1. An event that decreases the behavior that precedes it is a
   A) negative reinforcer.
   B) punishment.
   C) conditioned stimulus.
   D) delayed reinforcer.
   E) secondary reinforcer.

2. Promising people monetary rewards for doing what they already enjoy doing is most likely to undermine
   A) latent learning.
   B) intrinsic motivation.
   C) spontaneous recovery.
   D) generalization.
   E) discrimination.

3. Revoking the driver's license of a reckless driver is intended to serve as a
   A) negative reinforcement.
   B) positive reinforcement.
   C) negative punishment.
   D) positive punishment.
   E) punishing reinforcer.

4. Some psychologists believe that rats develop mental representations of mazes they have explored. These representations have been called
   A) primary reinforcers.
   B) successive approximations.
   C) discriminative stimuli.
   D) cognitive maps.
   E) intrinsic motivations.

5. Studies of latent learning highlight the importance of
   A) primary reinforcers.
   B) respondent behavior.
   C) spontaneous recovery.
   D) cognitive processes.
   E) conditioned reinforcers.
6. The best evidence that animals develop cognitive maps comes from studies of
   A) shaping.
   B) generalization.
   C) latent learning.
   D) secondary reinforcement.
   E) spontaneous recovery.

7. Money is to food as _______ is to ________.  
   A) delayed reinforcer; immediate reinforcer  
   B) secondary reinforcer; primary reinforcer  
   C) discrimination; generalization  
   D) partial reinforcement; continuous reinforcement  
   E) operant conditioning; classical conditioning

8. On Monday, Johnny's mother gave him cookies and milk after he had played quietly for 10 minutes. On Tuesday, she required 20 minutes of quiet play before treat time, and on Wednesday, the cookies were given to him only after a full half hour of quiet play. Johnny was taught to play quietly for extended periods through
   A) latent learning.
   B) secondary reinforcement.
   C) partial reinforcement.
   D) shaping.
   E) modeling.

9. Like European Christians who risked their lives to rescue Jews from the Nazis, civil rights activists of the 1960s had parents who
   A) consistently used reinforcement in combination with punishment to shape their children's moral behavior.  
   B) modeled a strong moral or humanitarian concern.  
   C) consistently used psychological punishment rather than physical punishment in shaping their children's behavior.  
   D) consistently used permissive rather than authoritarian child-rearing practices.  
   E) consistently explained to their children the harsh consequences of immoral behavior.

10. Any stimulus that, when presented after a response, strengthens the response is called a(n)
    A) conditioned stimulus.
    B) unconditioned stimulus.
    C) positive reinforcer.
    D) negative reinforcer.
    E) positive punishment.
11. Bandura's experiments indicate that ________ is important in the process of learning.
   A) shaping
   B) generalization
   C) modeling
   D) respondent behavior
   E) secondary reinforcement

12. If rats are allowed to wander through a complicated maze, they will subsequently run the maze with few errors when a food reward is placed at the end. Their good performance demonstrates
   A) shaping.
   B) latent learning.
   C) delayed reinforcement.
   D) spontaneous recovery.
   E) modeling.

13. It is easier to train a dog to bark for food than to train it to stand on its hind legs for food. This best illustrates the importance of ________ in learning.
   A) primary reinforcement
   B) generalization
   C) biological predispositions
   D) negative reinforcement
   E) spontaneous recovery

14. Myron quit gambling after he lost over a thousand dollars betting on horse races. This best illustrates the effects of
   A) negative reinforcers.
   B) generalization.
   C) spontaneous recovery.
   D) punishment.
   E) secondary reinforcers.

15. Mr. Zandee has stopped smoking because he wants to model healthy behavior patterns for his children. Mr. Zandee is apparently aware of the importance of ________ in his children's development.
   A) shaping
   B) observational learning
   C) generalization
   D) delayed reinforcement
   E) spontaneous recovery
16. Skinner is to shaping as Bandura is to
A) punishing.
B) extinguishing.
C) discriminating.
D) modeling.
E) generalizing.

17. The psychologist most closely associated with the study of operant conditioning was
A) Skinner.
B) Pavlov.
C) Watson.
D) Bandura.
E) Garcia.

18. In order to teach an animal to perform a complex sequence of behaviors, animal
trainers are most likely to use a procedure known as
A) classical conditioning.
B) delayed reinforcement.
C) latent learning.
D) generalization.
E) shaping.

19. Golf instruction that reinforces short putts before attempting to reinforce long putts
best illustrates the process of
A) generalization.
B) shaping.
C) modeling.
D) discrimination.
E) delayed reinforcement.

20. Two years ago, the de Castellane Manufacturing Company included its employees in
a profit-sharing plan in which workers receive semi-annual bonuses based on the
company's profits. Since this plan was initiated, worker productivity at de Castellane
has nearly doubled. This productivity increase is best explained in terms of
A) observational learning.
B) latent learning.
C) operant conditioning.
D) classical conditioning.
E) spontaneous recovery.
21. Any stimulus that, when removed after a response, strengthens the response is called a(n)
   A) conditioned stimulus.
   B) unconditioned stimulus.
   C) positive reinforcer.
   D) negative reinforcer.
   E) positive punishment.

22. Which of the following is true of negative reinforcement and punishment?
   A) Negative reinforcers increase the rate of operant responding; punishments decrease the rate of operant responding.
   B) Negative reinforcers decrease the rate of operant responding; punishments increase the rate of operant responding.
   C) Negative reinforcers decrease the rate of operant responding; punishments decrease the rate of operant responding.
   D) Negative reinforcers have no effect on the rate of operant responding; punishments decrease the rate of operant responding.
   E) Negative reinforcers decrease the rate of operant responding; punishments have no effect on the rate of operant responding.

23. Operant response rates remain highest when individuals anticipate that their behavior will actually lead to further reinforcement. This best illustrates the importance of _______ in operant conditioning.
   A) secondary reinforcers
   B) cognitive processes
   C) biological predispositions
   D) intrinsic motivation
   E) spontaneous recovery

24. Dogs conditioned to salivate to stimulation of the thigh also begin to salivate when stimulated on other body parts. This best illustrates
   A) spontaneous recovery.
   B) continuous reinforcement.
   C) latent learning.
   D) generalization.
   E) habituation.
25. Last year, Dr. Moritano cleaned Natacha's skin with rubbing alcohol prior to administering each of a series of painful rabies vaccination shots. Which of the following processes accounts for the fact that Natacha currently becomes fearful every time she smells rubbing alcohol?
A) negative reinforcement
B) classical conditioning
C) latent learning
D) operant conditioning
E) observational learning

26. The reappearance, after a time lapse, of an extinguished CR is called
A) generalization.
B) spontaneous recovery.
C) secondary reinforcement.
D) latent learning.
E) shaping.

27. Children learn to fear spiders more easily than they learn to fear flowers. This best illustrates the impact of ________ on learning.
A) spontaneous recovery
B) conditioned reinforcers
C) shaping
D) cognitive processes
E) biological predispositions

28. Some of Pavlov's dogs learned to salivate to the sound of one particular tone and not to other tones. This illustrates the process of
A) shaping.
B) latent learning.
C) secondary reinforcement.
D) discrimination.
E) extinction.

29. Long after being bitten by a stray dog, Alonzo found that his fear of dogs seemed to have disappeared. To his surprise, however, when he was recently confronted by a stray dog, he experienced a sudden twinge of anxiety. This sudden anxiety best illustrates
A) delayed reinforcement.
B) latent learning.
C) spontaneous recovery.
D) shaping.
E) discrimination.
30. A dog's salivation at the sight of a food dish is a(n)
   A) conditioned stimulus.
   B) unconditioned stimulus.
   C) unconditioned response.
   D) conditioned response.
   E) neutral stimulus.

31. After repeatedly taking alcohol spiked with a nausea-producing drug, people with alcoholism may fail to develop an aversive reaction to alcohol because they blame their nausea on the drug. This illustrates the importance of ________ in classical conditioning.
   A) biological predispositions
   B) generalization
   C) negative reinforcement
   D) cognitive processes
   E) spontaneous recovery

32. Animals most readily learn the specific associations that promote
   A) shaping.
   B) survival.
   C) extrinsic motivation.
   D) prosocial behavior.
   E) social interaction.

33. Which of the following provides evidence that a CR is not completely eliminated during extinction?
   A) latent learning
   B) partial reinforcement
   C) spontaneous recovery
   D) generalization
   E) discrimination

34. After learning to fear a white rat, Little Albert responded with fear to the sight of a rabbit. This best illustrates the process of
   A) secondary reinforcement.
   B) generalization.
   C) shaping.
   D) latent learning.
   E) spontaneous recovery.
35. The cognitive perspective would be likely to emphasize that classical conditioning depends on
   A) an organism's active behavioral responses to environmental stimulation.
   B) the amount of time between the presentation of the CS and the US.
   C) how frequently an organism is exposed to an association of a CS and a US.
   D) an organism's expectation that a US will follow a CS.
   E) the expectation of a reward for behavior being fulfilled.

36. In classical conditioning, the ________ signals the impending occurrence of the ________.
   A) US; CS
   B) UR; CR
   C) CS; US
   D) CR; UR
   E) US; CR

37. Who introduced the term behaviorism?
   A) Garcia
   B) Skinner
   C) Watson
   D) Bandura
   E) Pavlov

38. To assess whether Mrs. Webster had Alzheimer's disease, researchers conditioned her to blink in response to a sound that signaled the delivery of a puff of air directed toward her face. In this application of classical conditioning, the sound was a
   A) US.
   B) UR.
   C) CS.
   D) CR.
   E) NS.

39. John B. Watson considered himself to be a(n)
   A) physiological psychologist.
   B) cognitive psychologist.
   C) behaviorist.
   D) psychoanalyst.
   E) operant conditioner.
40. In Pavlov's experiments, the dog's salivation triggered by the sound of the tone was 
a(n)  
A) conditioned response.  
B) unconditioned stimulus.  
C) unconditioned response.  
D) conditioned stimulus.  
E) neutral stimulus.

41. Which of the following senses is best described as a chemical sense?  
A) touch  
B) kinesthesis  
C) audition  
D) vision  
E) smell

42. Evidence that some cones are especially sensitive to red light, others to green light, 
and still others to blue light is most directly supportive of the ________ theory.  
A) frequency  
B) Young-Helmholtz  
C) gate-control  
D) opponent-process  
E) signal detection

43. Hearing a sequence of sounds of different pitches is to ________ as recognizing the 
sound sequence as a familiar melody is to ________.  
A) the just noticeable difference; accommodation  
B) absolute threshold; difference threshold  
C) sensory interaction; feature detection  
D) feature detection; sensory interaction  
E) sensation; perception

44. The heart begins to beat during the ________ period of prenatal development.  
A) embryonic  
B) fetal  
C) zygotic  
D) ovular  
E) conceptual.
45. Babies are born with several reflexes for getting food. One of these is to
A) withdraw a limb to escape pain.
B) turn the head away from a cloth placed over the face.
C) open the mouth in search of a nipple when touched on the cheek.
D) look longer at facelike images than at a solid disk.
E) avoid overly sweet foods.

46. The symptoms of fetal alcohol syndrome are most likely to include
A) egocentrism.
B) mental retardation.
C) visual impairments.
D) autism.
E) habituation.

47. An integrated understanding of gender differences in behavior in terms of gender roles,
sex hormones, and individual expectations regarding gender appropriate behavior is
most clearly provided by
A) gender schema theory.
B) molecular genetics.
C) a biopsychosocial approach.
D) evolutionary psychology.
E) social learning.

48. Critics of evolutionary psychology are most likely to suggest that it underestimates
the
A) impact of genetic predispositions on human sexual behavior.
B) impact of cultural expectations on human sexual behavior.
C) variety of traits that contribute to reproductively successful behaviors.
D) extent to which certain gender differences in sexual behavior are common to all
cultures.
E) number of human traits influenced by genetics.

49. Twin studies suggest that Alzheimer's disease is influenced by
A) testosterone.
B) gender schemas.
C) heredity.
D) gender-typing.
E) environment.
50. Felix was so preoccupied with his girlfriend's good looks that he failed to perceive any of her less admirable characteristics. This best illustrates the dangers of
A) perceptual adaptation.
B) figure-ground relationships.
C) selective attention.
D) the cocktail party effect.
E) perceptual constancy.

51. Unconscious information processing is more likely than conscious processing to
A) occur slowly.
B) be limited in its capacity.
C) contribute to effective problem solving.
D) occur simultaneously on several parallel dimensions.
E) relate to childhood events.

52. The ability to pay attention to only one voice at a time is called
A) perceptual set.
B) convergence.
C) perceptual adaptation.
D) the phi phenomenon.
E) the cocktail party effect.

53. An all-or-none response pattern is characteristic of the
A) initiation of neural impulses.
B) release of endorphins into the central nervous system.
C) release of hormones into the bloodstream.
D) activation of either the sympathetic or the parasympathetic system.
E) inheritance of behavioral predispositions.

54. An area at the rear of the frontal lobes that controls voluntary movements is called the
A) angular gyrus.
B) hypothalamus.
C) motor cortex.
D) reticular formation.
E) frontal association area.

55. The cortical regions that are not directly involved in sensory or motor functions are known as
A) interneurons.
B) Broca's area.
C) frontal lobes.
D) association areas.
E) parietal lobes.
56. Because she had a serious traffic accident on Friday the 13th of last month, Felicia is convinced that all Friday the 13ths will bring bad luck. Felicia's belief best illustrates
A) the illusion of control.
B) illusory correlation.
C) the hindsight bias.
D) the false consensus effect.
E) random sampling.

57. Seven members of a girls' club reported the following individual earnings from their sale of raffle tickets: $5, $9, $4, $11, $6, $4, and $3. In this distribution of individual earnings, the
A) median is greater than the mean and greater than the mode.
B) median is less than the mean and less than the mode.
C) median is equal to the mean and equal to the mode.
D) median is greater than the mean and less than the mode.
E) median is less than the mean and greater than the mode.

58. After noting that a majority of professional basketball players are African-American, Ervin concluded that African-Americans are better athletes than members of other racial groups. Ervin's conclusion best illustrates the danger of
A) replication.
B) hindsight bias.
C) the placebo effect.
D) generalizing from vivid cases.
E) randomly assigning variables.

59. Which perspective would suggest that the facial expressions associated with the emotions of lust and rage are inherited?
A) cognitive
B) behavioral
C) evolutionary
D) social-cultural
E) psychodynamic

60. Dr. Wilson attributes the delinquent behaviors of many teens to the pressures associated with being members of street gangs. Her account best illustrates a(n) [ ] perspective.
A) psychodynamic
B) behavior genetics
C) social-cultural
D) neuroscience
E) evolutionary
Answer Key - c7 practice test

1. B
2. B
3. C
4. D
5. D
6. C
7. B
8. D
9. B
10. C
11. C
12. B
13. C
14. D
15. B
16. D
17. A
18. E
19. B
20. C
21. D
22. A
23. B
24. D
25. B
26. B
27. E
28. D
29. C
30. D
31. D
32. B
33. C
34. B
35. D
36. C
37. C
38. C
39. C
40. A
41. E
42. B
43. E
44. A
45. C
46. B
47. C
48. B
49. C
50. C
51. D
52. E
53. A
54. C
55. D
56. B
57. E
58. D
59. C
60. C