Questions on Chapter 5 for the chapter quiz and for the test will be selected from the material below. Answers to multiple choice questions may be in a different order on the test and/or the quiz, and questions or answers might be rephrased slightly to make them clearer. Other types of questions, addressing the topics in the questions below, may also be used.

**Multiple Choice**

1) Learning is a process by which experience results in ________.
   A) amplification of sensory stimuli
   B) delayed genetic behavioral contributions
   C) relatively permanent behavior change or potential behavior change
   D) acquisition of motivation

2) The process of learning to transfer a response from a natural stimulus to another, previously neutral stimulus, is called ________.
   A) modeling
   B) operant conditioning
   C) classical conditioning
   D) desensitization

3) By pairing the ringing of a bell with the presentation of meat, Pavlov trained dogs to salivate to the sound of a bell even when no meat was presented. In this experiment, salivation to the meat was the ________.
   A) unconditioned stimulus
   B) unconditioned response
   C) conditioned response
   D) conditioned stimulus

4) By pairing the ringing of a bell with the presentation of meat, Pavlov trained dogs to salivate to the sound of a bell even when no meat was presented. In this experiment, salivation to the bell was the ________.
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   B) unconditioned response
   C) unconditioned stimulus
   D) conditioned stimulus

5) An originally neutral stimulus that is paired with an unconditioned stimulus and eventually produces the desired response when presented alone is a(n) ________.
   A) conditioned stimulus
   B) antecedent
   C) reinforcer
   D) unconditioned stimulus

6) Rachel has found that when she opens the cupboard door to get the cat food, the cats come running to the kitchen. Rachel knows that this is classical conditioning and that the conditioned stimulus is the ________.
   A) cat
   B) cat food
   C) running of the cats
   D) cupboard door opening

7) One reason that Watson and Rayner’s experiment with “Little Albert” was important was that it demonstrated that
   A) Pavlov’s research was methodologically flawed.
   B) babies can be conditioned to form positive preferences.
   C) classical conditioning affects humans and dogs differently.
   D) human fears might result from conditioning.

8) Wolpe’s therapy for treating anxiety, which involves the pairing of relaxation training with a hierarchical list of fearful situations, is called ________.
   A) operant conditioning
   B) desensitization
   C) aversive conditioning
   D) shaping

9) The process by which some stimuli, such as snakes, serve readily as conditioned stimuli for certain responses, such as fear in humans, is called ________.
   A) preparedness
   B) response acquisition
   C) the diathesis-stress model
   D) mental set

10) Which of the following is NOT an example of operantly learned behavior?
    A) a child doing her homework after she receives her teacher’s approval for her behavior
    B) a rat pressing a bar after avoiding a shock for this behavior
    C) a rat pressing a bar after receiving food for this behavior
    D) a dog blinking its eyes after a flash of light is presented
11) Spontaneous, voluntary behaviors that you engage in by choice are called ________ behaviors.
A) latent
B) manifest
C) vicarious
D) operant

12) The idea that a behavior will increase or decrease based on the consequences that follow that behavior is crucial to ________.
A) insight learning
B) vicarious learning
C) operant conditioning
D) classical conditioning

13) To teach a tiger to jump through a flaming hoop, the tiger is first reinforced for jumping up on a certain pedestal, then for leaping from that pedestal to another. Next, the tiger has to jump through a hoop between the pedestals to get the reward. Finally, the hoop is set afire and the tiger must jump through it to get the reward. This is an example of ________.
A) negative reinforcement
B) shaping
C) modeling
D) secondary learning

14) Positive reinforcement ________ the likelihood that the behavior preceding it will happen again while negative reinforcement ________ the likelihood that the preceding behavior will happen again.
A) decreases; increases
B) decreases; decreases
C) increases; increases
D) increases; decreases

15) A child is scolded for using his fingers instead of his fork to eat some spaghetti. The scolding stops when he picks up his fork. Stopping the scolding is an example of ________ reinforcement.
A) positive
B) negative
C) secondary
D) tertiary

16) Skinner found that if he randomly presented rewards to pigeons in a Skinner box, the pigeons ________.
A) refused to eat the food
B) developed a series of superstitious behaviors
C) developed a series of trial and error behaviors in an attempt to get the reward
D) ceased all movement until the food pellets were randomly presented for a second time

17) Suppose you choose to use punishment to suppress unwanted behavior. Based on the research, the punishment should NOT be
A) immediate.
B) arbitrary.
C) consistent.
D) strong.

18) Punishment is particularly useful in situations in which a behavior is ________ and must be changed ________.
A) harmless; gradually
B) dangerous; quickly
C) harmless; quickly
D) dangerous; gradually

19) Which of the following is true?
A) Punishment works best when used alone.
B) Punishment is never an effective way to change behavior.
C) Punishment works best when combined with reinforcement of the desired behavior.
D) Punishment is usually the most effective method for long-term behavior change.

20) Learning a positive behavior that prevents an undesirable situation from occurring is called ________ training.
A) reconditioning
B) modeling
C) aversive
D) avoidance

21) Each of the following is true of learned helplessness EXCEPT ________.
A) it decreases motivation to try different responses that might bring relief from an unpleasant situation
B) it can be found in both people and animals
C) once established it generalizes to new situations
D) success in solving new problems is quite effective in eliminating it

22) Barbara suffers from tension headaches. Her doctor teaches her to control them by attaching an electronic device that emits a tone to her head. Even slight relaxation of her head muscles causes the tone to drop. By relaxing her head muscles, her headaches are relieved. This technique, based upon principles of operant conditioning, is known as ________.
A) social learning
B) preparedness
C) biofeedback
D) contingency training
23) In _______ conditioning, new behaviors can build on previously established ones.
   A) both operant and classical
   B) operant but not classical
   C) neither classical nor operant
   D) classical but not operant

24) Which of the following classical conditioning procedures will result in the MOST effective learning?
   A) presenting the conditioned stimulus no more than 2 to 3 seconds before presenting the unconditioned stimulus
   B) presenting the conditioned stimulus at the same time as the unconditioned stimulus
   C) presenting the conditioned stimulus 20 to 30 seconds before presenting the unconditioned stimulus
   D) presenting the conditioned stimulus 2 to 3 seconds after presenting the unconditioned stimulus

25) When comparing the effects of continuous reinforcement with intermittent reinforcement, _______.
   A) intermittent reinforcement causes longer-term changes in behavior than continuous reinforcement
   B) neither causes long-term behavior change
   C) both cause equally long-term changes in behavior
   D) continuous reinforcement causes longer-term changes in behavior than intermittent reinforcement

26) Bob is an assembly-line worker and knows his foreman always checks his work at 10:00 a.m. and 2:00 p.m. Consequently, he only works hard from 9:30 to 10:00 a.m. and from 1:30 to 2:00 p.m. He is on what kind of reinforcement schedule?
   A) variable-interval
   B) fixed-ratio
   C) fixed-interval
   D) variable-ratio

27) Perry works at a job where he is paid by commission. For every car Perry sells, he gets 10 percent of the profits. Perry is being reinforced on a _______.
   A) variable-ratio schedule
   B) variable-interval schedule
   C) fixed-interval schedule
   D) fixed-ratio schedule

28) Sandy's favorite activity is to go to Las Vegas and play the slot machines. Her gambling behavior is being reinforced on a _______ schedule.
   A) variable-ratio
   B) variable-interval
   C) fixed-ratio
   D) fixed-interval

29) A dog, taught to salivate to the sound of a whistle, is now going through many trials in which the whistle sound is not followed by food. The dog will probably _______.
   A) begin to salivate to other sounds it hears in the environment
   B) gradually stop salivating to the presentation of food
   C) gradually stop salivating to the sound of the whistle
   D) salivate to the sound at a steady but lower level than initially achieved

30) Extinction and spontaneous recovery occur in _______ conditioning.
   A) neither operant nor classical
   B) both classical and operant
   C) classical, but not operant,
   D) operant, but not classical,

31) A person is conditioned to fear white rats. Soon after, she also begins to fear white cats, white dogs, and white rabbits. Her new, unconditioned fears result from _______.
   A) stimulus discrimination
   B) response generalization
   C) vicarious reinforcement
   D) stimulus generalization

32) In classical conditioning, discrimination basically is the reverse of _______.
   A) intermittent pairing
   B) external inhibition
   C) generalization
   D) extinction

33) Which of the following is a primary reinforcer?
   A) a bar of candy
   B) a buzzer
   C) poker chips
   D) money

34) Which of the following is a secondary reinforcer?
   A) money
   B) a drink of water
   C) warm, physical contact
   D) a bar of candy

35) In classical conditioning the desired behavior is usually _______, and in operant conditioning, the desired behavior is usually _______.
   A) voluntary; voluntary
   B) voluntary; involuntary
   C) involuntary; involuntary
   D) involuntary; voluntary
36) In a study on learning, the psychologist conducting the study seeks to explain the inner needs and desires that made learners pursue their goals. She is interested in the inner processes that result in learning. She is studying ________ learning.
A) cognitive  
B) primary  
C) secondary  
D) neurophysiological

37) A scientist puts food pellets at the end of a maze for one group of rats. Another group of rats is placed in the maze but with no food pellets placed at the end. At the end of the training, the group receiving the food pellets runs the maze faster and with fewer errors. However, when the scientist begins giving the second group of rats food pellets for running the maze, they almost immediately begin running the maze as well as the first group. This improved performance is probably due to ________.
A) vicarious trial and error learning  
B) insight  
C) spontaneous recovery  
D) latent learning

38) Reinforcement experienced by models that affects the willingness of others to perform the behavior they learned by observing those models is called ________ reinforcement.
A) mediated  
B) vicarious  
C) primary  
D) secondary

39) Research on cognitive learning in animals indicates that ________.
A) only mammals are capable of vicarious learning  
B) only humans are capable of vicarious learning  
C) a wide range of animals and even some insects are capable of vicarious learning  
D) only primates are capable of vicarious learning

40) A budding author wishes to improve her typing. Which of the following would be LEAST helpful in a program to help her reach her goal?
A) giving herself reinforcement each time she consistently improves in either speed or accuracy  
B) punishing herself whenever she fails to achieve the goals she has set for herself  
C) keeping a careful record of her current rates of speed and accuracy  
D) deciding on specific improvements she wishes to make in speed and accuracy

Short Answer Questions:

41) Three-part question: A) Describe learned helplessness. B) How does it develop? C) Give a real-world or research example of learned helplessness in people or in animals.

42) Three-part question: A) Name the four consequences which are part of operant conditioning. B) For each consequence, tell me: do you add something to the situation or take something away? C) For each consequence, tell me: does it increase or decrease the likelihood of the behavior occurring again in the future? You may make a list or a table if you like. You may also give examples, but you do not need to give examples in order to get full credit.

43) Three-part question: A) Name each of the four schedules of reinforcement. B) Define each of the four schedules (that is, for each schedule, tell me how behavior is reinforced). C) Give an example of each schedule in use in everyday life. You may make a list or a table if you like.

44) Tolman and Bandura are pioneers in the study of two types of cognitive learning. Name and describe these two types of learning. Give an example of each one.