticipated by
   a. instinct theory.
   b. arousal theory.
   c. evolutionary theory.
   d. hierarchy of needs theory.
   e. set point theory.

5. Home-life satisfaction is more strongly predictive of well-being in wealthy nations than in poor ones. This fact would be most clearly anticipated by
   a. arousal theory.
   b. hierarchy of needs theory.
   c. instinct theory.
   d. evolutionary theory.
   e. incentive theory.
6. Ancel Keys and his colleagues observed that men on a semistarvation diet
   a. became apathetic and lost interest in food.
   b. remained interested in food but avoided talking or thinking about it.
   c. lost interest in sex and social activities.
   d. became increasingly preoccupied with political and religious issues.
   e. shifted cognitive focus away from food toward more accessible goals.

7. Blood glucose levels are regulated by secretions of ________ by the pancreas.
   a. PYY
   b. leptin
   c. orexin
   d. insulin
   e. thyroxin

8. Dr. Milosz electrically stimulates the lateral hypothalamus of a well-fed laboratory rat. This
   procedure is likely to
   a. cause the rat to begin eating.
   b. decrease the rat's basal metabolic rate.
   c. facilitate conversion of the rat's blood glucose to fat.
   d. permanently lower the rat's set point.
   e. increase the incentives for food but decrease motivation to eat.

9. Ghrelin, a hormone that influences appetite, is secreted by the
   a. stomach.
   b. pancreas.
   c. hypothalamus.
   d. liver.
   e. hippocampus.

10. A drop in basal metabolic rate is most likely to result from
    a. high testosterone levels.
    b. a semistarvation diet.
    c. erotic plasticity.
    d. excess leptin.
    e. decreased testosterone.

11. Our weight thermostats are somewhat flexible and are influenced by environmental as well as
    biological factors. Some researchers have therefore adopted the term
    a. nature/nurture thermostat.
    b. homeostasis.
    c. refractory period.
    d. settling point.
    e. incentive point.
12. People’s dislike of novel foods best illustrates
   a. unit bias.
   b. neophobia.
   c. homeostasis.
   d. the refractory period.
   e. instinct.

13. Studies show that people tend to eat much more in social situations, such as parties and celebrations. Which psychological principle best explains why we overeat in these situations?
   a. social facilitation
   b. set point
   c. homeostasis
   d. drive reduction
   e. basal metabolic rate

14. When encouraged to eat as much as they want, people tend to eat less if the foods are offered in smaller rather than larger portion sizes. This illustrates
   a. unit bias.
   b. set point.
   c. refractory periods.
   d. basal metabolic rate.
   e. bulimia nervosa.

15. People consume more ice cream when scooping it with a big scoop rather than a small one. This best illustrates
   a. set point.
   b. unit bias.
   c. social facilitation.
   d. homeostasis.
   e. drive reduction.

16. Twenty-two-year-old Tawana is slightly overweight and loves to eat, particularly snack foods and rich desserts. Fearful of becoming overweight, she frequently takes a laxative following episodes of binge eating. Tawana most clearly suffers from
   a. bulimia nervosa.
   b. anorexia nervosa.
   c. excess PYY.
   d. an abnormally high set point.
   e. hypermetabolism.

17. Unlike those with bulimia nervosa, those with binge-eating disorders are not likely to ________ following binge eating.
   a. experience remorse
   b. gain weight
   c. engage in excessive exercise
   d. show increased glucose levels
   e. show decreased set point
18. Anorexia patients are most likely to have parents who
   a. have physically abused their children.
   b. are high-achieving and protective.
   c. are able to afford adequate food supplies.
   d. are unconcerned about physical appearance and body weight.
   e. have difficulty expressing emotional attachments.

19. In terms of the role of the family environment on eating disorders, research has discounted which of
   the following factors?
   a. higher rates of childhood obesity
   b. competitive, high-achieving families
   c. childhood sexual abuse
   d. mother's preoccupation with weight and appearance
   e. higher-than-usual incidences of negative self-evaluation

20. New research has linked women's obesity to their risk of late-life
   a. muscular dystrophy.
   b. anorexia nervosa.
   c. multiple sclerosis.
   d. Alzheimer's disease.
   e. binge-eating disorder.

21. Research on fat cells indicates that
   a. they are destroyed by sustained dieting.
   b. their number is genetically determined and is not influenced by eating patterns.
   c. they increase in number as a result of adult overeating patterns.
   d. their number remains fixed after adolescence.
   e. they decrease in number due to genetic predispositions.

22. Evidence that obesity is influenced by factors in addition to genetics includes the fact that
   a. mice injected with daily doses of leptin become less active and gain weight.
   b. people lose a pound of weight for every reduction of 3500 calories in their diet.
   c. the weights of adopted people are highly correlated with the weights of their
      adoptive parents.
   d. since 1960, the average adult American has gained 23 pounds.
   e. set point and basal metabolic rate are primary determiners of adult body weight.

23. Having lost weight, formerly obese individuals have ________ fat cells and ________ metabolic
    rates.
    a. fewer; faster
    b. smaller; similar
    c. fewer; slower
    d. smaller; slower
    e. more; faster
24. In a complete sexual response cycle
   a. the excitement phase immediately precedes orgasm.
   b. orgasm immediately precedes the excitement phase.
   c. the plateau phase immediately precedes orgasm.
   d. the excitement phase immediately precedes the resolution phase.
   e. the plateau phase immediately precedes the excitement phase.

25. Research on sex hormones and human sexual behavior indicates that
   a. the sexual desire of human females is somewhat lower at ovulation than at other times.
   b. male sex offenders typically have lower-than-normal testosterone levels.
   c. adult males who suffer castration experience a decline in their sex drive.
   d. sexual interests are aroused by decreased testosterone levels in women and increased testosterone levels in men.
   e. increasing sex hormones result from decreasing glucose levels.

26. Mr. Langley emphasizes that premature sexual activity among high school students involves the interplay of alcohol consumption, mass media norms, and teens' underestimation of their vulnerability to sexually transmitted infections. The teacher's emphasis best illustrates
   a. the evolutionary perspective.
   b. the hierarchy of needs.
   c. a biopsychosocial approach.
   d. the sexual response cycle.
   e. the humanistic approach.

27. Which of the following is a leading cause of genital warts and cervical cancer?
   a. HPV
   b. FTO
   c. PYY
   d. BMI
   e. PET

28. Rates of adolescent sexual intercourse are
   a. higher in Arab and Asian countries than in Western Europe.
   b. higher in Latin American countries than in Western Europe.
   c. similar in Western Europe and Latin America.
   d. similar in North America than in Arab countries.
   e. higher in North Americans of Asian descent.

29. Most homosexuals report becoming aware of their same-sex attraction during
   a. early childhood.
   b. late childhood.
   c. early adolescence.
   d. late adolescence.
   e. emerging adulthood.
30. Women are somewhat more likely than men to feel bisexual attractions. This best illustrates a gender difference in their
   a. set points.
   b. refractory periods.
   c. erotic plasticity.
   d. basal metabolic rate.
   e. sexual response cycle.

31. A biological influence on homosexuality is most clearly seen from evidence of
   a. sexual relations between same-sex partners in several hundred different animal species.
   b. an increase in same-sex attraction among women who had fraternal twin brothers.
   c. the increase in homosexual and bisexual people among males with domineering mothers.
   d. the link between sexual orientation and the levels of sex hormones currently in a person's blood.
   e. higher rates of homosexuality in families with many children.

32. Research on the causes of homosexuality suggests that
   a. homosexuality develops most readily in families with domineering mothers and weak, ineffectual fathers.
   b. homosexuality arises from a fear of members of the opposite sex.
   c. male homosexuality results from abnormally high levels of testosterone in the blood.
   d. childhood sexual victimization contributes strongly to homosexual development.
   e. genetic influence plays a role in sexual orientation.

33. Research has demonstrated that married people are at less risk for depression, suicide, and early death than single people. This finding suggests that
   a. whether we marry or not is influenced by both nature and nurture.
   b. we are motivated to fulfill our needs for self-transcendence.
   c. people who feel supported by close relationships experience a better quality of life.
   d. married people are more likely to experience homeostasis in their relationship.
   e. monogamous bonds are instinctual.

34. Our need to belong is most clearly threatened by
   a. cluster migration.
   b. drive reduction.
   c. ostracism.
   d. unit bias.
   e. refractory periods.
35. Cassandra's mother told her, “You know you are in love when your heart beats fast and you experience that unique trembling feeling inside.” This remark best illustrates the ________ theory of emotion.
   a. Cannon-Bard
   b. two-factor
   c. catharsis
   d. James-Lange
   e. adaptation-level

36. According to the Cannon-Bard theory, the experience of an emotion
   a. depends on the intensity of physiological arousal.
   b. can occur only after physiological arousal.
   c. occurs simultaneously with physiological arousal.
   d. precedes physiological arousal.
   e. is intensified or lessened by physiological arousal.

37. Tranquilizing drugs that inhibit sympathetic nervous system activity often reduce people's subjective experience of intense anxiety. Which theory of emotion would have the greatest difficulty explaining this effect?
   a. James-Lange
   b. Cannon-Bard
   c. two-factor
   d. Schachter-Singer
   e. adaptation-level

38. The two-factor theory of emotion places more emphasis on the importance of ________ than do other theories of emotion.
   a. cognitive activity
   b. well-being
   c. physiological arousal
   d. catharsis
   e. overt behavior

39. When students perceive the arousal that accompanies test-taking as energizing rather than debilitating, they experience much less anxiety. This is best understood in terms of the
   a. relative deprivation principle.
   b. James-Lange theory.
   c. adaptation-level principle.
   d. catharsis hypothesis.
   e. two-factor theory.
40. When someone is angry, their respiration, heart rate, and sweating increase. The same responses are also seen when someone is afraid. Walter Cannon suggested that such findings brought which theory into question?
   a. James-Lange
   b. facial feedback
   c. fight or flight
   d. Schachter-Singer
   e. opponent-process

41. During a state of emotional arousal, the adrenal glands release ________ into the bloodstream.
   a. insulin
   b. acetylcholine
   c. norepinephrine
   d. glucose
   e. testosterone

42. Which division of the nervous system arouses the body and mobilizes its energy in emotionally stressful situations?
   a. sympathetic
   b. central
   c. somatic
   d. parasympathetic
   e. autonomic

43. Thaddeus will play a violin solo at his school tomorrow. Which of the following will be true of his musical performance?
   a. It will be good if his physiological arousal during the performance is very low.
   b. It will be poor if his physiological arousal during the performance is moderate.
   c. It will be good if his physiological arousal during the performance is very high.
   d. It will be mediocre if his physiological arousal during the performance is moderate.
   e. It will be good if his physiological arousal during the performance is moderate.

44. Lillian will be taking an entrance exam for law school this afternoon. She is likely to
   a. do well on the exam if her physiological arousal is moderate.
   b. do poorly on the exam if her physiological arousal is moderate.
   c. do poorly on the exam if her physiological arousal is low.
   d. do well on the exam if her physiological arousal is very low.
   e. do well on the exam if her physiological arousal is very high.

45. A psychologist would have the greatest difficulty differentiating between anger and fear by monitoring the ________ associated with each.
   a. hormone secretions
   b. finger temperatures
   c. heart rates
   d. brain activity
   e. cognitive experiences
46. Research on the physiological states accompanying specific emotions indicates that
a. each emotion has a unique pattern of sympathetic nervous system activity.
b. emotions such as happiness and surprise are accompanied by different blood
tide levels.
c. different emotions involve activation of different brain circuits.
d. every emotion has precisely the same pattern of limbic system activity.
e. the amygdala uses different neurotransmitters in responding to different emotions.

47. Observers watching angry faces show less brain activity in the ________ than do those watching
fearful faces.
a. cerebellum  
b. thalamus  
c. amygdala  
d. hippocampus  
e. medulla

48. A small cluster of neurons, the nucleus accumbens, is highly active when people experience
a. pleasure.  
b. anger.  
c. fear.  
d. depression.  
e. disgust.

49. Which of the following research findings is consistent with the James-Lange theory of emotion?
a. Facial expressions of emotion inhibit the conscious experience of emotion.
b. Distinctly different patterns of brain activity are associated with distinctly different
emotions.
c. People with spinal cord injuries experience a considerable increase in the intensity
of their angry feelings.
d. Similar hormones are released during both anger and excitement.
e. Most emotional experience results from amygdala activation.

50. The right prefrontal cortex is more active than the left prefrontal cortex when people experience
a. pride.  
b. joy.  
c. disgust.  
d. love.  
e. anger.

51. One problem with the use of the polygraph for lie detection is that
a. polygraph assessments are more expensive than brain scans.
b. anxiety, irritation, and guilt feelings all prompt similar physiological reactivity.
c. emotions involve expressive behaviors as well as autonomic nervous system
arousal.
d. innocent people are presumed to be guilty at the very beginning of any lie detector
test.
e. polygraphs can cause autonomic nerve damage in rare cases.
52. Polygraphs are designed to measure the changes in breathing, cardiovascular activity, and perspiration that are thought to accompany specific emotions. Which theory of emotion best supports this assumption?
   a. James-Lange  
   b. Cannon-Bard  
   c. Schachter-Singer  
   d. opponent-process  
   e. fight or flight

53. After being physically aroused by his daily three-mile run, Martin finds that he experiences stronger resentment if his wife asks for an unexpected favor and more intense romantic feelings if she kisses him. Martin's experience can best be explained by the
   a. two-factor theory.  
   b. James-Lange theory.  
   c. Cannon-Bard theory.  
   d. catharsis hypothesis.  
   e. adaptation-level principle.

54. Astrid was emotionally aroused by a TV horror movie. She became extremely angry when her younger brother momentarily blocked her view of the screen. When her movie viewing was interrupted by a phone call from her boyfriend, however, she experienced unusually intense romantic feelings. Astrid's different emotional reactions to her brother and her boyfriend are best explained by the
   a. catharsis hypothesis.  
   b. James-Lange theory.  
   c. adaptation-level principle.  
   d. two-factor theory.  
   e. Cannon-Bard theory.

55. Evidence that people can develop an emotional preference for stimuli to which they have been unknowingly exposed has convinced Robert Zajonc that
   a. our thoughts are not influenced by our emotional states.  
   b. our normal feelings of love and anger are typically irrational.  
   c. the two-factor theory of emotion is essentially correct.  
   d. sometimes emotions precede cognition.  
   e. emotional reactions bias our perceptions of the world.

56. Rapid fear reactions to sensory input in the absence of conscious thought are possible because certain neural pathways bypass the
   a. hypothalamus.  
   b. amygdala.  
   c. thalamus.  
   d. prefrontal cortex.  
   e. corpus callosum.
57. Paul Whalen and his colleagues demonstrated that subliminal exposure to fearful eyes triggered increased activity in the
   a. hypothalamus.
   b. amygdala.
   c. cerebellum.
   d. hippocampus.
   e. medulla.

58. People are especially good at quickly detecting facial expressions of
   a. love.
   b. anger.
   c. surprise.
   d. happiness.
   e. boredom.

59. When viewing subliminally flashed words, we are especially likely to sense the presence of words such as
   a. mind.
   b. body.
   c. life.
   d. death.
   e. work.

60. Compared with men, women would probably be better at
   a. detecting the emotions of two people having a discussion over lunch.
   b. controlling their physiological responses on a guilty knowledge test.
   c. interpreting the polygraph test of a suspected criminal.
   d. avoiding the facial feedback effect.
   e. going through a cathartic experience.

61. Compared with males, females are more likely to cry and report distress when observing someone in distress. This best illustrates
   a. the adaptation-level phenomenon.
   b. the spillover effect.
   c. relative deprivation.
   d. empathy.
   e. facial feedback.

62. It has been suggested that baring the teeth is universally associated with the expression of anger because this ability to convey threats has helped humans to survive. This suggestion best illustrates the
   a. evolutionary perspective.
   b. relative deprivation principle.
   c. Cannon-Bard theory.
   d. two-factor theory.
   e. adaptation-level principle.
63. People experience a mood shift when they switch from taking short shuffling steps to taking long strides and swinging their arms by their sides. This best illustrates
   a. the adaptation-level phenomenon.
   b. the spillover effect.
   c. the behavior feedback phenomenon.
   d. the feel-good, do good phenomenon.
   e. the catharsis effect.

64. Most young children are fearful of bees, even though they have never been stung by one. This best illustrates that fear
   a. is a maladaptive response.
   b. can be learned through observation.
   c. is genetically determined.
   d. results from relative deprivation.
   e. is mostly influenced by nature, not nurture.

65. Research on human fear indicates that
   a. fear is more often a poisonous emotion than an adaptive one.
   b. people but not animals may acquire fear through observational learning.
   c. people seem to be biologically predisposed to learn some fears more quickly than others.
   d. genetic factors are unimportant in understanding fearfulness.
   e. human fears are conditioned rather than predisposed.

66. Scientists have isolated a gene that influences the amygdala's response to frightening situations. People with a short version of this gene have high levels of ________ available to activate amygdala neurons.
   a. serotonin
   b. dopamine
   c. acetylcholine
   d. endorphins
   e. adrenalin

67. A friend's misdeed is especially likely to trigger feelings of anger if the misdeed is perceived as
   a. a spontaneous remission.
   b. a spillover effect.
   c. cathartic.
   d. willful.
   e. a stressor.

68. People report that they are especially likely to experience anger when they are harmed by an event that is perceived as
   a. unusual.
   b. unintended.
   c. unjustified.
   d. unavoidable.
   e. unnoticed.
69. According to the catharsis hypothesis, retaliating against someone who provokes us can calm us down because retaliation
   a. relieves aggressive urges.
   b. reduces the spillover effect.
   c. promotes facial feedback.
   d. triggers the general adaptation syndrome.
   e. activates the relative deprivation response.

70. A television producer believes that violent TV programs provide viewers an opportunity to reduce their own anger through fantasy. The producer appears to accept the
   a. James-Lange theory.
   b. adaptation-level principle.
   c. relative deprivation principle.
   d. catharsis hypothesis.
   e. two-factor theory.

71. Milan is upset with his wife because she was over an hour late in picking him up at the airport. He is likely to deal most effectively with his feelings of irritation toward her by telling her
   a. “I'm really angry that I had to wait so long for you to get here.”
   b. “From now on, I'll ask someone at the office to pick me up.”
   c. “Darn it, why can't you be more responsible?”
   d. “I'm dying of hunger! It's 7:45 and I haven't had dinner yet.”
   e. “I was starting to worry that you had a car accident on your way over here.”

72. Mrs. Chen asks her teenage son, Keith, to rake the leaves in the yard. Keith is most likely to want to help his mother after
   a. washing the family's dishes.
   b. bringing home a less-than-satisfactory report card from school.
   c. hearing that a friend was involved in a minor automobile accident.
   d. receiving news that he has just won $1000 in a state lottery.
   e. been punished for not cleaning his room.

73. A 21-year-old student undergoing treatment for Hodgkin's disease was elated when he learned that he was cancer-free. Although his subsequent day-to-day emotions fluctuated in response to daily events, during the ensuing month, on average, his emotions
   a. became even more positive than they were on the day he received the good news.
   b. remained just as positive as they were on the day he received the good news.
   c. returned to nearly the same level as they were during the month before the good news.
   d. became more negative than they were during the month before the good news.
   e. became more and more elevated and achieved a higher level of “normal” happiness.
74. Enjoying your second piece of pie less than your first illustrates
   a. the spillover effect.
   b. relative deprivation.
   c. the general adaptation syndrome.
   d. the diminishing returns phenomenon.
   e. the James-Lange theory.

75. A wage increase of $1000 is more likely to improve the well-being of low-income workers than of middle-income executives. This illustrates the importance of the
   a. feel-good, do-good phenomenon.
   b. general adaptation syndrome.
   c. diminishing returns phenomenon.
   d. spillover effect.
   e. critical period hypothesis.

76. Rannilt was euphoric after learning that she had been accepted by the medical school of her choice. After a few weeks, however, she is only mildly excited when she thinks about her admission to medical school. This change in her feelings can best be explained in terms of the
   a. catharsis hypothesis.
   b. relative deprivation principle.
   c. feel-good, do-good phenomenon.
   d. Cannon-Bard theory.
   e. adaptation-level phenomenon.

77. Haley's parents bought her a used bicycle for her birthday. She was thrilled until she learned that her best friend received a brand-new bicycle on her birthday. Haley's declining satisfaction illustrates the
   a. relative deprivation principle.
   b. adaptation-level phenomenon.
   c. catharsis hypothesis.
   d. facial feedback effect.
   e. two-factor theory.

78. The concept of relative deprivation refers to the perception that
   a. yesterday's luxuries are today's necessities.
   b. things are never quite as bad as they could be.
   c. one is worse off than those with whom one compares oneself.
   d. happiness is simply a state of mind.
   e. happiness cannot last forever.

79. While taking a difficult test, Cindy's muscles tense and her heart pounds. These physiological responses are
   a. stressors.
   b. stress reactions.
   c. stress appraisal.
   d. adaptation levels.
   e. cathartic reactions.
80. Rush hour traffic is to upset stomach as ________ is to ________.
   a. fight; flight
   b. Type B; Type A
   c. lymphocyte; macrophage
   d. stressor; stress reaction
   e. adaptation; exhaustion

81. Walter Cannon perceived the stress response to be highly adaptive because it prepared the organism for
   a. spontaneous remission.
   b. the production of lymphocytes.
   c. relative deprivation.
   d. fight or flight.
   e. catharsis.

82. Following a catastrophic earthquake, residents of one community came together and provided each other with emotional support. This reaction best illustrates
   a. catharsis.
   b. an adaptation-level response.
   c. the tend-and-befriend response.
   d. the ABC program.
   e. Type B behavior.

83. The fight-or-flight response is to ________ as the general adaptation syndrome is to ________.
   a. Walter Cannon; Meyer Friedman
   b. Meyer Friedman; Hans Selye
   c. Hans Selye; Walter Cannon
   d. Walter Cannon; Hans Selye
   e. William James; Walter Cannon

84. Hans Selye referred to the body's response to stress as
   a. the fight-or-flight response.
   b. the general adaptation syndrome.
   c. the tend-and-befriend response.
   d. the adaptation-level phenomenon.
   e. the two-factor process.

85. During which phase of the general adaptation syndrome are organisms best able to physically cope with stress?
   a. resistance
   b. appraisal
   c. adjustment
   d. resolution
   e. adaptation
86. The third phase of the general adaptation syndrome is characterized by
   a. resistance.
   b. exhaustion.
   c. an alarm reaction.
   d. a tend-and-befriend response.
   e. resolution.

87. The pervasiveness of stress is best illustrated by the fact that the most significant category of life-event stressors involves
   a. the spillover effect.
   b. aerobic exercise.
   c. everyday annoyances.
   d. romantic relationships.
   e. family issues.

88. Which of the following best illustrates the most significant source of stress for most people?
   a. natural disasters
   b. death of a loved one
   c. too many things to do
   d. hypertension
   e. Type A personalities

89. The closing of the vessels that nourish the heart muscle is known as
   a. the general adaptation syndrome.
   b. coronary heart disease.
   c. coronary aneurysm.
   d. spontaneous remission.
   e. relative deprivation.

90. The risk of coronary heart disease is increased by
   a. biofeedback.
   b. a Type B personality.
   c. high blood pressure.
   d. relative deprivation.
   e. adaptation level.

91. Who is the best example of a Type A personality?
   a. Mara, an irritable, impatient teacher
   b. Rashida, a highly intelligent, introverted librarian
   c. Wilma, a friendly, altruistic social worker
   d. Charisse, a fun-loving, self-indulgent university student
   e. Dave, a very successful race car driver
92. Type A is to ________ as Type B is to ________.
   a. realistic; idealistic
   b. introverted; extraverted
   c. hard-driving; easygoing
   d. optimistic; pessimistic
   e. anxious; neurotic

93. The characteristic that most clearly contributes to the disease vulnerability of Type A personalities is their feelings of
   a. urgency.
   b. competitiveness.
   c. ambition.
   d. anger.
   e. fear.

94. Bernard is an ambitious, highly competitive corporate lawyer who recently had a heart attack. He tends to be impatient and a perfectionist, and he gets angry over little things. Research suggests that Bernard's susceptibility to heart attacks may be most closely linked to his
   a. ambition.
   b. anger.
   c. perfectionism.
   d. competitiveness.
   e. introversion.

95. Which statement is most likely to be made by someone at greater risk for heart disease?
   a. “I'll try harder next time.”
   b. “I'm really good at what I do.”
   c. “I'm not going to give up until I figure this out.”
   d. “Just my luck.”
   e. ”That didn't go very well, but I think things will get better.”

96. Matt has been experiencing headaches. Because his physician strongly recommends that he enroll in an anger-management class, the physician has probably diagnosed Matt's headaches as a(n) ________ illness.
   a. allergenic
   b. psychophysiological
   c. immune deficiency
   d. carcinogenic
   e. cathartic

97. The field of PNI is most broadly concerned with how the psychological, neural, and endocrine systems together affect the
   a. reproductive system.
   b. cardiovascular system.
   c. immune system.
   d. respiratory system.
   e. central nervous system.
98. Viral infections are to ______ as bacterial infections are to ______.
   a. B lymphocytes; T lymphocytes
   b. Type B personalities; Type A personalities
   c. T lymphocytes; B lymphocytes
   d. Type A personalities; Type B personalities
   e. coronary heart disease; immune diseases

99. When experimenters implanted tumor cells into rodents, those exposed to ______ were more prone to cancer.
   a. telomeres
   b. T lymphocytes
   c. inescapable shocks
   d. biofeedback
   e. abundant food

100. Although stress does not create cancer cells, it may affect their growth by suppressing the activity of
    a. telomeres.
    b. B lymphocytes.
    c. the adrenal glands.
    d. T lymphocytes.
    e. the limbic system.
MULTIPLE CHOICE

1. ANS: A  
   PTS: 1  
   DIF: Medium  
   REF: Page 329 | Section: Motivation and Emotion: 8A—Motivation  
   OBJ: 1  
   TOP: Drives and incentives  
   MSC: Factual | Definitional

2. ANS: B  
   PTS: 1  
   DIF: Easy  
   REF: Page 330 | Section: Motivation and Emotion: 8A—Motivation  
   OBJ: 2  
   TOP: A hierarchy of motives  
   MSC: Conceptual | Application

3. ANS: C  
   PTS: 1  
   DIF: Medium  
   REF: Page 330 | Section: Motivation and Emotion: 8A—Motivation  
   OBJ: 2  
   TOP: A hierarchy of motives  
   MSC: Factual | Definitional

4. ANS: D  
   PTS: 1  
   DIF: Medium  
   REF: Page 330 | Section: Motivation and Emotion: 8A—Motivation  
   OBJ: 2  
   TOP: A hierarchy of motives  
   MSC: Factual | Definitional

5. ANS: B  
   PTS: 1  
   DIF: Medium  
   REF: Page 330 | Section: Motivation and Emotion: 8A—Motivation  
   OBJ: 2  
   TOP: A hierarchy of motives  
   MSC: Factual | Definitional

6. ANS: C  
   PTS: 1  
   DIF: Medium  
   REF: Page 332 | Section: Motivation and Emotion: 8A—Motivation  
   OBJ: 3  
   TOP: Hunger  
   MSC: Factual | Definitional

7. ANS: D  
   PTS: 1  
   DIF: Medium  
   REF: Page 333 | Section: Motivation and Emotion: 8A—Motivation  
   OBJ: 3  
   TOP: The physiology of hunger: body chemistry and the brain  
   MSC: Factual | Definitional

8. ANS: A  
   PTS: 1  
   DIF: Medium  
   REF: Page 333 | Section: Motivation and Emotion: 8A—Motivation  
   OBJ: 3  
   TOP: The physiology of hunger: body chemistry and the brain  
   MSC: Conceptual | Application

9. ANS: A  
   PTS: 1  
   DIF: Easy  
   REF: Page 334 | Section: Motivation and Emotion: 8A—Motivation  
   OBJ: 3  
   TOP: The physiology of hunger: body chemistry and the brain  
   MSC: Factual | Definitional

10. ANS: B  
    PTS: 1  
    DIF: Difficult  
    REF: Page 335 | Section: Motivation and Emotion: 8A—Motivation  
    OBJ: 3  
    TOP: The physiology of hunger: body chemistry and the brain  
    MSC: Factual | Definitional

11. ANS: D  
    PTS: 1  
    DIF: Medium  
    REF: Page 335 | Section: Motivation and Emotion: 8A—Motivation  
    OBJ: 3  
    TOP: The physiology of hunger: body chemistry and the brain  
    MSC: Factual | Definitional

12. ANS: B  
    PTS: 1  
    DIF: Medium  
    REF: Page 336 | Section: Motivation and Emotion: 8A—Motivation  
    OBJ: 4  
    TOP: Taste preferences: biology and culture  
    MSC: Factual | Definitional

13. ANS: A  
    PTS: 1  
    DIF: Medium  
    REF: Page 336 | Section: Motivation and Emotion: 8A—Motivation
OBJ: 10  TOP:  Sexual orientation  MSC:  Factual | Definitional
30. ANS: C  PTS: 1  DIF: Medium
REF: Page 355 | Section- Motivation and Emotion: 8A—Motivation

OBJ: 10  TOP:  Sexual orientation statistics  MSC:  Factual | Definitional
31. ANS: A  PTS: 1  DIF: Difficult
REF: Page 356 | Section- Motivation and Emotion: 8A—Motivation

OBJ: 10  TOP:  Same-sex attraction in animals  MSC:  Factual | Definitional
32. ANS: E  PTS: 1  DIF: Easy
REF: Page 357 | Section- Motivation and Emotion: 8A—Motivation

OBJ: 10  TOP:  Genes and sexual orientation  MSC:  Factual | Definitional
33. ANS: C  PTS: 1  DIF: Medium
REF: Page 360 | Section- Motivation and Emotion: 8A—Motivation

OBJ: 11  TOP:  The need to belong  MSC:  Factual | Definitional
34. ANS: C  PTS: 1  DIF: Easy
REF: Page 361 | Section- Motivation and Emotion: 8A—Motivation

OBJ: 11  TOP:  The need to belong  MSC:  Factual | Definitional
35. ANS: D  PTS: 1  DIF: Medium
REF: Page 367 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health

OBJ: 1  TOP:  Theories of emotion  MSC:  Conceptual | Application
36. ANS: C  PTS: 1  DIF: Easy
REF: Page 367 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health

OBJ: 1  TOP:  Theories of emotion  MSC:  Factual | Definitional
37. ANS: B  PTS: 1  DIF: Difficult
REF: Page 367 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health

OBJ: 1  TOP:  Theories of emotion  MSC:  Conceptual | Application
38. ANS: A  PTS: 1  DIF: Medium
REF: Page 367 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health

OBJ: 1  TOP:  Theories of emotion  MSC:  Factual | Definitional
39. ANS: E  PTS: 1  DIF: Medium
REF: Page 367 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health

OBJ: 1  TOP:  Theories of emotion  MSC:  Conceptual | Application
40. ANS: A  PTS: 1  DIF: Difficult
REF: Page 367 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health

OBJ: 1  TOP:  Theories of emotion  MSC:  Conceptual

41. ANS: C  PTS: 1  DIF: Easy
REF: Page 369 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health

OBJ: 2  TOP:  Emotions and the autonomic nervous system  MSC:  Factual | Definitional
42. ANS: A  PTS: 1  DIF: Easy
REF: Page 369 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health

OBJ: 2  TOP:  Emotions and the autonomic nervous system  MSC:  Factual | Definitional
43. ANS: E  PTS: 1  DIF: Medium
REF: Page 369 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health

OBJ: 2  TOP:  Emotions and the autonomic nervous system  MSC:  Conceptual | Application
44. ANS: A  PTS: 1  DIF: Medium
REF: Page 369 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health

OBJ: 2  TOP:  Emotions and the autonomic nervous system
45. ANS: C  PTS: 1  DIF: Medium  
REF: Page 370 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health  
OBJ: 3  TOP: Physiological similarities among specific emotions  
MSC: Factual | Definitional

46. ANS: C  PTS: 1  DIF: Medium  
REF: Page 370 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health  
OBJ: 3  TOP: Physiological differences among specific emotions  
MSC: Factual | Definitional

47. ANS: B  PTS: 1  DIF: Difficult  
REF: Page 370 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health  
OBJ: 3  TOP: Physiological differences among specific emotions  
MSC: Conceptual

48. ANS: A  PTS: 1  DIF: Medium  
REF: Page 371 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health  
OBJ: 3  TOP: Physiological differences among specific emotions  
MSC: Factual | Definitional

49. ANS: B  PTS: 1  DIF: Medium  
REF: Page 371 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health  
OBJ: 3  TOP: Physiological differences among specific emotions  
MSC: Factual | Definitional

50. ANS: C  PTS: 1  DIF: Easy  
REF: Page 371 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health  
OBJ: 3  TOP: Physiological differences among specific emotions  
MSC: Factual | Definitional

51. ANS: B  PTS: 1  DIF: Medium  
REF: Page 372 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health  
OBJ: 3  TOP: Thinking critically about lie detection (Box)  
MSC: Factual | Definitional

52. ANS: B  PTS: 1  DIF: Medium  
REF: Page 372 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health  
OBJ: 3  TOP: Thinking critically about lie detection (Box)  
MSC: Factual | Definitional

53. ANS: A  PTS: 1  DIF: Medium  
REF: Page 374 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health  
OBJ: 4  TOP: Cognition can define emotion  
MSC: Conceptual | Application

54. ANS: D  PTS: 1  DIF: Medium  
REF: Page 374 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health  
OBJ: 4  TOP: Cognition can define emotion  
MSC: Conceptual | Application

55. ANS: D  PTS: 1  DIF: Medium  
REF: Page 374 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health  
OBJ: 4  TOP: Cognition does not always precede emotion  
MSC: Factual | Definitional

56. ANS: D  PTS: 1  DIF: Medium  
REF: Page 375 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health  
OBJ: 4  TOP: Cognition does not always precede emotion (FigureB 8.6)  
MSC: Factual | Definitional

57. ANS: B  PTS: 1  DIF: Medium  
REF: Page 375 | Section- Motivation and Emotion: 8B—Emotions-Stress-and Health  
OBJ: 4  TOP: Cognition does not always precede emotion (text and FigureB 8.7)
Motivation and Emotion: 8B

80. ANS: D PTS: 1 DIF: Medium
REF: Page 397 | Section: Motivation and Emotion: 8B—Emotions-Stress-and Health
OBJ: 12 TOP: The stress response system MSC: Factual | Definitional
81. ANS: C PTS: 1 DIF: Medium
REF: Page 398 | Section: Motivation and Emotion: 8B—Emotions-Stress-and Health
OBJ: 12 TOP: The stress response system MSC: Factual | Definitional
82. ANS: D PTS: 1 DIF: Difficult
REF: Page 398 | Section: Motivation and Emotion: 8B—Emotions-Stress-and Health
OBJ: 12 TOP: The stress response system MSC: Factual | Definitional
83. ANS: B PTS: 1 DIF: Easy
REF: Page 399 | Section: Motivation and Emotion: 8B—Emotions-Stress-and Health
OBJ: 12 TOP: The stress response system MSC: Factual | Definitional
84. ANS: A PTS: 1 DIF: Medium
REF: Page 399 | Section: Motivation and Emotion: 8B—Emotions-Stress-and Health
OBJ: 12 TOP: The stress response system MSC: Factual | Definitional
85. ANS: B PTS: 1 DIF: Difficult
REF: Page 399 | Section: Motivation and Emotion: 8B—Emotions-Stress-and Health
OBJ: 12 TOP: The stress response system MSC: Factual | Definitional
86. ANS: C PTS: 1 DIF: Easy
REF: Page 401 | Section: Motivation and Emotion: 8B—Emotions-Stress-and Health
OBJ: 13 TOP: Stressful life events MSC: Conceptual
87. ANS: C PTS: 1 DIF: Medium
REF: Page 401 | Section: Motivation and Emotion: 8B—Emotions-Stress-and Health
OBJ: 13 TOP: Stressful life events MSC: Conceptual | Application
88. ANS: B PTS: 1 DIF: Easy