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Unit 5: Motivation, Emotion & Personality

Use this study guide to help you prepare for the upcoming assessment. Start by using the pages provided in Part I and define all applicable vocabulary featured on the page. Part II features questions provided as practice for applying learned content. Time yourself as you answer the questions and use the answer key at the END of this document to check your responses.

Assessment Topics and text locations:

- Motivation, Emotion & Stress (Pg.390)
- Personality Psychology (Pg.554)

Part I: Key Terms

| | | |
|-----------------------------------|-----------------------------|-------------------------------|
| Motivation | psychophysiological illness | psychodynamic theories |
| Instinct | psychoneuroimmunology | collective unconscious |
| Drive-reduction theory | lymphocytes | Thematic Apperception Test |
| Homeostasis | Coronary heart disease | Rorschach inkblot test |
| Incentive | Type A / Type B | false consensus effect |
| Yerkes-Dodson Law | Abraham Maslow | terror-management theory |
| Hierarchy of needs | William Masters | humanistic theories |
| Glucose | Virginia Johnson | self-actualization |
| Set point | Stanley Schacter | unconditional positive regard |
| Basal metabolic rate | Hans Selye | self-concept |
| Sexual response | William James | trait |
| Sexual dysfunction | | personality inventory |
| Estrogens | | MMPI |
| Testosterone | Personality | empirically derived test |
| Emotion | Free association | social-cognitive perspective |
| James-Lange Theory | psychoanalysis | behavioral approach |
| Cannon-Bard Theory | unconscious | reciprocal determinism |
| Two-factor theory | id / ego / superego | self |
| Polygraph | psychosexual stages | spotlight effect |
| Facial feedback effect | Oedipus complex | self esteem / self-efficacy |
| Heath psychology | identification | self-serving bias |
| Stress | fixation | narcissism |
| General adaptation syndrome (GAS) | defense mechanism | individualism |
| Tend and befriend response | repression | collectivism |
| Sigmund Freud | Alfred Adler | Karen Horney |
| Carl Jung | Carl Rogers | Robert McCrae |
| Paul Costa | Albert Bandura | Martin Seligman |

Part II: Practice Questions:

- _____ 1. Which theory explains that physiological needs create an aroused state that motivates an organism to reduce the need?
 a. Instinct theory b. Drive-Reduction Theory c. Arousal Theory d. Achievement Theory e. Hierarchy of needs
- _____ 2. Attempts to control social behavior by using the punishing effects of isolationism is an example of...
 a. Attachment disorder b. Ostracism c. Exploitation d. wanting to belong e. conforming
- _____ 3. Which theory explains why, even when our biological needs are satisfied, we may still feel driven to experience stimulation?
 a. Incentive b. Homeostasis c. Instinct d. Arousal theory e. Physiology
- _____ 4. Why does further weight loss come slowly following a rapid loss during the initial three weeks of rigorous diet?
 a. The number of fat cells makes further weight loss impossible c. When a person's hunger increases, metabolism increases
 b. The body reacts as if it's being starved and metabolic rate drops d. An obese person can't maintain a rigorous weight loss diet
 e. When an obese person's set-point has been reached, weight loss increases dramatically

- _____ 5. Research on semi starvation found that men who were given just enough food to stabilize their weight at 25% below their starting weight...
- Became obese with physical exercise
 - Showed increases in mental cognition
 - lost interest in social activities
 - were more interpersonally outgoing
 - were in a state of homeostasis
- _____ 6. A person who eats excessively and never seems to feel full may have which of the following conditions?
- Tumor in the hypothalamus
 - Too much insulin
 - Stomach ulcer
 - Too much of the hormone PYY
 - Stomach bypass effect
- _____ 7. Brain scans and EEG recordings indicate that positive emotions are associated with high levels of activity in which brain section?
- Right temporal lobe
 - Cerebellum
 - Left frontal lobe
 - left temporal lobe
 - right parietal lobe
- _____ 8. A question on the MMPI such as "I get angry sometimes" is included to determine what about the test-taker?
- Whether the person has a personality disorder
 - If the person needs immediate help for anger management
 - If the person is answering the questions truthfully
 - If the person is more extraverted than introverted.
 - Whether the person has stronger id or superego
- _____ 9. Athletes who often privately credit their victories to their own abilities, and their losses to bad breaks, lousy officiating, or the other team's exceptional performance, are exhibiting which psychological concept?
- Low self-esteem
 - Self-serving bias
 - Pessimism
 - Spotlight effect
 - Incompetence
- _____ 10. Someone of a collectivists culture is more likely to do what?
- Develop a strong sense of self
 - Give priority to a group goals
 - Form causal, often temporary relationships
 - Focus on how they are different from the group
 - Achieve personal goals
- _____ 11. Amy was sure everyone noticed how nervous she was when she spoke in front of the entire school, but later no one that she talked to mentioned it. What is the term for the belief that others are always noticing and evaluating us more than they really are?
- Self-monitoring
 - Self-schemas
 - Possible selves
 - Spotlight effect
 - Social-cognitive perspective
- _____ 12. Children's TV viewing habits (past behavior) influence their viewing preferences (internal personal factor), which influence how television (environmental factor) affects their current behavior. What is this an example of?
- Personal control
 - Learned helplessness
 - Reciprocal determinism
 - The Big Five Traits
 - Implicit learning
- _____ 13. According to Carl Rogers, when we are in a good marriage, a close family, or an intimate friendship, we are free to be spontaneous without fearing the loss of others' esteem. What did he call this accepting attitude?
- Peak experience
 - Unconditional positive regard
 - Self-transcendence
 - Humanistic psychology
 - Self-concept
- _____ 14. Critics of humanistic psychology have suggested that this theory fails to appreciate the reality of our human capacity for which of the following?
- Empathy
 - love
 - negativity
 - evil
 - laziness

Bill is applying for admission to the University of Michigan and has completed the entire process except for writing his application essay. He is very nervous about writing the essay because it is such an important part of the acceptance process and the topic he was assigned is very challenging.

Explain how each of the following psychological concepts might relate to how Bill feels five months later when he receives a letter of acceptance from the University of Michigan.

- Maslow's hierarchy
- James-Lange theory
- Cannon-Bard theory
- Schachter-Singer's two-factor theory

One important difference between psychological perspective on personality involves how each perspective tries to measure personality. Briefly explain how each of the following perspectives views personality measurement, using appropriate psychological terminology.

- Psychodynamic perspective
- Humanistic perspective
- Trait theories

Part III Answer Key

B
B
D
B
E
A
C
E
B
B
D
C
B
D

- According to Maslow’s hierarchy, Bill’s decision to apply to the University of Michigan is the result of a need or drive (motivation) to achieve the higher psychological needs of belonging, esteem, self-actualization, or self-transcendence, since Bill’s other (lower) needs have already been met.
 - According to the James-Lange theory, when Bill receives the letter in the mail, his heart races and his breathing increases, which causes his brain to automatically interpret this as an exciting experience.
 - According to the Cannon-Bard theory, when Bill receives the letter in the mail, his heart races and breathing increases at the same time that he reads the words and experiences the excitement of being accepted into the university. He simultaneously experiences an increase in physiological arousal and the emotions of happiness.
 - According to the Schachter-Singer two-factor theory, when Bill opens his letter, he experiences an increase in physical arousal and determines that he is experiencing happiness based on his memories and thoughts.
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- The psychodynamic perspective views the goal of personality measurement as revealing the unconscious conflicts and impulses that drive and create our personality. Projective test (such as the TAT or Rorschach test) are used to allow individuals to “project” their unconscious desires and impulses on to test so they are revealed to the therapist and the client.
 - Humanistic theories are skeptical about attempts to measure personality. They view personality test and other attempts at measuring and qualifying personality as potentially depersonalizing reducing the complexity of a person to one of a few generalized categories.
 - Trait theorists’ attempts to measure personality through personality inventories such as the MMPI. They are most interested in knowing where a person fits on each of the Big Five personality factors.