

## Identity and Personality

- In the Strange Situation, an infant who did not exhibit distress on separation and ignored the caregiver on their return would be classified as

  - securely attached
  - anxious avoidant
  - anxious ambivalent
  - disorganized
- In Piaget's developmental stage theory, the development of object permanence is one of the most important accomplishments of the

  - sensorimotor stage
  - pre-operational stage
  - concrete operational stage
  - formal operational stage
- When the sole of her foot is stroked with a sharp object such as a pen, a baby's smaller toes will fan out and their big toe will dorsiflex slowly. This is known as the

  - Moro reflex
  - Rooting reflex
  - Babinski sign
  - Galant reflex
- By all accounts Carlos is having a successful career as an insurance adjuster. However, at 45 years old Carlos feels like his life is going nowhere. Carlos repurposes his savings and enrolls in nursing school. According to Erikson, Carlos just might be accomplishing

  - wisdom
  - identity
  - generativity
  - ego integrity
- Social intuitionists such as Jonathan Haidt argue that individuals often make moral judgments without weighing concerns such as fairness, law, human rights, or abstract ethical values. According to this point of view, such arguments could be considered post hoc rationalizations of intuitive decisions. If rational theories are not equipped to take into consideration how most individuals make moral decisions in their everyday lives, this would pose the most direct challenge to the developmental framework of

  - Piaget
  - Kohlberg
  - Erikson
  - Maslow
- Researchers examined the anatomical changes that can be observed after monocular deprivation. They compared geniculocortical axonal arbors in monocularly deprived capuchin monkeys in the long term (4 weeks) to short term (6–7 days) during the first six months postnatally. They found that in the long term, monocular deprivation causes reduced branching at the end of neurons, while the amount of afferents allocated to the nondeprived eye increased. Even in the short term, the researchers found that geniculocortical neurons were similarly affected. These effects were not duplicated in older monkeys. These results support the idea that

  - Binocular cues are required for depth perception.
  - Increases in cortical growth occur as a consequence of stimulating environmental input.
  - A critical period exists for proper neural development of vision.
  - Long-term potentiation governs neuronal development in the cortical structures underlying vision.

7. After spending the morning brooding about the difficulties of being a parent and about how her children have many of the same annoying qualities as her ex-husband, a mother goes to the mall and buys her children toys and new clothes. Her behavior epitomizes which of the following Freudian defense mechanisms?
- A. sublimation
  - B. repression
  - C. regression
  - D. reaction formation
8. Id, ego, and super-ego are the three parts of the psychic apparatus defined in Sigmund Freud's structural model of the psyche. Which of these three carry out both conscious and unconscious operations?
- I. Id
  - II. Ego
  - III. Super-ego
- A. I only
  - B. I and III
  - C. II and III
  - D. I, II, III
9. Studies have linked internal locus of control with improved physical health, mental health and quality of life in people with diverse medical conditions such as HIV, migraines, diabetes, kidney disease and epilepsy. These outcomes likely derive from
- A. compliance with doctor's advice
  - B. a sense of acceptance regarding the unpredictability of events
  - C. taking responsibility for one's own health
  - D. the health effects of a positive emotional disposition
10. Which of the following research studies represents an idiographic approach?
- I. Milgrim's experiments on obedience
  - II. A case study describing the ritual practices of an Amazonian tribe
  - III. The Asch conformity study
  - IV. The Little Albert experiment
- A. II only
  - B. II and IV
  - C. I and III
  - D. I, III, and IV
11. Which of the following concepts directly references the extent or strength of one's belief in one's own ability to complete tasks and reach goals?
- A. self-efficacy
  - B. self esteem
  - C. locus of control
  - D. achievement orientation
12. Which of the following statements best summarizes the findings of Harlow's surrogate mother experiment with rhesus macaques?
- A. Maternal-infant attachment is positively reinforced by nurturing and feeding.
  - B. The need for contact comfort is a stronger drive in early development than feeding.
  - C. Mother-infant attachment occurs by imprinting within a critical period.
  - D. Infant monkeys possess an innate schema for the maternal figure.

13. Piaget asked children where on their body they would put an extra eye and why. Children around nine years old typically answered that the third eye should be located on the forehead. However, children in the eleven year old range typically suggested that a third eye should be placed on the hand for seeing around corners. The answer given by the older children typifies the abstract thinking and reasoning characterizing the
- A. sensorimotor stage
  - B. pre-operational stage
  - C. concrete operational stage
  - D. formal operational stage
14. The MAOA gene reduces the production of monoamine oxidase A (MAOA). A 26-year-study found strong correlation between experience of childhood abuse and criminal or violent behavior in males with the MAOA gene. Which theorist provides a model of personality best equipped to describe the interaction of genetic and environmental factors underlying these behaviors?
- A. Bandura
  - B. Freud
  - C. Piaget
  - D. Kohlberg
15. Marjorie has a huge crush on Stanley, but she won't admit it. She never does! Whenever she has a crush, her pattern is sublimation. Which of the following represents a way Marjorie might behave?
- A. Claim that she hates Stanley.
  - B. Assert that it's actually Stanley that has a huge crush on her.
  - C. Work out at the gym for two hours every day.
  - D. Act with intense affection toward her pet dog Molly.
16. A baby hears a door close and responds by throwing out her arms and legs. What reflex is she demonstrating?
- A. Babinski sign
  - B. grasping reflex
  - C. Moro reflex
  - D. rooting reflex
17. A study demonstrated that most three year old children are aware that an adult looking at a card from the opposite side of the child will be seeing a different view. What difficulty would this pose for Piaget's theory of cognitive development?
- A. The study revealed a kind of conceptual thinking in three year olds inconsistent with the concrete operational stage in Piaget's theory.
  - B. A child should not be capable of transitive inference in the concrete operational stage.
  - C. It demonstrates the difficulty in operationalizing the shift from assimilation to accommodation in Piaget's theory.
  - D. Preoperational children may be less egocentric than Piaget believed.
18. Which of the following develops during the sensorimotor stage in Piaget's theory of cognitive development?
- A. the ability to speak
  - B. symbolic play
  - C. object permanence
  - D. intuition

19. A child is shown two beakers both of which were identical and which contained the same amount of sand. Then the sand from the second beaker was poured into two taller, thinner glasses. The child was then asked whether there was the same amount of sand in the two new glasses as in the first beaker. A child who can answer “yes, there is still the same amount” has likely entered which stage of cognitive development according to Piaget?
- A. sensorimotor
  - B. preoperational
  - C. concrete operational
  - D. formal operational
20. In which Freudian stage of development does the Oedipus complex occur?
- A. oral
  - B. anal
  - C. phallic
  - D. genital
21. Which of the following did Piaget not consider within the capabilities of a child before the formal operational stage?
- A. hypothetical thinking
  - B. inductive reasoning
  - C. transitive inference
  - D. class inclusion
22. In Erikson’s stages of psychosocial development, “identity crisis” takes place in
- A. adolescence
  - B. early adulthood
  - C. middle age
  - D. old age
23. A study was conducted of a large sample of adult identical and fraternal twins. Comparison of correlation of selected personality traits was conducted. For identical twins reared together, correlation for impulse control was found to be 0.41. For identical twins raised apart, correlation for impulse control was found to be 0.50. For fraternal twins raised together, correlation for impulse control was 0.06. For fraternal twins raised apart, correlation for impulse control was found to be 0.03. These findings suggest that
- A. Social learning within the family environment is an important factor in determining impulse control as a personality trait in adults.
  - B. Shared environmental factors play little or no role in determining impulse control as an adult personality trait.
  - C. Approximately 50% of the variation in adult impulse control may be attributed to genetic factors.
  - D. Nonshared environmental factors do not play an important role in determining impulse control as an adult personality trait.
24. A form of regression may occur in which an adult reacts to stress by becoming intensely dependent on others for reassurance. Within the Freudian psychoanalytic framework, this type of regression is characteristic of a person who is
- A. projecting anxiety
  - B. experiencing castration anxiety
  - C. orally fixated
  - D. anally fixated

25. In Freud's model of the psychosexual development of the child, the \_\_\_\_\_ stage begins during the phallic stage when the child's Oedipus complex begins to dissolve.
- A. oral
  - B. anal
  - C. latency
  - D. genital
26. On the way to Grandma's house, a mother tells her daughter, "Maryanne, when Grandma asks how you liked the sweater she sent for your birthday, please tell her that you liked it!" Maryanne replied, "But Mom, I don't think I should lie. Everyone knows it's wrong to lie." At what level in Kohlberg's stages of moral development is Maryanne?
- A. preconventional
  - B. conventional
  - C. postconventional
  - D. formal moralism
27. A child learns her mother is called Mommy, so he calls other women mommy, such as the worker at his day-care. Which of the following does this best exemplify?
- A. assimilation
  - B. accommodation
  - C. centration
  - D. decentration
28. Moirane, a 14 month old toddler, was playing happily in a neighbor's living room while her mother was sitting on the couch nearby. When her mother stepped out of the living room to use the restroom, Moirane started to cry. When her mother came back, Moirane crawled to her giggling. What type of attachment was Moirane displaying?
- A. secure
  - B. anxious-avoidant
  - C. anxious-ambivalent
  - D. disorganized/disoriented
29. Piaget did a test to investigate cognition in children. He put children in front of a simple plaster mountain range and then asked them to pick from four pictures the view that he, Piaget, would see. The younger children before age seven picked the picture of the view they themselves saw. According to Piaget, the younger children were demonstrating
- A. assimilation
  - B. concrete operational thought
  - C. conservation
  - D. egocentrism
30. Which of the choices below is more consistent with Piaget's approaches to cognitive development than the approaches of Vygotsky?
- A. Students in the later elementary years learn best through hands-on discovery learning.
  - B. Through social interactions, the child moves toward more individualized thinking.
  - C. The teacher should provide the learner with hints or clues for problem solving.
  - D. The language of a certain group of people indicates their cultural beliefs and value system.

- 31.** The humanistic psychotherapeutic approach of Carl Rogers attempts to put the therapist in closer contact with a person by listening to the person's report of their recent subjective experiences, especially emotions of which the person is not fully aware. For example, in relationships the problem at hand is often not based around what actually happened but, instead, based around the perceptions and feelings of each individual in the relationship. Which of the following terms best distinguishes this type of approach?
- A. psychoanalytic
  - B. phenomenological
  - C. topographic
  - D. cognitive-behavioralist
- 32.** Because her parents are very accomplished academically, Julia believes that she ought to be one of the top students in her high school. From this information Julia's habit of procrastinating with her school-work is a natural outcome within which of the following frameworks?
- A. Vygotsky's social development theory
  - B. Freudian psychoanalytic theory
  - C. Higgins' self-discrepancy theory
  - D. Bandura's theory of learning
- 33.** Which of the following are the Big Five personality traits as identified by Jeffrey Grey?
- A. openness to experience, conscientiousness, extraversion, agreeableness, neuroticism
  - B. warmth, emotional stability, social boldness, sensitivity, perfectionism
  - C. rule consciousness, vigilance, openness to experience, liveliness, neuroticism
  - D. abstractedness, dominance, apprehension, kindness, rule consciousness
- 34.** A standardized psychometric test of adult personality and psychopathology containing hundreds of test items, originally with ten scales: Hypochondriasis, Depression, Hysteria, Psychopathic Deviate, Femininity/Masculinity, Paranoia, Psychasthenia, Schizophrenia, Mania, and Social Introversion. Which exam fits this description?
- A. Myers-Briggs Type Indicator
  - B. NEO Personality Inventory
  - C. Minnesota Multiphasic Personality Inventory
  - D. Rorschach Test
- 35.** All of the following psychologists are considered to have developed ideas strongly dependent on the theories of Sigmund Freud except
- A. Karen Horney
  - B. Alfred Adler
  - C. Erik Erikson
  - D. Jean Piaget
- 36.** When Marcus is thinking in terms of his student identity, the personality ratings he reports reflect a high degree of agreeableness and conscientiousness, but when he is thinking in terms of his home-life, the personality ratings he reports reflect a high degree of neuroticism. These results point to a particular problem in the projective validity of personality trait measures, namely that
- A. longitudinal comparisons are time dependent
  - B. personality traits may vary across social domains
  - C. personalities are variegated and are not to be conceptualized through bipolar characterizations
  - D. inconsistency in personality traits is quantifiable

37. Juanita is disgusted. Every night after dinner her children abandon her in the kitchen to do the dishes while they go play video games. She is so angry she slams a stack of plates down in the sink, breaking two of them. This represents which ego defense mechanism?
- A. reaction formation
  - B. repression
  - C. projection
  - D. displacement
38. A minister while giving his blessings to a newly married couple said, "May you two have a sex-ful life ahead." He immediately corrected it to "successful" Freud might interpret this slip of the tongue as occurring due to the interference of subdued thought or wish at the \_\_\_\_\_ level.
- A. preconscious
  - B. subconscious
  - C. metaconscious
  - D. unconscious
39. Which of the following is not a projective test?
- A. Rorschach
  - B. Thematic Apperception Test
  - C. Myers–Briggs Type Indicator
  - D. Word Association Test
40. In Adlerian psychology, an adult may experience a feeling of inferiority arising from a failure to attain which of the following?
- A. a fictional final goal
  - B. self-actualization
  - C. congruity between actual self & ideal self
  - D. self-realization
41. The \_\_\_\_\_ stage of prenatal development extends from conception until approximately two weeks.
- A. germinal
  - B. zygotic
  - C. embryonic
  - D. fetal
42. Which of the following theorists argued that psychological and cognitive development does not progress through stages, but rather that the developmental process that begins at birth and continues until death is too complex for a stage theory to encompass?
- A. Lev Vygotsky
  - B. Jean Piaget
  - C. Erik Erikson
  - D. Sigmund Freud
43. Some theorists have argued that Piaget's stages were merely a heuristic for operationalizing his theory of equilibration. If this is the case, which of the following would best describes the conditions for progress to the next stage within Piaget's developmental framework?
- A. A child becomes aware of the shortcomings in their existing thinking and experiences cognitive conflict.
  - B. A child is satisfied with their mode of thought and therefore is in a state of equilibrium.
  - C. A child transforms incoming information so that it fits within their existing schema.
  - D. A process of assimilation occurs in which their thinking adapts to incoming information.



**44.** Responding to the theoretical view of cognition in behavioralism as structures associated primarily with the brain as stimulus – response processes, Vygotsky argued that the relationship between a human subject and an object is never direct. Instead the relationship is

- A.** shaped by family experiences during infancy
- B.** determined by a psychosocial crisis of conflicting forces which depend on the life stage
- C.** mediated by tools and signs within a cultural and social context
- D.** characterized in early childhood by a hallucinatory blurring of subject-object boundaries

**45.** Empirical evidence seems to show that those people who form the most coherent self-concept in adolescence are those who are most able to make intimate attachments in early adulthood. These results are predicted by the developmental framework of which of the following theorists?

- A.** Jean Piaget
- B.** Erik Erikson
- C.** Abraham Maslow
- D.** Lawrence Kohlberg

**46.** Corporate directors have a legal duty to maximize corporate profits and “shareholder value”. The business judgment rule says that when shareholders claim a fiduciary breach, they must show fraud, illegality, conflict of interest and or negligence. Corporate Social Responsibility is a form of corporate self-regulation integrated into a business model. CSR policy functions as a self-regulatory mechanism whereby a business monitors and ensures its active compliance with the spirit of the law, ethical standards and national or international norms. In competitive markets cost-benefit analysis of CSR initiatives can be examined using a resource-based view. Sustainable competitive advantage requires that resources be valuable (V), rare (R), inimitable (I) and non-substitutable (S). A firm introducing a CSR-based strategy might only sustain high returns on their investment if their CSR-based strategy could not be copied. However, should competitors imitate such a strategy, that might increase overall social benefits. Firms that choose CSR for strategic financial gain are also acting responsibly. It is an interesting exercise to interpret the logic of a “corporate person” implementing a CSR initiative as cognitive logic in terms of Kohlberg’s stages or substages of moral development. A program of Corporate Social Responsibility epitomizes

- A.** instrumental relativist morality
- B.** conventional morality
- C.** social contract driven morality
- D.** postconventional morality

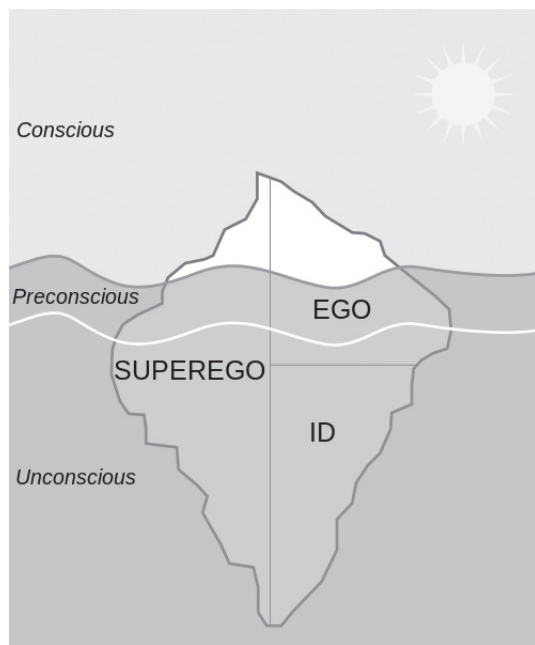


47. Within Piaget's theory of cognitive development, during the sensorimotor stage, infants gain knowledge of the world from the physical actions they perform within it. Which of the following patterns of cognition develops through secondary circular reactions during this stage?
- A. passive reactions, caused by classical or operant conditioning
  - B. differentiations between ends and means
  - C. using primitive symbols to form enduring mental representations
  - D. picturing objects without having the object in front of them
48. In embryonic development, the \_\_\_\_\_ forms during gastrulation and soon after induces the formation of the neural plate (neurulation), synchronizing the development of the neural tube.
- A. endoderm
  - B. alar plate
  - C. notochord
  - D. neural groove
49. Which of the following personality test is based on a typology theory proposed by Carl Jung?
- A. Myers–Briggs Type Indicator
  - B. NEO Personality Inventory
  - C. Minnesota Multiphasic Personality Inventory
  - D. 16PF Questionnaire
50. Using interview and questionnaire data from a longitudinal study on 93 adolescents, a study tested whether ego development in middle adolescence predicts intimacy in emerging adulthood. Second, the authors examined whether identity achievement at the transition to adulthood mediates this link. Results revealed integrative identity (age 15) strongly mediated intimacy in romantic relationships (age 25). No paths were found from earlier intimacy to later ego development. The study confirms
- A. Freud's ideas regarding the unsuccessful resolution of the Oedipal complex
  - B. Maslow's ideas regarding the order of the hierarchy of needs
  - C. Adler's ideas of the importance of the development of self-esteem in resolving inferiority crisis
  - D. Erikson's ideas on the developmental ordering of identity and intimacy

## Answer Key

### Identity and Personality

- 1. B**—The absence of distress when the caregiver leaves and ignoring of the caregiver upon return are signs of anxious-avoidant attachment. On the other hand, with the anxious-ambivalent pattern, there is distress even before separation, and the child is clingy and difficult to comfort on the caregiver's return.
- 2. A**—According to Piaget, the development of object permanence is one of the most important accomplishments of the sensorimotor stage. Object permanence is a child's understanding that objects continue to exist even though he or she cannot see or hear them. Peek-a-boo is a good test for that. By the end of the sensorimotor period, children develop a permanent sense of self and object.
- 3. C**—Babinski sign is also known as the plantar reflex. The Moro reflex is also sometimes referred to as the startle reaction. In the Moro reflex, the legs and head extend while the arms jerk up and out with the palms up and thumbs flexed. The rooting reflex assists in the act of breastfeeding. A newborn infant will turn its head toward anything that strokes its cheek or mouth, searching for the object by moving its head in steadily decreasing arcs until the object is found. The Galant reflex, also known as Galant's infantile reflex, is present at birth and fades between the ages of four to six months. When the skin along the side of an infant's back is stroked, the infant will swing towards the side that was stroked.
- 4. C**—According to Erikson the conflict in late adulthood is between generativity and stagnation. The existential question is "Can I make my life count?" During middle age the primary developmental task is one of contributing to society and helping to guide future generations. When a person makes a contribution during this period, perhaps by raising a family or working toward the betterment of society, a sense of generativity, in other words, a sense of productivity and accomplishment, results. In contrast, a person who is self-centered and unable or unwilling to help society move forward develops a feeling of stagnation according to Erikson.
- 5. B**—Kohlberg's stages of moral development are based on the assumption that humans are inherently communicative, capable of reason, and possess a desire to understand others and the world around them. Especially to reach the stages of post-conventional morality depends on formal reasoning. For such abstract reasoning to represent post-hoc rationalization would pose a direct challenge to Kohlberg's theories. Piaget would be a pretty decent second best answer for this question, but in Piaget's theory the development of moral principles is seen more as an inductive rational process through peer-peer interaction and observation. It has rationalist, universalist elements, but Piaget's theory is more compatible with intuitive modes of reasoning than Kohlberg's model.
- 6. C**—A critical period is a maturational stage in the lifespan of an organism during which the nervous system is especially sensitive to certain environmental stimuli. If, for some reason, the organism does not receive the appropriate stimulus during this "critical period" to learn a given skill or trait, it may be difficult, ultimately less successful, or even impossible, to develop some functions later in life. Functions that are indispensable to an organism's survival, such as vision, are particularly likely to develop during critical periods.
- 7. D**—Reaction formation is a defense mechanism in which emotions and impulses which are anxiety-producing or perceived to be unacceptable are mastered by exaggeration of the directly opposing tendency.
- 8. C**—The ego and super-ego each carry out both conscious and unconscious processes.



The iceberg metaphor can be helpful to understanding the structure of the Freudian psyche.

9. **C**—Locus of control is the degree to which people believe that they have control over the outcome of events in their lives, as opposed to external forces beyond their control.
10. **A**—The contrast is between two approaches to research epitomized by the terms nomothetic and idiographic. Idiographic describes the study of the individual or a unique social group with properties setting him/her apart from other individuals or groups. Nomothetic describes the study of classes or cohorts of individuals. Here the subject is seen as an exemplar of a population and their corresponding personality traits and behaviours. It is easy to see that the study of a particular Amazonian tribe is an idiographic study and that the Milgram and Asch studies are nomothetic, where variations within selected and assigned experimental groups are used to derive empirical propositions. Regarding the Little Albert study, which proved that classical conditioning worked on humans, although there was only one experimental subject (an infant who was conditioned to have an irrational fear), the purpose of the experiment was nomothetic, to formulate a general, empir-

ical proposition that would apply to the broader population.

11. **A**—Self efficacy, self-esteem and locus of control are related, though different, concepts. Self-efficacy is the perception of one's own ability to reach a goal. Self-esteem is the sense of self-worth. For example, a person who is a terrible rock climber would probably have poor self-efficacy with regard to rock climbing, but this will not affect self-esteem if the person doesn't rely on rock climbing to determine self-worth. On the other hand, one might have enormous confidence with regard to rock climbing, yet set such a high standard, and base enough of self-worth on rock-climbing skill, that self-esteem is low. Someone who has high self-efficacy in general but is poor at rock climbing might have misplaced confidence, or believe that improvement is possible. Locus of control is the degree to which people believe that they have control over the outcome of events in their lives, as opposed to external forces beyond their control.
12. **B**—Harlow created inanimate surrogate mothers for the rhesus infants from wire and wood. Each infant became attached to its particular mother, recognizing its unique face and preferring it above all others. Harlow next chose to investigate if the infants had a preference for bare-wire mothers or cloth-covered mothers. For this experiment, he presented the infants with a clothed mother and a wire mother under two conditions. In one situation, the wire mother held a bottle with food, and the cloth mother held no food. In the other situation, the cloth mother held the bottle, and the wire mother had nothing. Overwhelmingly, the infant macaques preferred spending their time clinging to the cloth mother. Even when only the wire mother could provide nourishment, the monkeys visited her only to feed. Harlow concluded that there was much more to the mother-infant relationship than milk, and that this "contact comfort" was essential to the psychological development and health of infant monkeys and children.

13. **D**—The final stage in Piaget’s theory of cognitive development is the formal operational stage (adolescence and into adulthood, roughly ages 11 to approximately 15-20). Intelligence is demonstrated through the logical use of symbols related to abstract concepts. This form of thought includes “assumptions that have no necessary relation to reality.” At this point, the person is capable of hypothetical and deductive reasoning. During this time, people develop the ability to think about abstract concepts. Piaget stated that “hypothetico-deductive reasoning” becomes important during the formal operational stage. This type of thinking involves hypothetical “what-if” situations that are not always rooted in reality, i.e. counterfactual thinking. It is often required in science and mathematics.
14. **A**—Bandura’s theory of reciprocal determinism states that behavior and conduct of a person is influenced by his social environment as well as personal factors. Cognition, behavior, and environment coexist and influence each other and result in your personality. Of the choices, Bandura’s theoretical framework is the one best equipped to encompass a description of the factors underlying the results of the study.
15. **C**—Sublimation is a mature type of defense mechanism where impulses or idealizations are unconsciously transformed into socially acceptable actions or behavior. The other choices correspond to other defense mechanisms. Choice ‘A’ represents reaction formation. Choice ‘B’ represents projection. Choice ‘D’ represents displacement.
16. **C**—The Moro reflex is sometimes referred to as the startle reaction, startle response, startle reflex or embrace reflex. The Moro reflex is present at birth, peaks in the first month of life, and begins to disappear around 2 months of age. It is likely to occur if the infant’s head suddenly shifts position, the temperature changes abruptly, or they are startled by a sudden noise. The legs and head extend while the arms jerk up and out with the palms up and thumbs flexed. Shortly afterward the arms are brought together and the hands clench into fists, and the infant cries loudly.
17. **D**—To be able to picture another individual’s perspective is a hallmark of the concrete operational stage but three year olds are squarely within the preoperational stage in Piaget’s theory.
18. **C**—The development of object permanence is one of the most important accomplishments of the sensorimotor stage. The preoperational stage begins when the child learns to speak at about two years of age. Symbolic play and intuitive thinking are hallmarks of the preoperational stage.
19. **C**—Conservation tasks test a child’s ability to see that some properties are conserved or invariant after an object undergoes physical transformation. The ability to perform conservation tasks is a hallmark of the concrete operational stage, which begins at approximately age 7, according to Piaget.
20. **C**—The Oedipus complex occurs in the third—phallic stage (ages 3–6)—of the five psychosexual development stages: (i) the oral, (ii) the anal, (iii) the phallic, (iv) the latent, and (v) the genital. In each of these stages, the source of libidinal pleasure is in a different erogenous zone of the body. Freud believed that the Oedipus complex is a desire for the parent in both males and females. He deprecated the term “Electra complex”, which was introduced by Jung in regard to the Oedipus complex manifested in young girls. Freud further proposed that boys and girls experience the complex differently: boys in a form of castration anxiety, girls in a form of penis envy.
21. **A**—The capability for hypothetical reasoning (along with deductive reasoning) is one of the hallmarks of the stage of formal operations.
22. **A**—Erikson is credited with coining the term “identity crisis.” to mark the transition from childhood to adulthood during adolescence,

a turning point in human development challenged to achieve reconciliation between 'the person one has come to be' and 'the person society expects one to become'.

**23. B**—Two aspects of these results are most striking. The first is the importance of genetic factors as evidenced by the much higher correlations among identical twins than fraternal twins. (To find out how much one variable is accounted for by another variable, we square the correlation. A 0.50 correlation with identical twins means that approximately 25% of the difference in impulse control among individuals may be accounted to genetic factors). The second striking aspect of these results is now little difference being raised together or raised apart made in the correlation values. In other words, shared environmental factors appear to play little or no role in this adult personality trait. This finding, which has been shown with other traits as well, is one of the most counter-intuitive findings of modern psychological research.

**24. C**—Freud proposed that if the nursing child's appetite were thwarted the anxiety would persist into adulthood as a neurosis. Therefore, an infantile oral fixation (oral craving) would be manifest as an obsession with oral stimulation; yet, if weaned either too early or too late, the infant might fail to resolve the emotional conflicts of the oral, first stage of psychosexual development and he or she might develop a maladaptive oral fixation. The infant who is neglected (insufficiently fed) or who is over-protected (over-fed) in the course of being nursed, might become an orally-fixated person. Said oral-stage fixation might have two effects: (i) the neglected child might become a psychologically dependent adult continually seeking the oral stimulation denied in infancy, thereby becoming a manipulative person in fulfilling his or her needs, rather than maturing to independence; (ii) the over-protected child might resist maturation and return to dependence upon others in fulfilling his or her needs.

**25. C**—The stages are:  
the 'oral phase' (first stage)  
the 'anal phase' (second stage)  
the 'phallic phase' (third stage)  
the 'latency phase' (fourth stage)  
the 'genital phase' (fifth stage)

The latency phase originates during the phallic stage when the child's Oedipus complex begins to dissolve. The child realizes that his/her wishes and longings for the parent of the opposite sex cannot be fulfilled and will turn away from these desires.

**26. B**—Conventional morality is characterized by an acceptance of society's conventions concerning right and wrong. At this level an individual obeys rules and follows society's norms even when there are no consequences for obedience or disobedience. Adherence to rules and conventions is somewhat rigid, however, and a rule's appropriateness or fairness is seldom questioned.

**27. A**—To Piaget, assimilation is the process of fitting new information into pre-existing cognitive schemas. Assimilation occurs when new experiences are reinterpreted to fit into old ideas. It occurs when humans are faced with new or unfamiliar information and refer to previously learned information in order to make sense of it. In contrast, accommodation is the process of taking new information in one's environment and altering pre-existing schemas in order to fit in the new information. This happens when the existing schema (knowledge) does not work, and needs to be changed to deal with a new object or situation.

**28. A**—A toddler who is securely attached to his or her parent (or other familiar caregiver) will explore freely while the caregiver is present, typically engages with strangers, is often visibly upset when the caregiver departs, and is generally happy to see the caregiver return.

**29. D**—Piaget claimed that early childhood is the time of pre-operational thought, character-



ized by children's inability to process logical thought. According to Piaget, one of the main obstacles to logic that children possess includes centration, "the tendency to focus on one aspect of a situation to the exclusion of others." A particular type of centration is egocentrism – literally, "self-centeredness." Piaget claimed that young children are egocentric, capable of contemplating the world only from their personal perspective. For example, a three-year-old presented his mother a model truck as her birthday present; "he had carefully wrapped the present and gave it to his mother with an expression that clearly showed he expected her to love it." The three-year-old boy had not chosen the present out of selfishness or greediness, but he simply failed to realize that, from his mother's perspective, she might not enjoy the model car as much as he would.

30. **A**—In Piaget's theory of cognitive development, children develop through a series of stages. While the teacher has an important role, such as to help the child overcome egocentricity in moving from the preoperational stage to the stage of concrete operations, development is seen as occurring more along the lines of acting out a plan of 'nature' than responding to 'nurture'. Social and cultural influences do not have the emphasis that they do in Vygotsky's theory, where culture and socialization play a much more crucial role in child development.
31. **B**—Phenomenology is the study of subjective experience. With roots in philosophy, the influence of phenomenology within psychology has figured most prominently in the history of the humanistic psychology movement. The therapeutic approach of Carl Rogers is phenomenological in that it places its central emphasis on the subjective experience of the client.
32. **C**—Within Higgins' self-discrepancy theory, a discrepancy between the the actual (own) and ought (own) self-guides occurs when one's view of their actual attributes do not meet the expectations of what they themselves think

they ought to possess. This discrepancy is associated with the presence of negative outcomes and is characterized by agitation-related emotions such as self-dissatisfaction. Specifically, discrepancy in the actual/ought domain from the own perspective, is a the strong predictor of procrastination. Avoidance is the common theme. The actual/ought self-regulatory system responds through avoidance.

33. **A**—The Big Five personality traits, also known as the five factor model, is a model based on common language descriptors of personality. These descriptors are grouped together using a statistical technique called factor analysis. This widely examined theory suggests five broad dimensions used by some psychologists to describe the human personality and psyche. The five factors have been defined as openness to experience, conscientiousness, extraversion, agreeableness, and neuroticism. The mnemonic OCEAN can help you remember the Big Five.
34. **C**—The test described by the question is the Minnesota Multiphasic Personality Inventory. The Myers-Briggs Type Indicator assigns personality type based on four dichotomies such as Introversion/Extroversion or Feeling/Thinking. The NEO Personality Inventory distinguishes personality based on the Big Five personality traits. The Rorschach test is a projective psychological test in which subjects' perceptions of inkblots are recorded and then analyzed using psychological interpretation.
35. **D**—Horney, Adler, and Erikson are included among the neo-Freudians, a group of loosely linked American theorists of the mid-twentieth century, who were all influenced by Sigmund Freud, and who extended his theories, often in social or cultural directions. Freud's developmental milestones are primarily related to sexual development, but Jean Piaget's approach to development is based on cognitive development, ie. the mode and process of learning how to process stimuli, interact with the environment, and employ reason.

36. **B**—Although the other choices are not terrible answers, choice ‘B’ most directly addresses the issue of the question, the effects of context on personality measures.
37. **D**—Displacement shifts sexual or aggressive impulses to a more acceptable or less threatening target; redirecting emotion to a safer outlet; separation of emotion from its real object and redirection of the intense emotion toward someone or something that is less offensive or threatening in order to avoid dealing directly with what is frightening or threatening.
38. **D**—The basic purpose of this question is helping you understand that although ‘unconscious’ and ‘subconscious’ are used synonymously in popular discussions of psychology, ‘unconscious’ is the term used in the field of psychology.
39. **C**—A projective test is a personality test designed to let a person respond to ambiguous stimuli, presumably revealing hidden emotions and internal conflicts projected by the person into the test. This is sometimes contrasted with a so-called “objective test” or “self-report test,” such as the Myers-Briggs Type Inventory, in which responses are analyzed according to a presumed universal standard (for example, a multiple choice exam), and are limited to the content of the test. In the Rorschach inkblot test, a subject is shown a series of ten irregular but symmetrical inkblots, and asked to explain what they see. In the Thematic Apperception Test, an individual views ambiguous scenes of people, and is asked to describe various aspects of the scene. A Word Association Test is a technique whereby words presented to patients elicit other word responses that reflect related concepts in the patients’ psyche.
40. **C**—Classical Adlerian psychology makes a distinction between primary and secondary inferiority feelings. A primary inferiority feeling is said to be rooted in the young child’s original experience of weakness, helplessness and dependency. A secondary inferiority feeling relates to an adult’s experience of being unable to reach a subconscious, reassuring fictional final goal of subjective security and success to compensate for the inferiority feelings. The perceived distance from that reassuring goal would lead to a negative/depressed feeling that could then prompt the recall of the original inferiority feeling. This composite of inferiority feelings could be experienced as overwhelming. The reassuring goal invented to relieve the original, primary feeling of inferiority which actually causes the secondary feeling of inferiority is the “catch-22” of this dilemma, where the desperate attempt to obtain therapeutic reassurance and delivery from a depressing feeling of inferiority and worthlessness repeatedly fails. This vicious cycle is common in neurotic lifestyles.
41. **A**—The germinal stage extends from fertilization until implantation at approximately two weeks. Some authors consider implantation to mark the beginning of the embryonic stage, while other authors consider that the embryonic stage begins at conception with the portion prior to implantation being the germinal stage of the embryonic period.
42. **A**—Piaget, Freud, and Erikson all presented stage theories dividing child development into distinct stages which are characterized by qualitative differences in thought and behavior. In other words, this question can be answered easily by elimination. Vygotsky did not present a stage theory. Vygotsky supported a continuous view of development in which development occurs with gradual and ongoing changes throughout the life span
43. **A**—According to Piaget, development is driven by the process of equilibration. Equilibration encompasses assimilation and accommodation. Assimilation is how humans perceive and adapt to new information. It is the process of fitting new information into pre-existing cognitive schemas. Assimilation in which new experiences are reinterpreted to fit into, or assimilate



with, old ideas. It occurs when humans are faced with new or unfamiliar information and refer to previously learned information in order to make sense of it. In contrast, accommodation is the process of taking new information in one's environment and altering pre-existing schemas in order to fit in the new information. This happens when the existing schema (knowledge) does not work, and needs to be changed to deal with a new object or situation. When children are satisfied with their mode of thought they are in a state of equilibrium. Then, they become aware of the shortcomings in their existing schema and experience cognitive conflict. This leads to the adoption of a more sophisticated mode of thought that eliminates the shortcomings of the old one and establishes a new equilibrium.

- 44 **C**—Vygotsky's important insight into the dynamics of consciousness was that it is essentially subjective and shaped by the history of each individual's social and cultural experience.
- 45 **B**—Erikson identified a series of eight stages, in which a healthy developing individual should pass through from infancy to late adulthood. All stages are present at birth but only begin to unfold according to both a natural scheme and one's ecological and cultural upbringing. In each stage, the person confronts, and hopefully masters, new challenges. Each stage builds upon the successful completion of earlier stages. The challenges of stages not successfully completed may be expected to reappear as problems in the future.
- 46 **A**—The implementation of a CSR program is justified in terms of return on investment. Although the advocates of a CSR program within a corporation may be acting through cognitive impetus of conventional or postconventional morality, from the 'perspective' of the corporation the forms of justifications are pre-conventional. In the instrumentalist-relativist substage of Kohlberg's pre-conventional morality, the person is said to judge the morality of an action

based on how it satisfies the individual needs of the doer.

- 47 **B**—Secondary circular reactions describe the interaction of the infant and objects in their environment during the period from 4-8 months. Development of habits occurs. Secondary circular reactions, or the repetition of an action involving an external object begin. For example, moving a switch to turn on a light repeatedly. The differentiation between means and ends occurs. This is perhaps one of the most important stages of a child's growth as it signifies the dawn of logic.
- 48 **C**—In animal anatomy, the notochord is a flexible rod made out of a material similar to cartilage. Embryos of vertebrates still form transient notochord structures today during the gastrulation phase of development. The notochord is found ventral to the neural tube. Notogenesis is the development of the notochord by the epiblasts that make up the floor of the amnion cavity. The notochord arises from the bilaminar embryonic disk. The notochord forms during gastrulation and soon after induces the formation of the neural plate (neurulation), synchronizing the development of the neural tube.
- 49 **A**—The MBTI is based on the typological theory proposed by Carl Jung, who had speculated that there are four principal psychological functions by which humans experience the world – sensation, intuition, feeling, and thinking – and that one of these four functions is dominant for a person most of the time.
- 50 **D**—In Erikson's developmental theory the crisis of identity vs. role confusion is strongest adolescence, 13–19 years. Intimacy vs. isolation is strongest in early adulthood, 20–39 years. Intimacy refers to a person's ability to relate to another human being on a deep, personal level. Erikson believed that an individual who has not developed a sense of identity usually will fear a committed relationship and may retreat into isolation.