

## Chapter 2

### THEORIES OF PERSONALITY

#### LEARNING OBJECTIVES and Item Numbers

LEARNING OBJECTIVES	Item Number
<b>What is Personality?</b> 1. Explain the concepts of personality and traits, and describe the five-factor model of personality.	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, TF1, SA1
<b>Psychodynamic Perspectives</b> 2. Outline Freud's theory of personality and psychosexual development.	11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, TF2, TF3, SA2, SA3
<b>Behavioral Perspectives</b> 3. Understand how classical conditioning, operant conditioning, and observational learning help shape personality.	35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, TF4, TF5, SA4, SA5
<b>Humanistic Perspectives</b> 4. Describe Rogers's views on self-concept development and Maslow's hierarchy of needs.	52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, TF6, TF7, SA6, SA7
<b>Biological Perspectives</b> 5. Discuss the genetic and evolutionary roots of personality.	68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, TF8, SA8
<b>Culture and Personality</b> 6. Explain how researchers have found both cross-cultural similarities and differences in personality.	82, 83, 84, 85, 86, 87, 88, 89, 90, TF9, SA9
<b>Application: Assessing Your Personality</b> 7. Describe the nature, value, and limitations of personality tests.	91, 92, 93, 94, 95, 96, 97, 98, 99, 100, TF10, SA10

Key: Multiple-Choice question numbers appear first, followed by True/False (TF) and Short Answer (SA).

## MULTIPLE CHOICE

1. What is the core concept of personality?
- a. Being true to oneself
  - b. Traits shared with others
  - c. Consistency across situations
  - d. Being able to adjust to different situations

ANS: c            REF: 21  
OBJ: 1            KEY: Factual            DIF: Easy

2. \_\_\_\_\_ refers to the combinations of consistent behavioral traits that are unique to each individual.
- a. Constellation
  - b. Personality
  - c. Dependability
  - d. Creativity

ANS: b            REF: 21  
OBJ: 1            KEY: Factual            DIF: Easy

3. Like consistency across situations, \_\_\_\_\_ is also a central feature of personality.
- a. Cognition
  - b. Personality
  - c. Consistency
  - d. Distinctiveness

ANS: d            REF: 21  
OBJ: 1            KEY: Conceptual            DIF: Easy

4. “Honest,” “dependable,” and “friendly” are all adjectives that can be used to represent
- a. personality theories.
  - b. personality traits.
  - c. personality tests.
  - d. social situations.

ANS: b            REF: 21  
OBJ: 1            KEY: Conceptual            DIF: Moderate

5. Freda’s friends say that she is anxious, self-conscious, insecure, and vulnerable. Which of the following “Big Five” traits would best describe her?
- a. Neuroticism
  - b. Extraversion
  - c. Agreeableness
  - d. Conscientiousness

ANS: a            REF: 22  
OBJ: 1            KEY: Conceptual            DIF: Moderate

6. Eric studies three hours per day, five days a week. He only misses school when he is sick and is almost never late for class. On which of the following “Big Five” traits would he likely receive a high score?
- Neuroticism
  - Extraversion
  - Openness to experience
  - Conscientiousness

ANS: d            REF: 22  
OBJ: 1            KEY: Conceptual            DIF: Moderate

7. Margaret is able to get along with most people. She is creative and likes variety. On which of the following “Big Five” traits would she likely receive a high score?
- Neuroticism
  - Extraversion
  - Openness to experience
  - Conscientiousness

ANS: c            REF: 22  
OBJ: 1            KEY: Conceptual            DIF: Moderate

8. Which of the following are “Big Five” traits?
- Neuroticism and obsessiveness
  - Openness to experience and intelligence
  - Neuroticism and agreeableness
  - Neuroticism, openness to experience, and fortitude

ANS: c            REF: 22  
OBJ: 1            KEY: Factual            DIF: Moderate

9. Achieving occupational goals is positively predicted by
- conscientiousness.
  - extraversion.
  - neuroticism.
  - agreeableness.

ANS: a            REF: 22  
OBJ: 1            KEY: Factual            DIF: Difficult

10. Which of the following statements is NOT true according to Big Five research?
- Neuroticism increases the probability of divorce.
  - Conscientiousness is correlated with more illness.
  - Agreeableness reduces the probability of divorce.
  - Neuroticism is a positive predictor of mental disorders.

ANS: b            REF: 22  
OBJ: 1            KEY: Factual            DIF: Moderate

11. All psychodynamic theories stem from the work of
- a. Jung.
  - b. Adler.
  - c. Freud.
  - d. Rogers.

ANS: c            REF: 23  
OBJ: 2            KEY: Factual            DIF: Easy

12. Jung and Adler were two significant followers of
- a. Rogers.
  - b. Freud.
  - c. Skinner.
  - d. All of these theorists.

ANS: b            REF: 23  
OBJ: 2            KEY: Factual            DIF: Easy

13. All of the following are true about Sigmund Freud EXCEPT:
- a. He began his medical practice in the late 1800s.
  - b. The process he developed was called psychoanalysis.
  - c. He was a neurologist.
  - d. His emphasis on unconscious forces and behavior was readily accepted.

ANS: d            REF: 23  
OBJ: 2            KEY: Conceptual            DIF: Difficult

14. The component of personality, according to Freud, that focuses on biological urges is the
- a. id.
  - b. ego.
  - c. superego.
  - d. superid.

ANS: a            REF: 23  
OBJ: 2            KEY: Factual            DIF: Easy

15. Social norms, rules, and customs are considerations of the
- a. id.
  - b. ego.
  - c. superego.
  - d. superid.

ANS: b            REF: 23  
OBJ: 2            KEY: Factual            DIF: Moderate

16. According to Freud, the \_\_\_\_\_ focuses on practical realities and the \_\_\_\_\_ focuses on moral standards.
- a. id; ego
  - b. superego; id
  - c. ego; superego
  - d. ego; libido

ANS: c            REF: 24  
OBJ: 2            KEY: Factual            DIF: Moderate

17. Which of the following is NOT one of Freud's levels of awareness?
- a. Conscious
  - b. Preconscious
  - c. Collective conscious
  - d. Unconscious

ANS: c            REF: 24  
OBJ: 2            KEY: Factual            DIF: Moderate

18. Dick was asked what he ate yesterday for breakfast. Recalling his meal is an example of Freud's awareness level of the
- a. preconscious.
  - b. conscious.
  - c. unconscious.
  - d. id.

ANS: a            REF: 24  
OBJ: 2            KEY: Conceptual            DIF: Moderate

19. According to Freud, thoughts and memories that are well below the level of conscious awareness are
- a. a great influence on one's behavior.
  - b. in the unconscious.
  - c. difficult to retrieve.
  - d. all of these.

ANS: d            REF: 24  
OBJ: 2            KEY: Factual            DIF: Moderate

20. The effort to decrease anxiety often involves Freud's concept of
- a. superego.
  - b. aggressive consequences.
  - c. defense mechanisms.
  - d. sexual arousal.

ANS: c            REF: 25  
OBJ: 2            KEY: Factual            DIF: Easy

21. You're feeling guilty after your third bowl of ice cream. You tell yourself it's alright because yesterday you skipped lunch. This is an example of
- conceptualization.
  - rationalization.
  - displacement.
  - identification.

ANS: b            REF: 25  
OBJ: 2            KEY: Conceptual            DIF: Easy

22. Jack keeps forgetting the name of his ex-wife's boyfriend. According to Freud, which defense mechanism is at work in this example?
- Projection
  - Reaction formation
  - Regression
  - Repression

ANS: d            REF: 25  
OBJ: 2            KEY: Conceptual            DIF: Moderate

23. Jane has been describing her cousin as needing a lot of attention. Jane's cousin says the same about Jane. This is an example of which defense mechanism?
- Regression
  - Displacement
  - Projection
  - Reaction formation

ANS: c            REF: 26  
OBJ: 2            KEY: Conceptual            DIF: Moderate

24. Marybeth has been tracking all the likes on her favorite singer's social media. She is sure that she has a great deal in common with her idol and that they are already friends. This illustrates which defense mechanism?
- Regression
  - Displacement
  - Projection
  - Identification

ANS: d            REF: 26  
OBJ: 2            KEY: Conceptual            DIF: Moderate

25. In psychoanalytic theory, failure to move forward from one developmental stage to another when expected is called
- extinction.
  - regression.
  - inertia.
  - fixation.

ANS: d            REF: 26  
OBJ: 2            KEY: Factual            DIF: Easy

26. According to Freud, Margie's newborn baby is in the \_\_\_\_\_ stage of psychosexual development.
- a. anal
  - b. latency
  - c. oral
  - d. phallic

ANS: c            REF: 26  
OBJ: 2            KEY: Factual            DIF: Easy

27. According to Freud, in order to achieve healthy development, a child in the phallic stage resolves the dilemma of the Oedipal complex by
- a. strict parents that dispel the myth.
  - b. getting older.
  - c. having sexual longings of the other-sex parent.
  - d. identifying with the same sex parent.

ANS: d            REF: 27  
OBJ: 2            KEY: Factual            DIF: Difficult

28. Which of the following does NOT fit Freud's concept of the genital stage?
- a. Sexual urges reappear.
  - b. The child reaches puberty.
  - c. Sexual energy is channeled toward peers rather than oneself.
  - d. It is the end of personality development.

ANS: d            REF: 27  
OBJ: 2            KEY: Factual            DIF: Difficult

29. \_\_\_\_\_ called his psychodynamic approach "analytical psychology."
- a. Freud
  - b. Jung
  - c. Rogers
  - d. Adler

ANS: b            REF: 27  
OBJ: 2            KEY: Factual            DIF: Easy

30. Carl Jung proposed that the unconscious consists of two layers, the \_\_\_\_\_ and the \_\_\_\_\_.
- a. preconscious; subconscious
  - b. personal unconscious; collective unconscious
  - c. personal unconscious; universal preconscious
  - d. individual archetype; collective archetype

ANS: b            REF: 27  
OBJ: 2            KEY: Factual            DIF: Moderate

31. Jung called ancestral memories that are emotionally charged images and thought forms with universal meaning
- a. archetypes.
  - b. memory traces.
  - c. religious icons.
  - d. complexes.

ANS: a            REF: 27  
OBJ: 2            KEY: Factual            DIF: Easy

32. \_\_\_\_\_ called his psychodynamic perspective individual psychology.
- a. Freud
  - b. Jung
  - c. Adler
  - d. Rogers

ANS: c            REF: 28  
OBJ: 2            KEY: Factual            DIF: Moderate

33. According to Adler, everyone has to compensate for feelings of
- a. neuroticism.
  - b. inferiority.
  - c. reaction formation.
  - d. self-deception.

ANS: b            REF: 28  
OBJ: 2            KEY: Factual            DIF: Easy

34. Which of the following is NOT a criticism of psychodynamic theories?
- a. Vague concepts
  - b. No empirical evidence
  - c. Male-centered view
  - d. Terms that are difficult to measure

ANS: b            REF: 28  
OBJ: 2            KEY: Conceptual            DIF: Difficult

35. Which of the following is true of behaviorism?
- a. It is based on the study of observable behavior.
  - b. It began in 1913 with an article by Watson.
  - c. It rejected the study of mental processes.
  - d. All of these are true.

ANS: d            REF: 28  
OBJ: 3            KEY: Factual            DIF: Moderate



36. Classical conditioning pairs a \_\_\_\_\_ stimulus with another stimulus.
- a. neutral
  - b. reinforcement
  - c. primary
  - d. UCS

ANS: a            REF: 29  
OBJ: 3            KEY: Factual            DIF: Easy

37. Which of the following is NOT true of classical conditioning?
- a. It was first described in the early 1900s by Ivan Pavlov.
  - b. It was based on a study about dogs' digestion.
  - c. It engages voluntary responses.
  - d. It demonstrates learned reflexes.

ANS: c            REF: 29-30  
OBJ: 3            KEY: Factual            DIF: Difficult

38. Behaviorists focus on personality
- a. structure.
  - b. traits.
  - c. development.
  - d. disorders.

ANS: c            REF: 29  
OBJ: 3            KEY: Factual            DIF: Difficult

39. Whenever Spot hears the dog food can opening, he pants and drools, seemingly eager for the food bowl to be filled. This is an example of the sound of the can opener as
- a. an unconditioned stimulus.
  - b. a conditioned stimulus.
  - c. an unconditioned response.
  - d. a reinforcement.

ANS: b            REF: 29  
OBJ: 3            KEY: Conceptual            DIF: Moderate

40. In classical conditioning, the neutral stimulus becomes the \_\_\_\_\_ after conditioning.
- a. CS
  - b. UCS
  - c. CR
  - d. UCR

ANS: a            REF: 30  
OBJ: 3            KEY: Factual            DIF: Easy

41. Little Elmo is making faces at his mother. Her smiles back to him are an example of
- positive reinforcement.
  - negative reinforcement.
  - punishment.
  - extinction.

ANS: a            REF: 32  
OBJ: 3            KEY: Conceptual            DIF: Moderate

42. Little Elmo is making faces at his mother. When Elmo sticks out his tongue, she frowns. Elmo stops sticking out his tongue. Her frowns are an example of
- negative reinforcement.
  - punishment.
  - positive reinforcement.
  - extinction.

ANS: b            REF: 32  
OBJ: 3            KEY: Conceptual            DIF: Moderate

43. The difference between negative reinforcement and punishment is
- negative reinforcement and punishment are identical.
  - negative reinforcement increases a response and punishment decreases it.
  - negative reinforcement must be paired with a positive reinforcement.
  - punishment is always paired with a positive reinforcement.

ANS: b            REF: 32  
OBJ: 3            KEY: Factual            DIF: Difficult

44. \_\_\_\_ occurs when something unpleasant arrives and \_\_\_\_ occurs when something unpleasant is removed.
- Negative reinforcement; punishment
  - Punishment; positive reinforcement
  - Negative reinforcement; positive reinforcement
  - Punishment; negative reinforcement

ANS: d            REF: 32  
OBJ: 3            KEY: Factual            DIF: Difficult

45. Beverly changed her hair color and some of her friends laughed at her. Their behavior is an example of
- punishment.
  - negative reinforcement.
  - positive reinforcement.
  - extinction.

ANS: a            REF: 33  
OBJ: 3            KEY: Conceptual            DIF: Moderate

46. The founder of social cognitive theory was
- Skinner in the 1950s.
  - Freud in the 1930s.
  - Bandura in the 1960s.
  - Adler in the 1940s.

ANS: c            REF: 33  
OBJ: 3            KEY: Factual            DIF: Moderate

47. Social cognitive theory is closely aligned with which major theoretical perspective?
- Behaviorism
  - Psychodynamic
  - Humanism
  - Psychoanalytic

ANS: a            REF: 33  
OBJ: 3            KEY: Factual            DIF: Easy

48. \_\_\_\_\_ occurs when an organism is influenced by observing a model.
- Observational learning
  - Classical conditioning
  - Operant conditioning
  - Model learning

ANS: a            REF: 33  
OBJ: 3            KEY: Factual            DIF: Easy

49. Which of the following does NOT describe observational learning?
- Requires attention and understanding
  - Uses memory and information
  - Part of Skinner and Pavlov's theories
  - includes understanding consequences

ANS: c            REF: 33  
OBJ: 3            KEY: Conceptual            DIF: Difficult

50. Social cognitive theory explains the influence of some role models when
- the model's behavior leads to positive outcomes.
  - individuals see similarity between the model and themselves.
  - individuals like or respect the model.
  - all of these occur.

ANS: d            REF: 33  
OBJ: 3            KEY: Conceptual            DIF: Moderate

51. A major contribution of behavioral theory to personality is the recognition that
- situational factors alone shape personality.
  - both personality and situational factors shape behavior.
  - personality factors shape situations.
  - classical and operant conditioning explain all aspects of personality.

ANS: b            REF: 34  
OBJ: 3            KEY: Factual            DIF: Difficult

52. \_\_\_\_\_ emphasizes free will and human potential for personal growth.
- Humanism
  - Behaviorism
  - Psychodynamics
  - Social learning

ANS: a            REF: 34  
OBJ: 4            KEY: Factual            DIF: Easy

53. Which of the following is NOT a way in which humanists criticized other theories?
- Behaviorists focus too much on animal research.
  - Freud focused too much on the unconscious.
  - Humans are dominated by irrational needs and conflicts.
  - People are viewed as controlled by their past and environment.

ANS: b            REF: 34  
OBJ: 4            KEY: Factual            DIF: Difficult

54. \_\_\_\_\_ called his approach a person-centered theory.
- Freud
  - Adler
  - Rogers
  - Jung

ANS: c            REF: 34  
OBJ: 4            KEY: Factual            DIF: Easy

55. Rogers viewed which construct as the core of personality structure?
- Self-concept
  - Self-actualization
  - Self-confidence
  - Self-efficacy

ANS: a            REF: 34  
OBJ: 4            KEY: Factual            DIF: Easy

56. \_\_\_\_\_ is a collection of beliefs about one's own nature, unique qualities, and typical behavior.
- a. Self-concept
  - b. Self-esteem
  - c. Self-confidence
  - d. Self-efficacy

ANS: a            REF: 34  
OBJ: 4            KEY: Factual            DIF: Easy

57. Incongruence refers to the disparity between one's self-concept and one's
- a. self-esteem.
  - b. actual experience.
  - c. congruence.
  - d. self-awareness.

ANS: b            REF: 35  
OBJ: 4            KEY: Factual            DIF: Moderate

58. Rogers believed that \_\_\_\_\_ love from parents fosters congruence of self-concept and actual experience.
- a. conditional
  - b. tough
  - c. unconditional
  - d. distorted

ANS: c            REF: 35  
OBJ: 4            KEY: Factual            DIF: Easy

59. According to Rogers, people behave defensively
- a. to decrease anxiety.
  - b. to protect their inaccurate self-concept.
  - c. by ignoring, denying, and distorting reality.
  - d. to do all of these.

ANS: d            REF: 35  
OBJ: 4            KEY: Factual            DIF: Moderate

60. The theorist whose key contributions were how motives are organized hierarchically and a description of the healthy personality was
- a. Bandura.
  - b. Rogers.
  - c. Maslow.
  - d. None of these.

ANS: c            REF: 36  
OBJ: 4            KEY: Factual            DIF: Easy

61. Maslow's systematic arrangement of needs according to priority is called
- a pyramid.
  - personality development and dynamics.
  - the self-actualization chart.
  - a hierarchy of needs.

ANS: d            REF: 36  
OBJ: 4            KEY: Factual            DIF: Easy

62. Which of the following is NOT true of the structure of Maslow's hierarchy?
- More basic needs are at the lower levels.
  - When lower needs are satisfied, people focus on them exclusively.
  - When lower needs are not being satisfied people regress to lower levels.
  - The middle of the higher and lower levels includes belongingness, esteem, and cognitive needs.

ANS: b            REF: 36  
OBJ: 4            KEY: Factual            DIF: Difficult

63. Maslow argued that humans have an innate drive toward
- physiological needs.
  - safety and security.
  - personal growth.
  - lower levels of needs.

ANS: c            REF: 37  
OBJ: 4            KEY: Factual            DIF: Moderate

64. According to Maslow, the growth need to fulfill one's potential is the need for
- self-actualization.
  - self-esteem.
  - self-concept.
  - belongingness and love.

ANS: a            REF: 37  
OBJ: 4            KEY: Factual            DIF: Easy

65. Which of the following is NOT a characteristic of a self-actualizing person?
- Ethical discrimination between means and ends
  - Mystical and peak experiences
  - Efficient perception of reality
  - Many strong friendships

ANS: d            REF: 37  
OBJ: 4            KEY: Factual            DIF: Moderate

66. Maslow's characteristics of self-actualizing people
- a. provides a picture of the healthy personality.
  - b. explains mental disorders.
  - c. highlights religious fanaticism.
  - d. is a picture of maladjustment.

ANS: a            REF: 37  
OBJ: 4            KEY: Conceptual            DIF: Moderate

67. Criticisms of humanists include that
- a. humanists propose hypotheses that are too objective in nature.
  - b. it is too easy to find self-actualizing persons.
  - c. humanists are overly optimistic.
  - d. humanists disagree with positive psychology.

ANS: c            REF: 37  
OBJ: 4            KEY: Factual            DIF: Easy

68. The idea that personality could be largely influenced by genetics was developed in the 1960s by
- a. Rogers.
  - b. Skinner.
  - c. Eysenck.
  - d. Bandura.

ANS: c            REF: 38  
OBJ: 5            KEY: Factual            DIF: Easy

69. Eysenck proposed that introverts tend to have
- a. less arousability.
  - b. more difficulty being conditioned than extraverts.
  - c. higher levels of physiological arousal.
  - d. have less inhibitions in social situations.

ANS: c            REF: 38  
OBJ: 5            KEY: Factual            DIF: Moderate

70. The purpose of twin studies is to allow researchers to study
- a. people with the same birthdates.
  - b. the difference between identical twins.
  - c. people with the same genes.
  - d. the amount of heritability in a trait.

ANS: d            REF: 38  
OBJ: 5            KEY: Factual            DIF: Moderate

71. The \_\_\_\_ is an estimate of the proportion of trait variability in a population that is determined by variations in genetic inheritance.
- a. fraternal/identical ratio
  - b. determinant ratio
  - c. heritability ratio
  - d. genetic percentage

ANS: c            REF: 38  
OBJ: 5            KEY: Factual            DIF: Easy

72. Which of the following has a heritability of 50-70%?
- a. Height
  - b. The Big Five
  - c. Weight
  - d. intelligence

ANS: d            REF: 38  
OBJ: 5            KEY: Factual            DIF: Difficult

73. Of the following items, which one has the greatest percentage of heritability?
- a. Height
  - b. The Big Five
  - c. Weight
  - d. Intelligence

ANS: a            REF: 38  
OBJ: 5            KEY: Conceptual            DIF: Moderate

74. Marianne is short like her father and intelligent like her mother. These two characteristics are due primarily to
- a. her genes.
  - b. her father's genes and her mother's nurturing.
  - c. her father's nurturing and her mother's genes.
  - d. chance.

ANS: d            REF: 38  
OBJ: 5            KEY: Conceptual            DIF: Moderate

75. Identical twins have been found to be more similar than fraternal twins on the Big Five personality traits. This means that
- a. nurturing is most important to personality.
  - b. there is no relationship of hereditability with personality traits.
  - c. we do not understand genetics or personality.
  - d. personality traits are linked to genes.

ANS: d            REF: 38  
OBJ: 5            KEY: Conceptual            DIF: Moderate



76. \_\_\_\_\_ psychologists propose that patterns of behavior in a species are the result of adaptation.
- a. Evolutionary
  - b. Ecological
  - c. Adaptive
  - d. Biological

ANS: a            REF: 38-39  
OBJ: 5            KEY: Factual            DIF: Easy

77. David Buss argues the evolutionary approach to personality by saying the Big Five traits
- a. are independent of the environment.
  - b. were important to developing countries, but not to industrial ones.
  - c. apply only to the U.S. culture.
  - d. are adaptive across cultures.

ANS: d            REF: 39  
OBJ: 5            KEY: Factual            DIF: Moderate

78. Theo has noticed that people seem very sensitive to variations in the ability to bond with others. This matches the evolutionary viewpoint of
- a. openness.
  - b. neuroticism.
  - c. agreeableness.
  - d. extraversion.

ANS: d            REF: 39  
OBJ: 5            KEY: Conceptual            DIF: Moderate

79. Genelle thinks being agreeable is adaptive to humans. She views most matches with the \_\_\_\_\_ perspective.
- a. behavioral
  - b. psychodynamic
  - c. evolutionary
  - d. humanist

ANS: c            REF: 39  
OBJ: 5            KEY: Conceptual            DIF: Easy

80. Which of the following is NOT a criticism of the biological perspective of personality?
- a. Hindsight bias
  - b. Heredity and environment interact in a complicated manner.
  - c. Other traits may not fit the model
  - d. Genetics have been studied too much in the field of psychology.

ANS: d            REF: 39  
OBJ: 5            KEY: Conceptual            DIF: Easy

81. John molds his interpretation of his past dating to fit how the relationship turned out. This is a common tendency called
- hindsight bias.
  - hereditary influence.
  - an inadequate theory.
  - wishful thinking.

ANS: a            REF: 39  
OBJ: 5            KEY: Conceptual            DIF: Moderate

82. Cross-cultural studies in the area of personality have found
- continuity across cultures.
  - variability across cultures.
  - the Big Five personality traits are typical across cultures.
  - all of these.

ANS: d            REF: 39-40  
OBJ: 6            KEY: Factual            DIF: Moderate

83. The universality of the basic dimensions of personality trait structure are
- refuted by research.
  - proven by research.
  - tentatively supported by research.
  - impossible to research.

ANS: c            REF: 40  
OBJ: 6            KEY: Factual            DIF: Easy

84. Which of the following was NOT found in cross-cultural studies of personality?
- Brazilians scored high in neuroticism.
  - Germans scored low in openness to experience.
  - Czechs scored high in agreeableness.
  - Malaysians scored high in conscientiousness.

ANS: b            REF: 40  
OBJ: 6            KEY: Factual            DIF: Difficult

85. \_\_\_\_\_ is the concept of widely recognized prototype personalities within a culture.
- National character
  - Cultural trait
  - Prototypical character
  - Cultural bias

ANS: a            REF: 40  
OBJ: 6            KEY: Factual            DIF: Moderate

86. National character studies compared to personality trait scores indicate
- they are identical constructs.
  - there is a moderate negative correlation between the two.
  - there is a strong positive correlation between the two.
  - there is little or no relationship between the two.

ANS: d            REF: 40  
OBJ: 6            KEY: Factual            DIF: Moderate

87. Which of the following is supported by research about national character?
- National character is an accurate portrayal about cultures.
  - National character consists of profoundly inaccurate stereotypes.
  - National character helps fight cultural prejudices.
  - National character does not exist in most cultures.

ANS: b            REF: 40  
OBJ: 6            KEY: Factual            DIF: Difficult

88. An example of an inaccurate match between Canadian national stereotypes and personality trait scores found by Terracciano and others is
- Canadians are perceived as high in neuroticism but score average.
  - Canadians are perceived as low in extraversion, but score high.
  - Canadians are perceived as high in agreeableness, but score average.
  - Canadians are perceived as low in conscientiousness, but score high.

ANS: c            REF: 40  
OBJ: 6            KEY: Factual            DIF: Moderate

89. Which of the following is NOT indicated by cross-cultural research in personality?
- Some genuine cultural differences exist in some personality traits.
  - Cultural disparities are small.
  - It is difficult to compare samples from different cultures.
  - Cultural trait scores are not as accurate as national character perceptions.

ANS: d            REF: 40  
OBJ: 6            KEY: Factual            DIF: Moderate

90. William is Canadian. It is likely that he may be prejudged as \_\_\_\_\_ in agreeableness and have a personality trait score that is \_\_\_\_\_.
- high; high
  - low; average
  - low; low
  - high; average

ANS: b            REF: 40  
OBJ: 6            KEY: Conceptual            DIF: Easy

91. Personality tests are
- a. subject to unconscious distortion.
  - b. often misunderstood.
  - c. useful in helping people learn more about themselves.
  - d. all of these.

ANS: d            REF: 41  
OBJ: 7            KEY: Factual            DIF: Easy

92. Which of the following is NOT a purpose of psychological tests?
- a. Measuring aptitudes
  - b. Measuring personality traits
  - c. Measuring weakness of character
  - d. Measuring abilities

ANS: c            REF: 41  
OBJ: 7            KEY: Factual            DIF: Moderate

93. Dr. Smith is going to give a psychological test to two classes. She wants to be sure she uses the same procedures for each class. This is an example of
- a. standardization.
  - b. reliability.
  - c. validity.
  - d. all of these.

ANS: a            REF: 41  
OBJ: 7            KEY: Conceptual            DIF: Easy

94. The idea that psychological tests tell you how you score relative to other people relates to
- a. test validity.
  - b. test standardization.
  - c. test norms.
  - d. test reliability.

ANS: c            REF: 41  
OBJ: 7            KEY: Factual            DIF: Moderate

95. Llana took a psychology test last year. She is taking the same test this year and can expect the results to be similar. This is an example of the \_\_\_\_ of a test.
- a. reliability
  - b. validity
  - c. standardization
  - d. norming

ANS: a            REF: 41  
OBJ: 7            KEY: Conceptual            DIF: Moderate

96. The majority of personality tests are
- observations by professionals.
  - self-report inventories.
  - gathered through individual interviews.
  - easily interpreted.

ANS: b            REF: 41  
OBJ: 7            KEY: Factual            DIF: Easy

97. Cattell developed a personality test called
- the Big Five.
  - the Cattell personality inventory.
  - The Narcissistic Personality Scale.
  - the Sixteen Personality Factor Questionnaire.

ANS: d            REF: 42  
OBJ: 7            KEY: Factual            DIF: Easy

98. Cattell's personality test measures all EXCEPT which of the following?
- Happy-go-lucky and shrewd
  - Sensitive and dominant
  - Neuroticism and outgoing
  - Imaginative and conservative

ANS: c            REF: 42  
OBJ: 7            KEY: Factual            DIF: Difficult

99. One of the problems with self-report inventory tests is
- there can be deliberate deception.
  - they do not allow comparison in relation to other people.
  - they are less objective than projective tests.
  - there is no validity.

ANS: a            REF: 43  
OBJ: 7            KEY: Factual            DIF: Moderate

100. A test that provides vague stimuli and asks the person to tell a story or describe what they see is called
- an invalid test.
  - an objective test.
  - a projective test.
  - a self-report test.

ANS: c            REF: 43  
OBJ: 43            KEY: Factual            DIF: Easy

## TRUE/FALSE

1. Personality traits are dependent upon the person's situation.

ANS: false REF: 21  
OBJ: 1 KEY: Factual DIF: Moderate

2. The ego is guided by social realities.

ANS: true REF: 23  
OBJ: 2 KEY: Factual DIF: Easy

3. The ego incorporates social standards about right and wrong.

ANS: false REF: 24  
OBJ: 2 KEY: Factual DIF: Moderate

4. According to classical conditioning, saying "relax" every time a gunshot is heard will eventually lead the person to tense when they hear the word "relax."

ANS: true REF: 31  
OBJ: 3 KEY: Conceptual DIF: Moderate

5. Frank taught his son Fred to use the toilet by giving him a candy every time Fred made it into the bathroom. This is an example of classical conditioning.

ANS: false REF: 31  
OBJ: 3 KEY: Conceptual DIF: Moderate

6. Humanistic perspectives focus on an optimistic view of human nature.

ANS: true REF: 34  
OBJ: 4 KEY: Factual DIF: Easy

7. According to Maslow, most people reach a self-actualized life.

ANS: false REF: 37  
OBJ: 4 KEY: Factual DIF: Moderate

8. Hindsight bias is the common tendency to mold one's interpretation of the past to fit how events actually turned out.

ANS: true REF: 39  
OBJ: 5 KEY: Factual DIF: Easy

9. People's perception of national prototypes tend to be accurate as long as the people within the culture are the ones rating the prototype.

ANS: false REF: 40  
OBJ: 6 KEY: Conceptual DIF: Moderate

10. A benefit of the self-report inventory is that you can see how you compare with others.

ANS: true      REF: 43  
OBJ: 7      KEY: Factual      DIF: Easy

### **SHORT ANSWER**

1. Identify and describe the "Big Five" personality traits.

ANS: Answer not provided      REF: 21-22      OBJ: 1

2. Explain why Freud emphasized sexual and aggressive conflicts.

ANS: Answer not provided      REF: 24      OBJ: 2

3. Identify and briefly describe three different defense mechanisms, and give an example of each.

ANS: Answer not provided      REF: 25-26      OBJ: 2

4. Describe and label the components of one instance of classical conditioning that can occur in everyday life.

ANS: Answer not provided      REF: 30-31      OBJ: 3

5. Distinguish between punishment, positive reinforcement, and negative reinforcement, and give an example of each.

ANS: Answer not provided      REF: 32      OBJ: 3

6. Draw Maslow's hierarchy of needs and explain how earning a college education relates to at least three levels.

ANS: Answer not provided      REF: 36      OBJ: 4

7. Compare and contrast Rogers' view of congruence with Maslow's view of self-actualization.

ANS: Answer not provided      REF: 35-37      OBJ: 4

8. Describe two examples of genetic and evolution connections to personality.

ANS: Answer not provided      REF: 38-39      OBJ: 5

9. Provide an example of cross-cultural similarity and an example of cross-cultural differences in personality.

ANS: Answer not provided      REF: 39-40      OBJ: 6

10. Discuss the relative strengths and weaknesses of self-report inventories and projective tests for assessing personality.

ANS: Answer not provided      REF: 42-43      OBJ: 7