7B- Thinking & Language
Practice Set of Questions #2
/40 Questions

1. Professor Pegler's research efforts focus on how the use of heuristics influences the way people assess financial risks. Which specialty area does his research best represent?
   A) developmental psychology
   B) biological psychology
   C) clinical psychology
   D) cognitive psychology
   E) personality psychology

2. When we use the word "automobile" to refer to a category of transport vehicles, we are using this word as a(n)
   A) mental set.
   B) heuristic.
   C) concept.
   D) algorithm.
   E) phoneme.

3. A best example of a category of objects, events, or people is called a(n)
   A) algorithm.
   B) concept.
   C) prototype.
   D) model.
   E) heuristic.

4. With which of the following statements will people typically agree most quickly?
   A) A penguin is a bird.
   B) A goose is a bird.
   C) A robin is a bird.
   D) An ostrich is a bird.
   E) A flamingo is a bird.

5. People are likely to take less time to recognize a woman as a nurse than a man as a nurse because a woman more closely resembles their nurse
   A) hierarchy.
   B) prototype.
   C) algorithm.
   D) fixation.
   E) heuristic.

6. A chess-playing computer program that routinely calculates all possible outcomes of all possible game moves best illustrates problem solving by means of
   A) the availability heuristic.
   B) belief perseverance.
   C) an algorithm.
   D) the representativeness heuristic.
   E) functional fixedness.

7. In trying to solve a potentially complicated problem quickly, we are most likely to rely on
   A) prototypes.
   B) heuristics.
   C) phonemes.
   D) algorithms.
   E) framing.

8. A sudden realization of the solution to a problem is called
   A) framing.
   B) insight.
   C) a heuristic.
   D) belief perseverance.
   E) an algorithm.

9. Ashelle's car would not start. To find the problem she decided to go alphabetically through the repair checklist of all possible reasons the car will not start. Ashelle's strategy best demonstrates
   A) insight.
   B) a heuristic.
   C) confirmation bias.
   D) an algorithm.
   E) functional fixedness.

10. Generating multiple possible answers to a problem illustrates
    A) the representativeness heuristic.
    B) the availability heuristic
    C) belief perseverance.
    D) divergent thinking.
    E) functional fixedness.

11. Scotty worked to find the solution to a long-division problem. In solving the problem, Scotty would engage in
    A) framing.
    B) divergent thinking.
    C) confirmation bias.
    D) convergent thinking.
    E) belief perseverance.

12. The confirmation bias refers to the tendency to
    A) search for information that supports our preconceptions.
    B) judge the likelihood of events on the basis of how easily we can remember examples of them.
    C) overestimate the accuracy of our beliefs and judgments.
    D) overestimate the degree to which other people share our beliefs.
    E) use heuristics instead of algorithms to solve problems.

13. University students were asked to figure out the rule used to devise the three-number sequence 2-4-6. After generating sets of three numbers to learn whether their sets met the rule, they typically convinced themselves of the wrong rule. Their errors best illustrated the impact of
    A) functional fixedness.
    B) the availability heuristic.
    C) the framing effect.
    D) confirmation bias.
    E) the representativeness heuristic.

14. Kevin so frequently uses threats to get his children to help with household chores that he fails to recognize that using rewards would be more effective in gaining their cooperation. Kevin's shortsightedness best illustrates
    A) the representativeness heuristic.
    B) critical periods.
    C) the availability heuristic.
    D) a fixation.
    E) confirmation bias.

15. Raul and Sophia were having a picnic when it started to rain. They did not think of using their big plastic tablecloth as a temporary rain shelter and so were drenched within minutes. Their oversight best illustrates
    A)   the availability heuristic.
    B)   confirmation bias.
    C)   belief perseverance.
    D)   functional fixedness.
    E)   overconfidence.

16. The representativeness heuristic refers to our tendency to
    A)   judge the likelihood of category membership by how closely an object or event resembles a particular prototype.
    B)   judge the likelihood of an event in terms of how readily instances of its occurrence are remembered.
    C)   search for information that is consistent with our preconceptions.
    D)   cling to our initial conceptions, even though they have been discredited.
    E)   underestimate the accuracy of our beliefs and judgments.

17. Our tendency to judge the likelihood of an event on the basis of how readily we can remember instances of its occurrence is called the
    A)   framing effect.
    B)   belief perseverance phenomenon.
    C)   confirmation bias.
    D)   representativeness heuristic.
    E)   availability heuristic.

18. A single, memorable case of welfare fraud has a greater impact on estimates of the frequency of welfare abuse than do statistics showing that this case is actually the exception to the rule. This illustrates that judgments are influenced by the
    A)   confirmation bias.
    B)   representativeness heuristic.
    C)   belief perseverance phenomenon.
    D)   framing effect.
    E)   availability heuristic.

19. Lyle was asked if more words start with the letter *r*, or have *r* as the third letter. Since he could think of more words that started with *r*, he concluded that must be the correct answer. Lyle's reasoning best illustrates
    A) the representativeness heuristic.
    B) confirmation bias.
    C) a mental set.
    D) the availability heuristic.
    E) a fixation.

20. In suggesting that our ancestral history has prepared us to fear snakes, psychologists are emphasizing that what we fear is influenced by
    A) genetic factors.
    B) belief perseverance.
    C) the availability heuristic.
    D) framing.
    E) environmental situations.

21. Stockbrokers who market their services with confidence that they can outperform the market average in picking stocks are especially likely to
    A) appear credible to their customers.
    B) find it difficult to decide which stocks to purchase.
    C) avoid the dangers of belief perseverance.
    D) use algorithms to generate stock choices.
    E) employ workers who use heuristics.

22. Research findings suggest that the best advice to give people who want to avoid belief perseverance is
    A) "Try to justify your positions."
    B) "Consider the opposite."
    C) "Don't draw hasty conclusions."
    D) "Be as objective as possible."
    E) "Never show your emotions."

23. If a stranger looks like someone who previously harmed or threatened us in some way, we may—without consciously recalling the earlier experience—react warily. This illustrates that our reactions to others may be influenced by
    A) critical periods.
    B) algorithms.
    C) intuition.
    D) functional fixedness.
    E) framing.

24. People told that a chemical in the air is projected to kill 10 out of every 10 million people feel more frightened than if told the fatality risk is .000001. This best illustrates the importance of
    A) belief perseverance.
    B) functional fixedness.
    C) the representativeness heuristic.
    D) confirmation bias.
    E) framing.

25. People are very likely to decide to be organ donors when the default option on their renewable drivers' license forms is yes but they can choose to drop out. They are much less likely to decide to be organ donors if the default option on their license forms is no but they can choose to opt in. This best illustrates the effects of
    A) framing.
    B) overconfidence.
    C) functional fixedness.
    D) the representativeness heuristic.
    E) algorithms.

26. When Fred pronounced the words "this" and "that," he noticed that they share a common
    A) prototype.
    B) phenotype.
    C) morpheme.
    D) algorithm.
    E) phoneme.

27. In the words "helped" and "called," the "ed" ending is a(n)
    A) prototype.
    B) morpheme.
    C) heuristic.
    D) algorithm.
    E) syntax.

28. To combine words into grammatically sensible sentences, we need to apply proper rules of
    A) semantics.
    B) syntax.
    C) nomenclature.
    D) phonics.
    E) phonemes.

29. Word meaning is to word order as _____ is to _____.
    A) concept; prototype
    B) phoneme; grammar
    C) morpheme; phoneme
    D) semantics; syntax
    E) nomenclature; semantics

30. The ability to comprehend the meaning of speech is called
    A) the representativeness heuristic.
    B) productive language.
    C) receptive language.
    D) intuition.
    E) framing.

31. Infants are first able to discriminate speech sounds during the _____ stage.
    A) one-word
    B) telegraphic
    C) babbling
    D) syntactic
    E) grammar

32. At 17 months of age, Julie says "wada" whenever she wants a drink of water. Julie is most likely in the _____ stage of language development.
    A) semantic
    B) babbling
    C) one-word
    D) telegraphic speech
    E) phonetic

33. Telegraphic speech is most closely associated with the _____ stage of language development.
    A) one-word
    B) babbling
    C) two-word
    D) semantic
    E) phonetic

34. Chomsky suggested that as a child first begins hearing language, appropriate settings or standards regarding the rules of that language are activated in the child's
A) representativeness heuristic.
B) language acquisition device.
C) category hierarchy.
D) algorithm.
E) linguistic prototype.

35. Which linguistic theorist was most impressed by the underlying similarities of all human language systems?
A) B. F. Skinner
B) Benjamin Lee Whorf
C) Noam Chomsky
D) Amos Tversky
E) Wolfgang Köhler

36. Those who learn sign language as teens never become as fluent as children exposed to sign language from birth. This best illustrates the importance of _____ for mastering language.
A) heuristics
B) telegraphic speech
C) a critical period
D) reinforcement
E) syntax

37. Six-month-old Ohmar recognizes the difference between squares and circles just as accurately as his 3-year-old brother, who can correctly name the different shapes. This fact would most directly challenge
A) Noam Chomsky's language acquisition theory.
B) Amos Tversky's decision theory.
C) Benjamin Whorf's linguistic determinism hypothesis.
D) B. F. Skinner's language acquisition theory.
E) John B. Watson's classical conditioning theory.

38. Which of the following was cited by Whorf as evidence in support of the linguistic determinism hypothesis?
    A) The generic pronoun "he" is just as likely to trigger images of women as of men.
    B) People with no words for colors can still perceive color differences.
    C) The Hopi cannot readily think about the past because their language has no past tense for verbs.
    D) Children born deaf learn to use signs and gestures to communicate within the Deaf community.
    E) Adjectives typically follow a noun but come before a verb in most languages.

39. Contemporary psychologists are most likely to criticize Whorf's linguistic determinism hypothesis for
    A) overestimating the impact of thinking on language.
    B) overestimating the extent to which thinking occurs without language.
    C) underestimating the impact of language on thinking.
    D) underestimating the extent to which thinking occurs without language.
    E) underestimating how much language use changes over our lifetime.

40. People's procedural memory of how to open the front door of their house is most likely to consist of
    A) an algorithm.
    B) a mental image.
    C) telegraphic speech.
    D) universal grammar.
    E) a heuristic.

Answer Key

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