Multiple choice, short answer, and possibly other types of questions on Chapter 10 and Defensive Coping for the chapter quiz and for the test will be drawn 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.

**Multiple Choice**

1) The unique pattern of characteristic thoughts, feelings, and behaviors that persists over time and situations and distinguishes one person from another is called ________.
A) a trait  
B) a habit  
C) learning  
D) personality

2) Which one of the following is NOT an idea central to all psychodynamic theories?
A) mental processes such as emotions, motivations, and thoughts operate in parallel and thus may lead to conflicting feelings  
B) stable personality patterns do not form until young adulthood  
C) much of mental life is unconscious  
D) our mental representations of ourselves, of others, and of our relationships tend to guide our interactions with other people

3) For Freud, the term "sexual instinct" refers to ________.
A) childhood experiences  
B) the personal unconscious  
C) any form of pleasure  
D) erotic sexuality

4) According to Freud, the pleasure principle is the way in which ________.
A) the ego ideal tries to set up standards of what one would like to be  
B) the ego tries to delay satisfying the id’s desires until it can do so safely and successfully  
C) young children instinctively seek self-actualization  
D) the id tries to obtain immediate gratification and avoid pain

5) According to Freud, the reality principle is the way in which ________.
A) the ego tries to delay satisfying the id’s desires until it can do so safely and successfully  
B) the id tries to obtain gratification and avoid pain  
C) young children instinctively seek self-actualization  
D) the ego ideal established standards of what one would like to be

6) In Freud’s three-part model of personality, the moral guardian is the ________.
A) ego  
B) libido  
C) id  
D) superego

7) Henry is very shy and withdrawn. He rarely acts on impulse, feels guilty about any display of desire, and is emotionally restricted. Freud would say Henry’s ________ is the dominant part of his personality.
A) id  
B) sexual instinct  
C) ego  
D) superego

8) In Freud’s view, a partial or complete halt in an individual’s psychosexual development is called ________.
A) fixation  
B) abreaction  
C) thanatos  
D) libido

9) According to Freud, most children resolve the Oedipus and Electra conflicts by ________.
A) identifying with the parent of the same sex  
B) identifying with the parent of the opposite sex  
C) reverting to the oral stage  
D) becoming analyly fixated

10) Other psychodynamic theorists put a greater emphasis on the ________ than Freud.
A) superego  
B) id  
C) instincts  
D) ego

11) Collective memories of experiences people have had in common since prehistoric times, such as mothers, heroes, or villains are called ________ by Carl Jung.
A) animas  
B) animisms  
C) personas  
D) archetypes

12) Carl Jung stressed the ________ of people.
A) spiritual qualities  
B) learned motives  
C) primary drives  
D) sexual instincts

13) Adler felt that a driving force in shaping personality was overcoming feelings of ________.
A) inferiority  
B) inhibition  
C) basic anxiety  
D) individualism
14) Adler believed that people ________.
A) are selfishly locked into eternal conflict with society
B) are prisoners of innate biological urges
C) voluntarily strive toward positive and social goals
D) are pawns of their environment

15) Horney disagreed with many of Freud's ideas, but particularly those regarding ________.
A) the importance of early childhood in shaping adult personality
B) his emphasis on unconscious processes affecting conscious functioning
C) his analysis of women and his emphasis on sexual instincts
D) the importance of defense mechanisms in protecting the ego from anxiety

16) Horney was the first to emphasize that different characteristics in men and women were due primarily to
A) social and cultural influences.
B) archetypes.
C) biological differences.
D) genetic inheritance.

17) Erikson suggested that success in each of the life stages he outlined depends upon ________.
A) adjustment during the previous stage
B) resolution of the inferiority complex
C) resolution of the Oedipus complex
D) cognitive and moral development

18) ________ theory emphasizes that humans are positively motivated and progress toward higher levels of functioning.
A) Social Learning
B) Trait
C) Humanistic
D) Psychoanalytic

19) According to Rogers, the primary goal of life is to
A) harmoniously unify the id, ego, and superego.
B) understand one's personal ancestral history.
C) fulfill one's inborn capacities and potentialities.
D) successfully overcome developmental challenges.

20) In Rogers's theory, the full acceptance and love of another person regardless of that person's behavior is called
A) psychosynthesis.
B) self-actualization.
C) psychological congruence.
D) unconditional positive regard.

21) We infer a trait from how a person ________.
A) feels
B) senses
C) thinks
D) behaves

22) A famous psychologist argues that human behavior is largely shaped by behavior patterns that are genetically inherited and encoded into our nervous systems and are consistent across a wide variety of situations. This psychologist is most likely a ________ theorist.
A) behavioral
B) trait
C) cognitive
D) psychodynamic

23) Studies have found that the "Big Five" dimensions of personality may ________.
A) only represent personality in Western industrial cultures
B) represent universal dimensions of personality across cultures
C) only represent personality in non-Western, non-industrial cultures
D) only represent personality in North American culture

24) Trait theories are primarily ________.
A) descriptive
B) anecdotal
C) experimental
D) explanatory

25) Which one of the following is NOT true about trait theories?
A) Some psychologists question whether traits really can describe and predict behavior.
B) They are primarily descriptive and do not explain the causes of personality.
C) It is more difficult to study personality traits than to study self-actualization and unconscious motives.
D) Some critics feel it is dangerous to reduce human complexity to just a few traits.

26) ________ theories find the roots of personality in the ways people think about, act on, and respond to their environment.
A) Trait
B) Humanistic
C) Psychodynamic
D) Cognitive–social learning

27) In Bandura's view, what a person anticipates in a situation or as a result of behaving in certain ways is a(n)

28) According to Rotter, expectancy about whether reinforcement is under internal or external control is
A) a response set.
B) locus of control.
C) a self-efficacy expectation.
D) a performance standard.
29) To assess personality, behaviorists prefer ________.
A) interviews
B) observation
C) objective tests
D) projective tests

30) Personality tests that are administered and scored in a standard way are called ________ tests.
A) projective  B) response  C) subjective  D) objective

31) Tests in which people may reveal aspects of their personalities by the ways in which they respond to ambiguous stimuli are called ________ tests.
A) subjective
B) projective
C) objective
D) injective

32) [from lecture] Although it is seldom used in clinical settings, one projective test is regarded as valid and reliable even by psychologists who are generally critical of projective tests. Which one is it?
A) Thematic Apperception Test
B) Draw-A-Person Test
C) Washington University Sentence Completion Test
D) Rorschach Inkblot Method

33) Cognitive-social theorists would explain Jaylene Smith's behavior in terms of each of the following EXCEPT
A) some aspects of Jaylene's personality were formed by the subtle lessons she learned from watching members of her family interact
B) Jaylene's difficulties were due largely to a discrepancy between her self-image and her inborn capacities
C) long hours of studying helped her to avoid the discomfort that she felt being around other people for long periods
D) she learned to be shy and introverted because she was rewarded for spending much time by herself studying

34) The self-deceptive elements of defensive coping led Sigmund Freud to believe that the use of defenses is
A) maladaptive.
B) unconscious.
C) totally conscious.
D) manipulative.

35) A student who is failing but does not study because she refuses to believe that the instructor will really give her an "F" at the end of the term is using the defense mechanism of
A) denial
B) intellectualization
C) projection
D) reaction formation

36) Soldiers who break down in the battlefield often cope with their situation by blocking out memories of their behavior and their situation. This is a type of
A) aggression
B) withdrawal
C) intellectualization
D) repression

37) When we attribute to someone else feelings that we do not want to have, we may be
A) displacing
B) projecting
C) sublimating
D) identifying

38) A doctor who sees patients suffering terribly every day discusses them only in terms of distant, technical, medical terminology. This doctor's behavior is typical of
A) intellectualization
B) regression
C) projection
D) sublimation

39) A child who is extremely angry at her father hits her little brother instead. This is most likely an example of
A) denial
B) sublimation
C) reaction formation
D) displacement

40) Freud believed that the redirection and transformation of repressed drives into more socially acceptable forms is necessary for the advancement of civilization. He called this coping strategy
A) displacement
B) repression
C) sublimation
D) denial

Short Answer Questions:

41) Two parts: A) Explain what a defense mechanism does, AND B) Name and give examples of two defense mechanisms.

42) Two parts: A) Describe either Erickson's OR Horney's theory of development, AND B) contrast it with Sigmund Freud's.

43) Two parts: A) List the "Big Five," AND B) Identify one strength and one weakness of this approach to personality.

44) Define any three of these four terms: expectancy, self-efficacy, locus of control, explanatory style.