

1. When we look closely at the reactions of people to the same situation, we see
 - a. evidence that most people behave in typical ways.
 - b. that people are more alike than they are different.
 - c. each individual's personality is overwhelmed by the demands of the situation.
 - d. that characteristic differences between people begin to emerge.

ANSWER: d

POINTS: 1

REFERENCES: The Person and the Situation

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Understand

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2. The more closely we look at the characteristic ways people deal with emotional situations, the more we
 - a. begin to see how people are much the same.
 - b. see that people are not alike.
 - c. how each individual's responses are overwhelmed by the demands of the situation.
 - d. understand where the personality comes from.

ANSWER: b

POINTS: 1

REFERENCES: The Person and the Situation

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Think Critically

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3. Which of the following statements is an axiom that best reflects the personality psychologist's point of view?
- "People are the same the world over."
 - "Most people are other people. Their thoughts are someone else's opinions, their passions a quotation."
 - "There are few differences between people, but what differences there are, really matter."
 - "Life is like a box of chocolates: you never know what you'll get."

ANSWER: c

POINTS: 1

REFERENCES: The Person and the Situation

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Apply

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4. Which of the following statements best describes the study of personality?
- Personality psychologists are interested in how people react to different situations.
 - Personality psychologists now recognize that early explanations of personality, such as Freud's psychoanalytic theory, are incorrect.
 - Personality psychologists are interested in consistent behavior patterns and intrapersonal processes originating within the individual.
 - Personality psychologists are interested in the consistent behavior patterns caused either by something about the person or by placing the person in the same situation.

ANSWER: c

POINTS: 1

REFERENCES: Defining Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Understand

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5. Which of the following questions would a personality psychologist be most likely to ask?
- How do people change between childhood and adolescence?
 - Why are some people introverted, whereas others are outgoing?
 - Is excessive anxiety better treated with therapy or medication?
 - Is a person charged with murder capable of contributing to her own legal defense?

ANSWER: b

POINTS: 1

REFERENCES: Defining Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Apply

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6. When personality researchers use the term *individual differences* they are referring to
- the different behavior patterns individuals display across time.
 - the interpersonal processes that originate within the individual.
 - the consistent behavior patterns that individuals display across situations.
 - fluctuations in behavior patterns for individual situations.

ANSWER: c

POINTS: 1

REFERENCES: Defining Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Understand

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7. Consistent behavior patterns that people display in many different situations are
- very difficult to identify.
 - often called individual differences by personality psychologists.
 - predictive of personality traits.
 - likely to be found in depressed personalities.

ANSWER: b
POINTS: 1
REFERENCES: Defining Personality
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
KEYWORDS: Understand
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8. The emotional, motivational, and cognitive processes that go on inside of a person are called _____ processes.
- assessment
 - interpersonal
 - nomothetic
 - intrapersonal

ANSWER: d
POINTS: 1
REFERENCES: Defining Personality
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
KEYWORDS: Understand
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9. Which statement would be endorsed by a person who studies personality?
- a. The way we behave is determined entirely by what is going on around us.
 - b. Most of the time we are actually not in control of our own actions.
 - c. Behaviors originate within a person but can be influenced by outside factors.
 - d. We are at the whim of our genetics, and must act as our inheritance determines.

ANSWER: c

POINTS: 1

REFERENCES: Defining Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Apply

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10. Although Sally is well behaved and polite at home, she can be really mean to the other children at school. Psychologists who adhere to the trait approach to personality would say Sally's behavior
- a. can be identified along a continuum of personality characteristics.
 - b. is the result of unconscious mental activity.
 - c. results from conditioning and expectations.
 - d. is a reaction to changing feelings of self-acceptance.

ANSWER: a

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Apply

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11. A psychologist explains a woman's fear of snakes in terms of her unconscious fear of her father. This psychologist is using which approach to personality?
- Psychoanalytic
 - Trait
 - Humanistic
 - Behavioral/social learning

ANSWER: a

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Apply

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12. Sarah's mother receives a call from her daughter's teacher telling her that Sarah has been misbehaving during class time. According to the psychoanalytic approach, her daughter's misbehavior
- results from a poorly formed self-concept.
 - is a reaction to her parent's expectations.
 - is the result of unconscious mental activity.
 - results from conditioning processes.

ANSWER: c

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Apply

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13. The approach to personality that explains aggressive behavior as unconscious impulses turned outward on other people is the
- psychoanalytic approach.
 - trait approach.
 - behavioral/social learning approach.
 - cognitive approach.

ANSWER: a

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

TOPICS: Two Examples: Aggression and Depression

KEYWORDS: Think Critically

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14. Which of the following statements best describes the relationship among the six approaches to understanding personality?
- Only one of the approaches is probably correct.
 - The six approaches complement one another and differ primarily in their focus.
 - Although the six approaches occasionally vary only in emphasis, two or more approaches often provide incompatible explanations.
 - Because each of the approaches is comprehensive, personality psychologists need to align themselves with only one approach.

ANSWER: c

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Think Critically

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15. A personality psychologist who focuses on the stable patterns of aggressive behavior in schoolchildren that may be related to inherited predispositions and physiological processes follows the _____ approach.
- a. psychoanalytic
 - b. biological
 - c. humanistic
 - d. behavioral/social learning

ANSWER: b

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Apply

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16. A psychologist attributes a boy's poor social skills to his lack of contact with children who model appropriate behavior. The psychologist is using which approach to personality?
- a. Humanistic
 - b. Cognitive
 - c. Behavioral/social learning
 - d. Psychoanalytic

ANSWER: c

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Apply

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17. Greg believes that aggressive behavior in his coworkers is an expression of frustration that results from unsatisfied basic needs. He believes in the _____ approach to the study of personality.
- a. cognitive
 - b. biological
 - c. behavioral/social learning
 - d. humanistic

ANSWER: d

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

TOPICS: Two Examples: Aggression and Depression

KEYWORDS: Apply

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18. The _____ approach to personality emphasizes the role of an individual's personal responsibility and feelings of self-acceptance.
- a. psychoanalytic
 - b. trait
 - c. humanistic
 - d. behavioral/social learning

ANSWER: c

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Understand

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19. The _____ approach to personality focuses on the importance of conditioning and expectations.
- a. psychoanalytic
 - b. behavioral/social learning
 - c. biological
 - d. cognitive

ANSWER: b

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Understand

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20. Which of the following is *not* an explanation that personality researchers from the biological approach give for aggressive behavior?
- a. A genetic tendency to be aggressive.
 - b. The way specific hormones in the endocrine system are released in response to perceived threats.
 - c. The way certain neurotransmitters function in the brain.
 - d. Unconscious conflicts from an abusive childhood are expressed during adolescence and adulthood.

ANSWER: d

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

TOPICS: Two Examples: Aggression and Depression

KEYWORDS: Think Critically

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21. A psychologist develops a test to measure individual differences in social anxiety. She obtains social anxiety scores from a large group of participants, and then tries to predict how those scoring high on the test will act in a social situation as compared to those scoring low. This psychologist would probably be identified with which approach to personality?
- Psychoanalytic
 - Trait
 - Humanistic
 - Behavioral/social learning

ANSWER: b

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Apply

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22. According to the psychoanalytic approach, a diagnosis of depression is most likely
- a result of feelings of hostility turned inward.
 - predictable from earlier episodes of sadness and loneliness.
 - due to a malfunction of receptors in the brain.
 - due to low self-esteem.

ANSWER: a

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

TOPICS: Two Examples: Aggression and Depression

KEYWORDS: Understand

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23. To explain depression, trait theorists would most likely focus on
- identifying people with a stable tendency toward depressive symptoms.
 - the genetic susceptibility individuals have toward depression.
 - the unconscious feelings of anger within people.
 - how people interpret a world that seems uncontrollable.

ANSWER: a

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

TOPICS: Two Examples: Aggression and Depression

KEYWORDS: Understand

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24. Which approach to personality is most likely to argue that genetics play an important role in determining personality and behavior?
- Psychoanalytic
 - Biological
 - Humanistic
 - Behavioral/social learning

ANSWER: b

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Understand

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25. Depression can be best explained by how situations are interpreted and processed through the most highly accessible thoughts according to the _____ approach.
- a. psychoanalytic
 - b. behavioral/social learning
 - c. trait
 - d. cognitive

ANSWER: d

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

TOPICS: Two Examples: Aggression and Depression

KEYWORDS: Understand

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26. For people who are depressed, a psychologist following the behavioral/social learning approach to personality would probably examine
- a. what depressed people say about themselves.
 - b. events in the environment surrounding the depressed person.
 - c. the genetic susceptibility to depression.
 - d. the best predictors of emotional level.

ANSWER: b

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

TOPICS: Two Examples: Aggression and Depression

KEYWORDS: Apply

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27. In contrast to the other approaches, the behavioral/social learning approach and the psychoanalytic approach to personality are similar because they both
- maintain that we are often not aware of the causes of our behavior.
 - emphasize the importance of environmental determinants of behavior.
 - emphasize genetic determinants of behavior.
 - maintain that behavior is often the result of free choices (free will).

ANSWER: a

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Think Critically

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28. Which of the following statements is true about the different approaches to personality?
- One must adhere to the same approach when giving explanations for different phenomena.
 - The strength of some approaches in explaining behavior patterns makes up for the weaknesses of other approaches.
 - The best way to show contradictions is to explain phenomena using different approaches.
 - One need not align oneself with only one approach when explaining different phenomena.

ANSWER: d

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Think Critically

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29. A psychologist argues that people are often not aware of why they act the way they do. Further, although he acknowledges that genetics may play a role in determining personality, our behavior is determined by the environment more than we recognize. This psychologist probably aligns himself with which approach to personality?
- a. Psychoanalytic
 - b. Trait
 - c. Humanistic
 - d. Behavioral/social learning

ANSWER: d

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Apply

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30. Of the following approaches, which ignores inherited influences the most?
- a. Cognitive
 - b. Biological
 - c. Trait
 - d. Psychoanalytic

ANSWER: a

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Think Critically

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31. Of the following approaches, which places the least emphasis on conscious determinants of behavior?
- a. Cognitive
 - b. Biological
 - c. Trait
 - d. Psychoanalytic

ANSWER: d

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Think Critically

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32. Behavioral psychologists try to apply personality research to practical concerns by
- a. controlling the way people process information.
 - b. identifying characteristics of individuals in the workplace.
 - c. creating environments to increase the frequency of desired behaviors.
 - d. facilitating people in the development of their self-concept.

ANSWER: c

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Understand

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33. Which of the following is correct about the relation between personality and culture?
- a. Because personality is concerned with the person, personality psychologists are not interested in cultural differences.
 - b. Most studies to date find few if any significant cross-cultural differences in personality phenomena.
 - c. People and their personalities exist within a cultural context.
 - d. Individual differences in personality can be found only in individualistic cultures.

ANSWER: c

POINTS: 1

REFERENCES: Personality and Culture

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Understand

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34. Which of these is *not* a characteristic of an individual in a collectivist culture?
- a. Cooperation
 - b. Belonging to a larger group
 - c. Success identified with personal achievement
 - d. Success identified with group doing well

ANSWER: c

POINTS: 1

REFERENCES: Personality and Culture

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Understand

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35. A person from an individualistic culture might write a book with the title
- My family, your family: We're all one.*
 - Getting the admiration you want and deserve.*
 - How to work effectively as part of a team.*
 - A little cooperation goes a long way.*

ANSWER: a
POINTS: 1
REFERENCES: Personality and Culture
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
KEYWORDS: Apply
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36. Of these choices, which is most likely to be an individualistic society?
- Ghana
 - Indonesia
 - Brazil
 - Germany

ANSWER: d
POINTS: 1
REFERENCES: Personality and Culture
QUESTION TYPE: Multiple Choice
HAS VARIABLES: False
KEYWORDS: Understand
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37. Most of the research on personality reported in the textbook is based on studies with people
- from individualistic cultures.
 - from collectivist cultures.
 - with a strong sense of self.
 - who prefer cooperation to competition.

ANSWER: a

POINTS: 1

REFERENCES: Personality and Culture

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Understand

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38. Suppose you meet a new person on campus from a culture different from your own. You soon discover that your new friend has difficulty understanding what you mean by “self-esteem.” You conclude that your friend probably comes from
- an individualistic culture.
 - a collectivist culture.
 - a nonindustrial culture.
 - a large family.

ANSWER: b

POINTS: 1

REFERENCES: Personality and Culture

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Apply

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39. By _____ we mean the ways psychologists measure the personality constructs that are of interest to them.
- “articulation”
 - “application”
 - “assessment”
 - “actualization”

ANSWER: c

POINTS: 1

REFERENCES: The Study of Personality: Theory, Application, Assessment, and Research

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Understand

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40. The four components necessary for a complete understanding of personality include each of the following *except*
- application.
 - assessment.
 - philosophy.
 - research.

ANSWER: c

POINTS: 1

REFERENCES: The Study of Personality: Theory, Application, Assessment, and Research

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Understand

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41. Your text describes four components that are necessary for a complete understanding of personality. Which one refers to a comprehensive model of how human personality is structured and how it operates?
- a. application
 - b. assessment
 - c. theory
 - d. research

ANSWER: c

POINTS: 1

REFERENCES: The Study of Personality: Theory, Application, Assessment, and Research

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Understand

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42. Which of the four components necessary for the study of personality is characterized by inventories that measure certain constructs?
- a. Research
 - b. Theory
 - c. Assessment
 - d. Application

ANSWER: c

POINTS: 1

REFERENCES: The Study of Personality: Theory, Application, Assessment, and Research

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Understand

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43. The component necessary for the study of personality known as *assessment* is characterized by which of the following?
- Application of theory in the workplace
 - Genetic versus environmental influences
 - Testing principles and assumptions of theory
 - Inventories that examine personality constructs

ANSWER: d

POINTS: 1

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Understand

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44. According to the textbook, a primary example of applying personality to one's personal life would be
- sports psychology.
 - self-help books.
 - personality testing.
 - psychotherapy.

ANSWER: d

POINTS: 1

REFERENCES: The Study of Personality: Theory, Application, Assessment, and Research

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Understanding

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45. Asking people to take an inventory where they respond to ambiguous stimuli by talking about what they see in the images is an example of personality
- a. theory.
 - b. assessment.
 - c. application.
 - d. research.

ANSWER: b

POINTS: 1

REFERENCES: The Study of Personality: Theory, Application, Assessment, and Research

QUESTION TYPE: Multiple Choice

HAS VARIABLES: False

KEYWORDS: Apply

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46. The author of the textbook defines personality as consistent behavior patterns and intrapersonal processes originating within the individual.
- a. True
 - b. False

ANSWER: True

POINTS: 1

REFERENCES: Defining Personality

QUESTION TYPE: True / False

HAS VARIABLES: False

KEYWORDS: Understand

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47. The biological approach argues that people's unconscious minds are largely responsible for personality differences.
- a. True
 - b. False

ANSWER: False

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: True / False

HAS VARIABLES: False

KEYWORDS: Understand

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48. The trait approach identifies where a person might lie along a continuum of personality characteristics.

- a. True
- b. False

ANSWER: True

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: True / False

HAS VARIABLES: False

KEYWORDS: Understand

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49. Psychologists who take the cognitive approach to personality would suggest that aggressive behavior is learned because it has been rewarded.

- a. True
- b. False

ANSWER: False

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: True / False

HAS VARIABLES: False

KEYWORDS: Understand

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50. Cognitive personality psychologists suggest people become depressed because of the way they interpret their inability to control events.

- a. True
- b. False

ANSWER: True

POINTS: 1

REFERENCES: Six Approaches to Personality

QUESTION TYPE: True / False

HAS VARIABLES: False

TOPICS: Two Examples: Aggression and Depression

KEYWORDS: Understand

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51. To achieve a full understanding, personality researchers must examine psychological topics from more than one approach.
- True
 - False

ANSWER: True
POINTS: 1
REFERENCES: Six Approaches to Personality
QUESTION TYPE: True / False
HAS VARIABLES: False
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52. State whether our behavior is shaped by the situation or by the kind of person we are and give three reasons for your answer. Distinguish between reactions that are the result of situational factors and those that result from intrapersonal processes.

ANSWER: Answers will vary
POINTS: 1
REFERENCES: The Person and the Situation
QUESTION TYPE: Essay
HAS VARIABLES: False
KEYWORDS: Think Critically
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53. Annabelle is usually a very reserved person who tries to be polite and friendly to others. She is known as being “sweet but quiet.” One day at a supermarket, she overhears two men making racially bigoted comments about another patron, and she explodes. She screams at the men, tells them how hateful they are, and creates a scene until the store manager has to intervene. How would you analyze this situation while considering the “person” and the “situation?”

ANSWER: Answers will vary
POINTS: 1
REFERENCES: The Person and the Situation
QUESTION TYPE: Essay
HAS VARIABLES: False
KEYWORDS: Apply
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54. List by name the six general approaches to personality. Using an example of someone you know who is aggressive, discuss how each of the six explain that person's behavior.

ANSWER: Answers will vary
POINTS: 1
REFERENCES: Six Approaches to Personality
QUESTION TYPE: Essay
HAS VARIABLES: False
TOPICS: Two Examples: Aggression and Depression
KEYWORDS: Apply
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55. State which of the six general approaches to personality emphasizes extreme positions with regard to conscious versus unconscious determinants of behavior. Which approach(es) fall(s) between these extremes? Where does the humanistic approach fall in the debate between the two previous positions?

ANSWER: Answers will vary
POINTS: 1
REFERENCES: Six Approaches to Personality
QUESTION TYPE: Essay
HAS VARIABLES: False
KEYWORDS: Think Critically
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56. Compare and contrast the values of an individualistic and a collectivist culture. In which culture were you raised? How do you know?

ANSWER: Answers will vary
POINTS: 1
REFERENCES: Personality and Culture
QUESTION TYPE: Essay
HAS VARIABLES: False
KEYWORDS: Apply
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57. What are the four essential components for the study of personality? Choose one of the six general approaches to personality and use it as an example to illustrate the differences in these components.

ANSWER: Answers will vary

POINTS: 1

REFERENCES: The Study of Personality: Theory, Application, Assessment, and Research

QUESTION TYPE: Essay

HAS VARIABLES: False

KEYWORDS: Apply

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