1. Which of the following techniques was Freud most likely to use in an attempt to discover the hidden conflicts underlying his patients' symptoms?
   A) factor analysis
   B) free association
   C) projective testing
   D) fixation
   E) unconditional positive regard

   2. Forgotten memories that we can easily recall were said by Freud to be
   A) displaced.
   B) preconscious.
   C) fixated.
   D) unconscious.
   E) projective.

   3. Ego is to id as ________ is to ________.
   A) unconscious; conscious
   B) biology; morality
   C) reality principle; pleasure principle
   D) regression; repression
   E) external locus of control; internal locus of control

   4. Individualism is to collectivism as ________ is to ________.
   A) responsibility; freedom
   B) industrialization; democracy
   C) empathy; self-serving bias
   D) self-flattery; personal modesty
   E) pleasure principle; reality principle

   5. Kelly loves to boast about her accomplishments and becomes very upset when anyone criticizes her. Kelly most clearly demonstrates
   A) the spotlight effect.
   B) the false consensus effect.
   C) defensive self-esteem.
   D) learned helplessness.
   E) self-actualization.

   6. Although Rolf frequently cheats on classroom tests, he justifies his behavior by erroneously thinking that most other students cheat even more than he does. His mistaken belief best illustrates
   A) the spotlight effect.
   B) reaction formation.
   C) an external locus of control.
   D) self-serving bias.
   E) individualism.

   7. Which of the following personality assessments would most likely be used by social-cognitive psychologists?
   A) asking test-takers to describe a series of inkblots
   B) administering an objective inventory that measures specific traits, such as extraversion
   C) observing and evaluating a student teacher's performance
   D) asking people to fill out questionnaires describing their ideal and real selves
   E) conducting an in-depth interview of a particular person

   8. Which new movement has criticized psychology for placing too much emphasis on the negative aspects of human behavior?
   A) humanism
   B) neo-Freudian
   C) positive psychology
   D) the biopsychosocial perspective
   E) collectivism

   9. The best indicator of a person's level of optimism is his or her
   A) ideal self.
   B) gender identity.
   C) attributional style.
   D) unconditional positive regard.
   E) self-esteem.

   10. Corbett refuses to take reasonable precautions to protect his health because he believes good health is just a matter of luck anyway. Corbett's attitude best illustrates
    A) the Barnum effect.
    B) an external locus of control.
    C) self-serving bias.
    D) the self-reference phenomenon.
    E) reciprocal determinism.

   11. Personality is fruitfully studied at multiple levels of analysis because people are best understood as
    A) unconscious information processors.
    B) biopsychosocial organisms.
    C) demonstrating self-serving bias.
    D) possessing enduring traits.
    E) interactions between the id, ego, and superego.
12. Because Greta is an extravert, she frequently goes to parties where she is encouraged to laugh and socialize with her friends. Because Jim is an introvert, he frequently spends weekends in the library where it’s easy to quietly reflect and study. Greta and Jim best illustrate what is meant by
A) an external locus of control.  
B) reciprocal determinism.  
C) the self-reference phenomenon.  
D) the Barnum effect.  
E) reaction formation.

13. Which theorists have been most directly criticized for underestimating the variability of behavior from situation to situation?
A) social-cognitive  
B) psychoanalytic  
C) humanistic  
D) personality traits.  
E) psychodynamic.

14. Walter Mischel's studies of college students' conscientiousness revealed only a modest relationship between a student being conscientious on one occasion and being similarly conscientious on another occasion. According to Mischel, this should make psychologists more cautious about emphasizing the consistency of
A) repression.  
B) self-efficacy.  
C) personality traits.  
D) reciprocal determinism.  
E) unconditional positive regard.

15. The tendency to accept favorable descriptions of one's personality that could really be applied to almost anyone is known as
A) the halo effect.  
B) the Barnum effect.  
C) projection.  
D) the self-reference phenomenon.  
E) unconditional positive regard.

16. Dr. Zytowics wants to assess the extent to which a client is suffering from depression, social withdrawal, and other symptoms of an emotional disorder. Which personality inventory would be most helpful for this purpose?
A) MMPI  
B) Rorschach  
C) TAT  
D) Myers-Briggs Type Indicator  
E) locus of control test.

17. Shortly after receiving a traffic ticket for speeding, Fred made numerous hostile comments to his wife about the incompetence of women drivers. Fred's comments illustrate most clearly the defense mechanism of
A) reaction formation.  
B) rationalization.  
C) identification.  
D) displacement.  
E) repression.

18. Projective tests are most closely associated with the _______ perspective.
A) social-cognitive  
B) psychoanalytic  
C) humanistic  
D) trait  
E) empirical.

19. Contemporary psychologists are LEAST likely to agree with Freud's belief that
A) conscience and gender identity form during the process of resolving the Oedipus complex.  
B) conscious awareness of our own mental processes is very limited.  
C) memories are often distorted and incomplete.  
D) defense mechanisms help protect individuals from anxiety.  
E) sexual experiences and thoughts influence development.