

Unit 10 Personality
Multiple Choice Practice Questions
Trait, Humanistic, and Social-Cognitive Perspectives
/40

1. According to Freud, children develop unconscious sexual desires for the parent of the opposite sex during the _____ stage.
 - A) oral
 - B) genital
 - C) phallic
 - D) anal
 - E) latency

2. According to Freud, defense mechanisms are used by the
 - A) id to defend against the accusations and guilt feelings produced by the superego.
 - B) ego to prevent threatening impulses from being consciously recognized.
 - C) superego to prevent expression of sexual and aggressive drives.
 - D) id, ego, and superego in a repetitive sequence of internal conflicts.
 - E) unconscious to avoid the self-serving bias.

3. The defense mechanism by which people disguise threatening impulses by attributing them to others is called
 - A) projection.
 - B) displacement.
 - C) fixation.
 - D) reaction formation.
 - E) rationalization.

4. Carl Jung emphasized the importance of _____ in personality functioning.
 - A) social interest
 - B) inferiority feelings
 - C) psychosexual stages
 - D) the collective unconscious
 - E) unconditional positive regard

5. Karen Horney, a prominent neo-Freudian, disputed Freud's assumption that women
- A) have weak superegos.
 - B) suffer an Electra complex.
 - C) often experience learned helplessness.
 - D) have stronger sexual instincts than men.
 - E) never experience a phallic stage of development.
6. The Thematic Apperception Test requires people to respond to
- A) incomplete sentences.
 - B) ambiguous pictures.
 - C) unfamiliar melodies.
 - D) meaningless inkblots.
 - E) focus questions.
7. Twelve-year-old Cawley demonstrates a strongly masculine sense of self-identity even though he was raised without a father or father substitute. This fact represents the most serious threat to _____ theory of personality.
- A) Abraham Maslow's
 - B) Sigmund Freud's
 - C) Albert Bandura's
 - D) Carl Rogers'
 - E) Gordon Allport's
8. According to terror-management theory, anxiety about our own mortality motivates our pursuit of
- A) self-esteem.
 - B) parallel processing.
 - C) reciprocal determinism.
 - D) the collective unconscious.
 - E) an external locus of control.
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9. According to Maslow, the top-level needs that arise after all other needs have been met include the needs for self-actualization and
- A) self-esteem.
 - B) self-transcendence.
 - C) self-awareness.
 - D) social acceptance.
 - E) self-concept.

10. Maslow studied the lives of exceptional, healthy, and creative people such as Abraham Lincoln, Thomas Jefferson, and Eleanor Roosevelt. For this reason, his theories could be criticized for
- A) lacking validity.
 - B) decreased reliability.
 - C) reduced generalizability.
 - D) employing after-the-fact explanations.
 - E) encouraging individualism.
11. Carl Rogers suggested that when the ideal and real self are nearly alike, then
- A) unconscious feelings of inferiority diminish.
 - B) the use of defense mechanisms is unnecessary.
 - C) the self-concept is positive.
 - D) the individual perceives an internal locus of control.
 - E) the person has high emotional stability.
12. According to Carl Rogers, people nurture our growth by being genuine, accepting, and
- A) conscientious.
 - B) consistent.
 - C) extraverted.
 - D) empathic.
 - E) sublimated.
13. Trait theorists are more concerned with _____ personality than with _____ it.
- A) predicting; assessing
 - B) describing; explaining
 - C) changing; analyzing
 - D) interpreting; observing
 - E) enhancing; measuring
14. Humanistic theorists have been criticized for
- A) overestimating the impact of childhood experiences on adult personality.
 - B) underestimating the inconsistency of behavior from one situation to another.
 - C) overestimating the degree of similarity among people.
 - D) underestimating the inherent human capacity for destructive and evil behaviors.
 - E) overestimating the value of empirical tests.

15. Characteristic patterns of behavior and conscious motives are called
- A) manifest content.
 - B) fixations.
 - C) projections.
 - D) traits.
 - E) self-actualizations.
16. The Myers-Briggs Type Indicator labels a person who is sympathetic, appreciative, and tactful as a(n) _____ type.
- A) thinking
 - B) judging
 - C) feeling
 - D) intuitive
 - E) projective
17. Trait theorists would be most likely to highlight the impact of our biologically inherited _____ on personality.
- A) erogenous zones
 - B) locus of control
 - C) attributional style
 - D) temperament
 - E) self-concept
18. The MMPI is an example of a(n)
- A) projective test.
 - B) personality inventory.
 - C) inkblot test.
 - D) self-esteem test.
 - E) humanistic test.
19. The Minnesota Multiphasic Personality Inventory (MMPI) is considered a(n)
- A) projective test.
 - B) self-report questionnaire.
 - C) objective test.
 - D) case study.
 - E) naturalistic observation.

20. The *Big Five* is the term currently used to refer to basic
- A) psychosexual stages.
 - B) defense mechanisms.
 - C) trait dimensions.
 - D) sensory modalities.
 - E) reaction formations.
21. Being sociable and fun-loving is most closely related to the Big Five trait dimension of
- A) openness.
 - B) conscientiousness.
 - C) extraversion.
 - D) emotional stability.
 - E) sublimation.
22. A highly anxious and insecure personality illustrates the Big Five trait dimension of
- A) agreeableness.
 - B) openness.
 - C) extraversion.
 - D) neuroticism.
 - E) displacement.
23. The person-situation controversy involves a debate regarding the influence of _____ and _____ on behavior.
- A) self-concept; self-esteem
 - B) optimism; pessimism
 - C) environments; traits
 - D) the real self; the ideal self
 - E) the id; the superego
24. Walter Mischel's studies of college students' conscientiousness revealed only a modest relationship between a student being conscientious on one occasion and being similarly conscientious on another occasion. According to Mischel, this should make psychologists more cautious about emphasizing the consistency of
- A) repression.
 - B) self-efficacy.
 - C) personality traits.
 - D) reciprocal determinism.
 - E) unconditional positive regard.

25. Trait theorists have been criticized for
- A) underestimating the potential influence of biological factors on personality development.
 - B) underestimating the extent to which people differ from one another.
 - C) overestimating the consistency of behavior from one situation to another.
 - D) overestimating the importance of reciprocal determinism on adult personality traits.
 - E) underestimating the impact of psychosexual stages on personality development.
26. The social-cognitive perspective emphasizes the interactive influences of our traits and our
- A) temperaments.
 - B) situations.
 - C) fixations.
 - D) self-concepts.
 - E) genes.
27. According to Bandura, reciprocal determinism involves multidirectional influences among
- A) mind, body, and behavior.
 - B) thoughts, emotions, and actions.
 - C) behaviors, internal personal factors, and environmental events.
 - D) id, ego, and superego.
 - E) learned helplessness, locus of control, and optimism.
28. Within the framework of Bandura's reciprocal determinism, an external locus of control refers to a(n)
- A) behavior.
 - B) genetic predisposition.
 - C) environmental factor.
 - D) cognitive factor.
 - E) defense mechanism.
29. Learned helplessness is MOST likely to be associated with
- A) self-serving bias.
 - B) an external locus of control.
 - C) the false consensus effect.
 - D) unconditional positive regard.
 - E) the spotlight effect.

30. Martin Seligman advocates a positive psychology, which focuses on topics such as
- A) positive emotions, positive character traits, and enabling institutions.
 - B) optimism, projection, and fixation.
 - C) the Barnum effect, the pessimism effect, and the collective unconscious.
 - D) external locus of control, internal locus of control, and self-transcendence.
 - E) free association, psychoanalysis, and the unconscious.
31. The social-cognitive perspective suggests that the best way to predict a political candidate's performance effectiveness after election is to assess that individual's
- A) current feelings of personal control.
 - B) specific political goals for the future.
 - C) general feelings of optimism about the future.
 - D) past performance in situations involving similar responsibilities.
 - E) personality traits as revealed by the MMPI.
32. The social-cognitive perspective is LEAST likely to be criticized for neglecting the importance of
- A) environmental influences.
 - B) unconscious motives.
 - C) personality traits.
 - D) genetic influences.
 - E) the collective unconscious.
33. Erik Erikson's theory predicted that adolescents are focused on forming a stable identity. This focus may explain why adolescents are especially prone to
- A) the spotlight effect.
 - B) projection.
 - C) free association.
 - D) reciprocal determinism.
 - E) external locus of control.
34. Self-esteem refers to
- A) the sum total of all our thoughts about ourselves.
 - B) our concept of what we would like to be.
 - C) our feelings of high or low self-worth.
 - D) our sense of control over our surroundings.
 - E) the internal and idealized sense of self.

35. The tendency to accept more personal responsibility for one's successes than for one's failures best illustrates
- A) reaction formation.
 - B) an external locus of control.
 - C) self-serving bias.
 - D) the self-reference phenomenon.
 - E) the spotlight effect.
36. Collectivism is most likely to be emphasized in
- A) the United States.
 - B) China.
 - C) Europe.
 - D) Australia.
 - E) Canada.
37. Social roles are especially likely to be central to people's self-identity in _____ cultures.
- A) individualist
 - B) ethnically diverse
 - C) collectivist
 - D) racially diverse
 - E) democratic
38. Religious and ethnic diversity are most likely to be appreciated in a culture characterized by
- A) heritability.
 - B) individualism.
 - C) rationalization.
 - D) collectivism.
 - E) self-actualization.
39. A researcher using the MMPI in a research study is most likely basing her or his hypothesis on which perspective on personality?
- A) trait
 - B) humanistic
 - C) psychoanalytic
 - D) biological
 - E) behavioral

40. Sasha believes that the questions on her biology tests are so unrelated to course work that studying is useless. Sasha's belief most clearly illustrates
- A) reciprocal determinism.
 - B) the false consensus effect.
 - C) an external locus of control.
 - D) the spotlight effect.
 - E) the Barnum effect.

Answer Key

1. C
2. B
3. A
4. D
5. A
6. B
7. B
8. A
9. B
10. C
11. C
12. D
13. B
14. D
15. D
16. C
17. D
18. B
19. C
20. C
21. C
22. D
23. C
24. C
25. C
26. B
27. C
28. D
29. B
30. A
31. D
32. A
33. A
34. C
35. C
36. B
37. C
38. B
39. A
40. C